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Maine Real Estate &
Development Association

Supporting Responsible Development

Legislative advocacy

Educational programs

Networking opportunities

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 over 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 or call Shelly Clark at (207) 874-0801.

www.mereda.org

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MEREDA MISSION



Maine Real Estate &
Development Association

Supporting Responsible Development

*MEREDA's Mission is the same
as it was at its founding in 1985.*

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.

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MEREDA SERVICES & BENEFITS



Maine Real Estate &
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Supporting Responsible Development

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

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COMMITTEE PARTICIPATION



Maine Real Estate &
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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.

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LEGISLATIVE ADVOCACY



Maine Real Estate &
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Supporting Responsible Development

Legislative Update – Summer 2022

July 13, 2022

MEREDA's Public Policy Committee continues to stay engaged on critical matters impacting our members.

New Laws Set to Take Effect August 8, 2022

Non-emergency laws enacted in the Second Regular Session of the 130th Legislature will take effect August 8, 2022, which is 90 days after the legislature's adjournment. Among the laws set to take effect, the most relevant for MEREDA members are:

- **The Housing Act (LD 2003).** In previous newsletters, we have written extensively about the Housing Act and its potential to accelerate housing development in Maine. That new law is set to take effect on August 8. However, municipalities have until July 1, 2023 to comply with the provisions of the law. Unless a municipality voluntarily adopts an amended ordinance before July 1, 2023, the municipality is not required to honor the land use provisions in the law until that date.
- **Affordable Housing Nonprofit Sales Tax Exemption (LD 1732).** Effective August 8, nonprofit organizations providing housing can receive a sales tax exemption for purchases made pursuant to servicing populations up to 120% of AMI, up from the current limitation at 80% of AMI.
- **Redevelopment Land Bank (LD 1694).** This new program will allow municipalities to take advantage of a state-established fund to purchase, clean up, and sell property within their town for the purposes of redevelopment. The new program is intended to help municipalities take a tailored approach to the redevelopment of blighted or contaminated parcels.
- **Remote Online Notarization (LD 2023).** Maine's revised adopted version of the Uniform Law Commission's Revised Uniform Law on Notarial Acts (RULONA) will take effect on August 8. While many entities will take advantage of the new online notarization options, others will not – it is still being adopted as the future standard for notarization. We recommend checking with all parties to a transaction before initiating an online notarization process.
- **Height Calculations in the Shoreland Zone (LD 1809).** Effective August 8, there are new standards for calculating building height within the Shoreland Zone. The new standards are

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LEGISLATIVE ADVOCACY

designed to enable buildings to meet the requirements of local floodplain management ordinances as well as federal flood insurance program requirements.

MEREDA Set to Participate in Regional Housing, STR Study

MEREDA is set to participate in a housing study that will look at regional housing data and the role of short-term rentals with respect to promoting affordable and attainable housing. The resolve establishing the working group (LD 1240) will take effect on August 8, 2022. We anticipate meetings of the group will begin shortly thereafter, because the final report with recommendations is due back to the Labor and Housing Committee of the 130th Legislature no later than November 2, 2022.

The study is charged with reviewing data on housing shortages, reviewing state laws that affect local regulation of land use and short-term rentals, review other states' efforts to address housing shortages and regulate short-term rentals, consider strategies to encourage affordable home ownership through changes to land use restrictions, and consider measure that would encourage municipalities to increase available housing, including consideration of municipal incentives and statewide regulation of short-term rentals.

If some of this sounds familiar, it is because the 2021 Housing Commission conducted similar work and recommended action items that were ultimately adopted in LD 2003. Careful observers may also recall that LD 2003 permits municipalities to continue to regulate short-term rentals, but that the issue of short-term rentals overall was left for future work. This is the future work. Parties interested STR's should pay careful attention to this study, and MEREDA will be on the lookout to ensure any recommendations are fair, practical, and predictable for developers and home-owners.

Policy Action 2023

MEREDA has been and will continue to work with our friend and allies on Policy Action 2023, a set of policy priorities being proposed by GrowSmart Maine, BuildMaine, and others including Maine Historic Preservation and Maine Downtown Center. The proposals are still being developed, but are likely to include:

- Expansion of the Maine Historic Rehabilitation Tax Credit to better serve small projects and to include non-income producing properties (which would include individual residential homes). This policy proposal arises from a note in the OPEGA review of the MHRTC, which noted that the small-project set-aside was underutilized and could be amended and expanded to better serve the purposes for which it was intended.
- Amending the State Subdivision laws to better accommodate new development projects permissible under the Housing Act. For example, it is unclear whether the development of multiple units on a parcel, including one ADU and one additional dwelling unit on an existing lot, will trigger state subdivision review.

