

# SED CO 20 24



Scarborough - the place  
where business succeeds!

[www.sedcomaine.com](http://www.sedcomaine.com)

# Annual Report

September, 2024

# WELCOME

## What a year for Scarborough!

From infill sites to creative reuse to new sites, businesses opened in all areas of Town.

Hannaford opened its second Town location in October of 2023, renovating and revitalizing the former Shaws on Payne Road. The first Costco in Maine opened at The Downs, just in time for the holiday season in November of 2023.

In the Dunstan area, Evergreen Credit Union opened their doors in April of 2024. IDEXX opened a new 100K plus production building at The Downs. Chase opened at the former Wendy's location on Hannaford Drive. Firehouse Village welcomed Village Commons, providing 31 affordable homes for seniors in the mixed use project.

In 2024, The Downs focus turned to the Town Center area of the project with a big kick off celebration last October. Steady progress can be seen at The Downs with the approvals of the Allagash Tasting facility and a new mixed use building at the Haigis Parkway entrance to The Downs. 3iHoME was approved, and received Maine Housing funding for 51 state-of-the-art, affordable apartments designed for those with mobility challenges. InterMed announced their decision to open a new surgery center at The Downs.

And while the larger developments tend to catch our attention, we never want to forget that the average size of a business in Scarborough is 12 employees. Small businesses are the backbone of Scarborough. This year SEDCO helped to welcome small businesses such as Iron Legion, Hurt & Company and Seacoast Senior Advisors to Scarborough.

In the following pages, we share and celebrate Scarborough - the businesses, the people, the incredible resiliency. Scarborough is a special place to live and do business for our nearly 24,000 residents and nearly 1,500 businesses.

SEDCO is guided by its mission of developing, supporting and promoting economic development practices that are sustainable. We all want a healthy, diverse and resilient economy for the Scarborough community.

We are proud of the strong partnership with the Scarborough Community Chamber of Commerce along with Scarborough Buy Local in supporting our very own.

SEDCO is a non-profit, quasi-municipal organization that supports the Town's initiatives and special business projects. As you review the report, look for those stories that show SEDCO's adherence to a strong mission, commitment to community building and resiliency worthy of celebration as we all look to the future.

A few of the outstanding highlights of 2024 include:

- ▶ Work in Policy areas such as housing and growth management.
- ▶ Community building by celebrating business openings, holiday guides, and town branding.
- ▶ Intelligence tracking that looks at economic impacts and The State of Scarborough.
- ▶ Scarborough By the Numbers including housing, jobs, retail sales, property tax rate comparisons, and many others.

Lastly, we want to thank the Town Council and, in particular, our Council Liaison, Jon Anderson, for their support. Thanks also goes to our Town Manager, Tom Hall. He joins our board meetings to provide thoughtful guidance and coordination with Town activities and initiatives.

We hope you enjoy our annual report, and you will join us in celebrating a community that is strong, resilient, healthy and safe.

**Jon Crasnick, Board Chair**

**Karen Martin, Executive Director**

***A Note About Our Cover: This year's cover features Highland Farm, a family owned small business. Scarborough residents turn to our many local farms for a sense of community, a tie to the Town's traditional businesses and, of course, healthy food.***

# SEDCO MISSION

The Scarborough Economic Development Corporation (SEDCO) develops, supports and promotes sustainable economic development practices leading to a healthy, diverse and resilient local economy for the Scarborough community.

## Operating Principles:

- ✱ To promote economic policies and seek opportunities which preserve and/or improve the quality of life and work in Scarborough.
- ✱ To support the Town's fiscal health through the promotion of a diversified and growing business community.
- ✱ To value, promote and respect Scarborough's natural resources through sound development policies.
- ✱ To engage the community (businesses and residents) in planning for the Town's economic health.
- ✱ To be open to innovation and creativity, and be adaptive to change.

- ✱ To promote and foster the best and highest use of commercial properties.
- ✱ To conduct business with the highest standards of ethics with honesty and integrity.
- ✱ To understand the holistic nature of economic development and its impacts on the health of the community.

## Core Activities:

- ✱ To develop and advocate for economic policies and programs which support the Town's Comprehensive Plan.
- ✱ To assist in the attraction, establishment, retention and expansion of businesses in Scarborough.
- ✱ To provide confidential assistance to any business considering starting, relocating or expanding within the Town limits.
- ✱ To maintain and grow a comprehensive intelligence system for use by both the private and public sectors.
- ✱ To assess the economic competitiveness of the Town.
- ✱ To cultivate a network of local, regional, state, federal and international resources which can assist local businesses and municipal officials; and
- ✱ To assist Town Departments in planning and implementing economic development policies.