LEGISLATIVE ADVOCACY

- More? This coalition has expressed interest in supporting or working on other policy initiatives that arise, including any MEREDA may be interested in pursuing.

MEREDA will be looking to survey members soon on potential proactive legislation for the 131st Legislature, which will begin in earnest in January, 2023.

Local Issues Committee Ramps Up in Opposition to Rent Stabilization, Inclusionary Zoning

Following on the heels of a legislative session in which housing advocates united around the need to fix the supply shortage in Maine's residential housing market, many towns and cities around the state have started proposing legislation that will effectively do the opposite. **South Portland recently adopted an eviction moratorium and rent freeze** while considering a permanent rent stabilization ordinance. **Brunswick has adopted a development moratorium** impacting projects over 30 units and including provisions that are effectively inclusionary zoning. At the same time, the **Portland Democratic Socialists of America are proposed a referendum to change the City's rent control ordinance** to be more favorable to tenants.

The MEREDA Local Issues Committee has provided comment on these proposals and is working with the South Portland and Brunswick City and Town Council as well as a Portland coalition in opposition to the DSA. **We will continue to share our message that the only way to solve Maine's housing crisis is to solve the supply shortage.** To do that, we **must accelerate housing creation, not enact regulations that will have a chilling effect on housing creation.**

We encourage all MEREDA members to keep an eye out for activities in their towns and cities and to alert the Local Issues Committee when something arises that threatens housing creators. In the meantime, we will continue ramping up efforts to educate local leaders and advocates on how best to ensure access to affordable and attainable housing for all Mainers.

Portland Ballot to Have 13 Referendum Questions this November

This fall, Portland voters will be asked to support or oppose 13 referendum questions. As recently noted by our friends at the Portland Regional Chamber of Commerce (PRCC), these 13 questions will include provisions that would:

- Institute the 3rd highest minimum wage in the country, behind only two communities in California.
- Eliminate the tipped credit, which would imperil Portland's world-renowned food and beverage industry by dramatically increasing restaurant prices and harming employees that currently make over \$40/hr in tips.

LEGISLATIVE ADVOCACY

- Double down on the failed rent control policy, which has invited the largest rent increases in our city's history while discouraging investment in our city's housing stock.
- Eliminate cruise ships from Portland, threatening the revenues that make our small business community and working waterfront viable.
- Drastically reduce the number of short-term rentals in Portland, punishing local homeowners trying to make ends meet and pay ever increasing property taxes.
- Install a boss mayor in Portland, who could override the democratic will of our elected City Council with a veto pen, hire and fire city staff, issue executive orders, all while receiving a double-digit pay increase over the current mayoral salary.

MEREDA is working closely with the PRCC and other allies to build opposition to the proposals and begin getting out the word to voters. With early voting taking a more prominent role in election process, we will need to move quickly and collectively if we are to succeed in defeating this radical agenda, and in building momentum against referenda as a governance method – it's bad for Portland, and it's bad for Maine.

The order and language of the questions has not yet been set. **We will send more information along soon, and please keep an eye on your inboxes for ways you can help get involved in this fight.**

MEREDA will continue to remain diligent in protecting its members' interests. Our members represent a critical pillar of the state economy, and we will continue to advocate for policies that are fair, practical, and predictable. We encourage all those who are interested in rolling-up their sleeves and helping to further MEREDA's mission and vision in policy-making to contact Shelly R. Clark, MEREDA's Vice President of Operations at info@mereda.org.

NEW HORIZONS IN HOUSING



Maine Real Estate &
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Supporting Responsible Development

What Public Law 2021, Chapter 672 (LD 2003), the “Housing Act” Means for Maine

May 11, 2022

Overview

LD 2003, signed into law by the Governor on April 27, 2022 as Public Law 2021, Chapter 672, also known as the “Housing Act,” marks a significant victory for housing advocates and the beginning of a new chapter in housing construction in Maine.

The law arose from the work of a commission formed by resolve in the First Regular Session of the 130th Legislature in 2021. The commission met throughout the summer and fall of 2021 and reported its findings to the legislature in January, 2022. The commission recommended 9 action items to help eliminate barriers to housing construction created by local land use and zoning ordinances.

In early March, those recommendations were printed in the form of LD 2003, which had a public hearing on March 7, 2022. MEREDA and most of the major business, real estate, and construction advocates all testified in support of the bill. Ultimately, the 9 recommendations proposed by the commission were winnowed down to the handful below, and the Labor and Housing Committee voted to support the bill along party lines, with Democrats supporting passage of the bill as written and Republicans opposing.

The bill did ultimately receive bipartisan support from the legislature, with 3 House Republicans and 1 Senate Republican voting in support. The Governor had a public bill signing event, demonstrating her support for the effort to create more housing, on April 27. MEREDA was very active in the lobbying effort for this bill and was asked to be a part of the bill signing. Bev Uhlenhake attended on MEREDA’s behalf – thanks, Bev! And thank you to all the MEREDA members who made calls or sent texts or e-mails to your state legislators.

This is a **big** victory for housing development in Maine. The law itself will take effect on April 8, 2022, but municipalities are not required to implement the requirements of the law until **July 1, 2023**. After that date, landowners in Maine will be able to take advantage of new incentives and eased restraints on property use, to develop the much-needed housing we need to hit the ultimate mark of 25,000 new units (the unofficial number used by the legislature).

Statewide Housing Production Goals/Municipal Role in Statewide Housing Production Goals

Recognizing that Housing is a Statewide Crisis Requiring a Statewide Solution

Statewide: The Housing Act establishes the Department of Economic and Community Development (DECD) as the agency responsible for establishing statewide housing production goals. While unofficial sources believe at least 25,000 new units are needed to accommodate Maine’s workforce in the coming years, DECD will be responsible for working in concert with the Maine State Housing Authority (MSHA), to establish housing production goals that increase the availability and affordability of all types of housing. These goals will serve as statewide benchmarks to drive the conversation around housing development.



Municipal: The Housing Act provides that municipalities have a role and responsibility in achieving the statewide housing production goals that will be set by DECD. Municipalities must ensure that ordinances and regulations are designed to affirmatively further the purposes of the federal Fair Housing Act to achieve the statewide or regional housing production goal.

Municipal Technical and Financial Assistance (the Housing Opportunity Program)

\$3 Million Financial Support for Municipalities to Update and Modernize Ordinances, Implement Housing Act

The Supplemental Budget, LD 1995, Public Law 2021, Chapter 635, included a recommendation from the Housing Commission to establish a Housing Opportunity Program within DECD to provide technical and financial assistance to municipalities to implement the provisions of the Housing Act. Specifically, the budget provides \$3 million for municipalities to receive grants to assist with rewriting their ordinances to update and modernize their land use codes. DECD will have responsibility for developing an application for the grant funds, and municipalities seeking funding will participate in a competitive award process.

Affordable Housing Density Bonus

Leveraging Density Bonuses to Incentivize Affordable Housing

The Housing Act provides a substantial incentive for affordable housing construction in the form of a density bonus. The density bonus is permitted where multifamily housing is allowed, and the lot is located within a designated growth area under a comprehensive plan (for towns with no comprehensive plan, the lot must be served by public water and sewer.)

Base density bonus: An affordable housing project may only take advantage of 2 ½ times the density imposed on the property by ordinance (referred to as the base density), not any greater density applied to the property under other provisions of this law.

Affordable housing development: Qualifying projects will service populations earning: 80% of AMI for rental units; and 120% of AMI for owned units.

The affordable housing density bonus may only be approved after the developer executes a restrictive covenant to ensure that the property remains affordable under the above definitions for at least 30 years after the completion of construction.

Duplexes Allowed on All Residential Lots, Up to Four Units Allowed on Residential Lots in Growth Zones

The End of Single-family Zoning?

Perhaps the most discussed provisions of the Housing Act are those that will permit Maine landowners to do more with their property than may otherwise be permissive under local and municipal zoning ordinances.