# SEDCO BOARD OF DIRECTORS

The Board of Directors is currently comprised of seven board members along with the Scarborough Town Council Liaison and the Town Manager.

## Jonathan Crasnick (Chair)



With an MBA from the University of Maine, Jon specializes in commercial real estate and finance. He currently works for Atlantic Federal Credit Union in Portland and has over ten years of commercial real estate experience, having worked in both development and lending. Jon and his wife moved to Scarborough in 2011. They have two young children and understand the attraction of Scarborough to both residents and businesses in the Greater Portland region.

## Jason Perkins



Jason owns Perk's Beer & Beverage, located in the Gateway Shoppes (Cabela's Plaza). Perk's opened in 2019, specializing in Craft Beer & Fine Wines, catering to locals & tourist alike. Perk's was awarded an Agency Liquor license in 2022, making them a on- stop beverage store. Jason is a graduate of Bentley University where he majored in business management. Jason and his wife Laura have been Scarborough residents since 2006 and currently have 2 children in the Scarborough School District. Being a resident and business owner, Jason understands the importance of balancing community values and business growth.

## James (Jim) Hartley (Treasurer)



Jim is both a resident and a business owner in the Dunstan area of Scarborough. Along with his father-in-law, Dick Whitmore, Jim founded Pine Tree Seafood and Produce Co., a family-run neighborhood market. Jim understands the dedication it takes to run a small business. In fact, he and his family live in the house next door to the market. He has a passion for small business creation and promotion since childhood and joined the SEDCO Board to lend his skills and experience to help other entrepreneurs realize their dreams of owning a business.

## Rick Shinay (Clerk)



Rick is a Shareholder with the law firm of Drummond Woodsum in Portland. Rick has represented public and private clients in all aspects of real estate law in connection with acquisition, development, financing and sale of real estate. In Scarborough, Rick worked on many projects including those involving the Haigis Parkway. He has served on various boards and committees in Scarborough over the years and currently serves as a member of the Long Range Planning Committee and the Scarborough Land Trust. He considers good schools, good business climate, and good administration as well as great beaches and open space as the best assets of Scarborough.

# SEDCO BOARD OF DIRECTORS

## Travis Kennedy



Travis brings to the Board more than 15 years of experience in senior positions across state, local and federal government. He served as Chief of Staff for two consecutive floor leaders in the Maine Legislature, and was the Regional Representative for U.S. Senator Angus King from 2013-2017. He currently works for Cumberland County Government as Director of Public Affairs, where he manages legislative priorities, community engagement, major projects and mission integration for the County. He believes that a thoughtful economic development strategy over the next few years will define Scarborough's entire sense of place for the next several generations, and he is passionate about contributing to that strategy.

## Helen Cella



Helen and her family have been residents of Scarborough for 30 years. Helen was an active community/school volunteer while she and her husband raised their three children. Helen is a Vice President at Bangor Savings Bank working as a Senior Relationship Manager for the Main Street Banking team. She was formerly the Manager of the Scarborough Branch. Helen is currently on the Board of Kaler-Vaill Memorial Home and Bangor Savings Bank's Military Appreciation Group. With 35 years of banking experience she is acutely aware of the importance of fostering the relationship between government and small business. She hopes that her involvement with SEDCO will responsibly support and sustain economic growth for the town of Scarborough.

## Allen Paul




Allen comes to the Board with 45 years of sales and management experience in the Building Automation, Energy Management and Life Safety industries. He served nine years as a member of the Scarborough Planning Board and is currently the chair of the Long Range Planning Committee. When he and his family moved here over twenty years ago, they chose Scarborough for the quality education and lifestyle it provided. The town has doubled in size during this time, yet Scarborough still has a small town feel with big city amenities. In his free time, Allen enjoys outdoor activities with his family.

# SEDCO BOARD STRATEGIC PLAN COMMITTEE

## SEDCO Past Chairs

Andrea Killiard and Kevin French both served as chairs of the SEDCO Board. When their terms ended, the Board asked if they would volunteer to oversee the update of the 2011 Strategic Plan. Kevin and Andrea arranged for an outside facilitator and worked with the board to develop a set of four strategies to guide the SEDCO Board for the next five years. Their work outside of the Board of Directors has been key to keeping SEDCO focussed on the future.

### **Andrea C. Killiard (Past-Chair, Strategic Plan Committee)**



Andrea serves as the Marketing and Life Enrichment Director for Piper Shores. Andrea works to increase the awareness of lifecare retirement through strategic marketing, advertising and public relations programs. Prior to Piper Shores, Andrea held marketing positions with Hannaford Bros., GoFish/Seafax and Upstream LLC. Andrea's goals for Scarborough include furthering the community's vision statement for economic and community development and helping strike a balance between business growth and natural resource preservation.