- In a vacant lot generally: up to two dwelling units.
- In a lot with an existing dwelling unit: up to two additional dwelling units so long as one of the units is an accessory dwelling unit (ADU) and one is additional to the existing dwelling unit, or either one. In other words, the law prohibits an additional two dwelling units from being added to an existing unit, and prohibits both additional new dwelling units from being ADU's.
- In a vacant lot located in a designated growth zone under a comprehensive plan: up to four dwelling units. (In towns without a comprehensive plan, a vacant lot can have up to four dwelling units if it is served by a public water system and a public sewer system.)



While this may seem like a significant shift at first glance, it is important to note that many Maine towns have no zoning at all, and are therefore unaffected. Additionally, if a town does not have a comprehensive plan or, for towns without a comprehensive plan, is not serviced by public sewer and water, only two dwelling units will be permitted on a lot.

Additionally, town zoning ordinances can continue to define setbacks and other dimensional standards applicable to the property. The law prohibits a municipality from imposing dimensional standards which are more onerous than they would be for single family zoning, but can match the current (or any future) standard for single family zoning.

In addition to local dimensional standards, state zoning requirements, including those related to the shoreland zone and subdivisions, will continue to apply. Finally, development on any given lot may be further limited by any covenants, conditions, or restrictions placed on the deed to the property.

This means that while Mainers will undoubtedly take advantage of this opportunity to build housing for their community, that development will need to fit within the physical limitations of the lot, comply with all other state and local land use requirements, and pencil out financially. That last one is particularly important to remember when dispelling myths about the Housing Act. If a developer doesn't see a return on his or her investment, he or she will not build the project. Accordingly, the construction of dwelling units will continue to be driven primarily by the market and market needs.

Accessory Dwelling Units

For Everyone!

In addition to the above permissive uses, any lot zoned for residential use will also be permitted to have one ADU. By and large, local zoning ordinances define what constitutes an ADU. However, the Housing Act sets a few provisions that standardized treatment of ADU's across the state. An ADU must be at least 190 square feet or the standard established by the MUBEC Board if such is greater. Additionally, a town must allow at least one ADU on any lot zoned for residential use. As with the above density bonuses, a town may not impose dimensional standards greater than would be imposed on a single-family dwelling unit. A municipality may not include ADU's as part of any growth cap calculus.

The same restrictions related to the other state and local land use restrictions will apply, including the shoreland zone. An applicant for a permit to construct an ADU must also demonstrate that the unit will be properly serviced by sewer and water.

Conclusion

The Housing Act represents a significant shift in attitude toward housing construction and development in general. While MEREDA has always known that real estate development is community development, we are finally seeing that understanding mirrored in policymaking. Unfortunately, this is just the first step toward ensuring that Maine towns and communities take the right action to capitalize on policies adopted in the Housing Act. Municipalities considering actions like inclusionary zoning, rent control, and other stringent regulatory measures to address affordable housing need to understand that these policies often have the unintended consequence of stopping housing production and modernization.

The housing crisis is a statewide issue, and it deserves statewide solutions. The Housing Act is a great first step in framing this issue as larger than a single locality, but much work remains. We look forward to coordinating with fellow stakeholders and allies to work with municipal policymakers to help them understand the best approach to the housing crisis in their community.



MEREDA's Upcoming Events

June 15, 2022 - 7:30 - 9:00 AM	September 15, 2022 - 7:30 - 9:00 AM
<p>Morning Menu Breakfast Seminar - The Secret to a Successful Development: 3 Mistakes Developers Often Make</p> <p>Holiday Inn By the Bay 88 Spring Street Portland, ME</p> 	<p>Morning Menu Breakfast Seminar - The Initiative for Digital Engineering and Life Sciences (IDEALS): Portland's New Roux Campus and the Effect on Maine Real Estate</p> <p>Holiday Inn By the Bay 88 Spring Street Portland, ME</p> 
October 13, 2022 - 7:30 - 9:00 AM	October 26, 2022 - 7:30 - 9:00 AM
<p>Morning Menu Breakfast Seminar</p> <p>The Future of Portland's Waterfront</p> <p>Holiday Inn By the Bay 88 Spring Street Portland, ME</p> 	<p>Morning Menu Breakfast Seminar</p> <p>Topic to be Determined</p> <p>Hampton Inn 15 Lincoln Street Lewiston, ME</p> 
November 3, 2022 - 5:00 - 7:00 PM	November 10, 2022 - 7:30 - 9:00 AM
<p>Our 35th Anniversary in 2020 was postponed due to COVID 19. We are hopeful that we may be able to gather soon to celebrate what will now be our 37th Anniversary!</p> <p>Stay tuned!</p> 	<p>Morning Menu Breakfast Seminar - Navigating Urban Fill and Contaminated Soils in Real Estate Development – What to Expect Before and After Breaking Ground</p> <p>Holiday Inn By the Bay 88 Spring Street Portland, ME</p> 
December 8, 2022 - 7:30 - 9:00 AM	
<p>Morning Menu Breakfast Seminar</p> <p>Topic to be Determined</p> <p>Holiday Inn By the Bay 88 Spring Street Portland, ME</p> 	
January 26, 2023 - 9:00 AM - 5:00 PM - MEREDA's Signature Event	
 <p>2023 Annual Real Estate Forecast Conference & Member Showcase Cross Insurance Arena, 1 Civic Center Square, Portland, ME</p> <p>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.</p> <p>MEREDA's Member Showcase provides an excellent opportunity for exhibitors to network and market their products and services.</p>	<p>Dates Subject to Change - Please visit www.mereda.org for the latest updates.</p>

Maine Real Estate Insider e-Newsletter



Maine Real Estate &
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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/enewsletters>.

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/>. 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.

TESTIMONIALS



Maine Real Estate &
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Supporting Responsible Development

"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

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Our Members are Invested in What We Do



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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:



America's Most Convenient Bank®

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Sustainer Level Members:

AAA Energy Service Co.

Androscoggin Bank

Atlantic Federal Credit Union

Atlantic National Trust, LLC

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

Epstein Commercial Real Estate

Gorham Savings Bank

Hammond Lumber Company

Knickerbocker Group

Machias Savings Bank

Malone Commercial Brokers

Mascoma Bank

NBT Bank

Norway Savings Bank

Oak Point Associates

People's United Bank

Pierce Atwood, LLP

Saco & Biddeford Savings

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Membership Benefit Levels



Cornerstone \$5,000+

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.



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 \$500 (regularly \$950)
- 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 \$800 (regularly \$950)
- 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 \$950

See over for details.



Maine Real Estate &
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Membership Benefits

Cornerstone \$5,000+	Sustainer \$2,500	Advocate \$1,200	Supporter \$50-\$550*	Benefits
✓				Thanks/mention at all MEREDA events
✓				Exclusive invitation to "Cornerstone Circle" events
✓				Legislative monitoring and updates on real estate-related bills
✓				First right of refusal for sponsorship opportunities
5	2			Number of attendees FREE per annual conference
✓	✓			Logo displayed at all MEREDA events
✓	✓			Social media promotion
✓	✓			Logo or name listed on letterhead
✓	✓	✓		Logo on website
✓	✓	✓		Eligibility for consideration for MEREDA Board of Directors
FREE	\$500	\$800	\$950	Opportunity to reserve a Forecast Conference Exhibitor Booth (\$950 value)
✓	✓	✓	✓	Advocacy – Legislative and regulatory lobbying efforts
✓	✓	✓	✓	Education – Breakfast events and annual conferences
✓	✓	✓	✓	Industry Insight – <i>Mainebiz</i> Real Estate Insider newsletter and MEREDA Index
✓	✓	✓	✓	Inclusion in members-only events
UNLIMITED	UNLIMITED	UNLIMITED	5	Networking – Member rate for attendees to MEREDA events
✓	✓	✓	✓	Opportunity to submit an article for consideration in the <i>Mainebiz</i> Real Estate Insider newsletter

*See over for details.



Maine Real Estate &
Development Association

Supporting Responsible Development

Membership Application

Date / /

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

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 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.*

<i>2022 Membership Benefit Levels</i>	<i>Minimum Annual Dues</i>
<input type="checkbox"/> I = Full Time Student	\$50
<input type="checkbox"/> II = Municipal / Government	\$300
<input type="checkbox"/> III = Individual	\$385
<input type="checkbox"/> IV = Corporate (<i>Includes up to 5 individual members</i>)	\$550
<input type="checkbox"/> V = Advocate	\$1200
<input type="checkbox"/> VI = Sustainer	\$2500
<input type="checkbox"/> VII = Cornerstone	\$5000+

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 Local Issues

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).