### **Kevin Freeman (Past Chair, Strategic Plan Committee)**



Kevin is the Director of Business Development for Landry/French Construction, an employee-owned construction management firm based in Scarborough. Kevin brings 35 years of experience in the construction industry, having managed the business development efforts, client relations and strategic positioning for a number of leading regional construction firms. Throughout his career, he has been instrumental in assisting firms to achieve significant growth and market diversification. Kevin sees Scarborough as a wonderful vibrant community and enjoys being at the ocean, fields and woods all within Scarborough.

# STRATEGIC PLAN

## **I Continue to Evaluate and Refine Scarborough's Business Attraction Program.**

*Identify and attract emerging industries that meet the needs of Scarborough's resources and values. This program must also take into consideration the changing needs and desires of businesses, finding the intersection between business needs, environmental constraints and community values.*

- A. Refine & Protect Scarborough's Image & Brand
- B. Develop Key Performance Indicators for Business Attraction
- C. Evaluate and use digital marketing platforms
- D. Involve natural resource-based organizations in economic development planning and incorporate natural resource assets into our business attraction strategies
- E. Encourage Town Council to use the State TIF program strategically to support economic development.

## **II Maintain the Economic Vision.**

Continuing to review and update the Town's Economic Development Vision, produced jointly by the Scarborough Community Chamber of Commerce and SEDCO, to identify more specific tools and strategies to effectively cultivate entrepreneurship, business retention and attraction.

## **III Continue Developing an Intelligence System for Decision Makers.**

*Offer a business resource center, which can connect all levels of businesses to any available local, regional, state or federal sources of assistance. SEDCO should continue to develop data needed by both elected officials and businesses to support economic development decision making.*

- A. Develop a Digital Resource Hub
- B. Monitor Access to Capital
- C. Create supportive culture for entrepreneur's and independent contractors including co-working spaces
- D. Assess Competitiveness (Taxes, Fees, Land Availability, Housing Availability)
- E. Develop Key Performance Indications for Business Retention and Entrepreneurship
- F. Develop baseline growth report in partnership with Town

## **IV Continue Strong Business Communication.**

Track and identify issues and opportunities in the business community through a strong communication program. Through SEDCO, the Town will continue to work with the Scarborough Community Chamber of Commerce and Scarborough Buy Local to support effective communication with the business community.

- A. Work with schools to explore ways for businesses to be involved in education
- B. Support community festivals and events that bring the community together
- C. Develop B-to-B and B-to-C lines of communication
- D. Define the role of business in achieving community goals and in increasing livability

# ACTIVITY HIGHLIGHTS

## *FY 2024*

### Overview: Communication

Communication is the backbone of any economic development organization. We communicate through various outlets and through our work with other local organizations. Here is a selection of our tools and activities in communication.

### Business Update Scarborough (The BUS)

Working with the Chamber and Buy Local, we created "Business Update Scarborough" or "The BUS" on Facebook. Originally started in 2020 during the pandemic as a way to help residents keep track of changing rules and hours of operation, The Bus continues today.



It's an outward facing Facebook page focused on what consumers and residents need to know about local businesses.

We share news of grand openings, expansions, and other good news.

You can catch The BUS at <https://www.facebook.com/UpdateScarborough/>

### Website

The SEDCO website ([SEDCOMaine.com](http://SEDCOMaine.com)) was developed with the needs of both the community and our businesses in mind. The site provides an introduction to the community in our "Scarborough 101" section as well as

details on development processes. We also include a searchable online directory of businesses, useful to businesses and residents alike.

The website is also how we share new on various programs such as the FEMA programs available to businesses experiencing losses from the various storms in early 2024.

### Community Calendars

A few years ago, SEDCO partnered with Project GRACE to bring a new community calendar to the table. The community calendar is a descriptive, easy to use calendar that highlights community and municipal events. The calendar can be found on the SEDCO website, Project Grace website and at [ScarboroughCalendar.org](http://ScarboroughCalendar.org)

### Business Organizations

We've already mentioned how important our local business organizations are to SEDCO and the community. SEDCO staff serves on the Board of Directors of both the Scarborough Community Chamber of Commerce and Scarborough Buy Local.

These boards provide energy and creativity in welcoming new businesses and supporting Town projects.

We want to thank both boards for their commitment to the community.

### All Boards Summit

Several years ago, SEDCO worked through its Vision Committee to develop a concept called the All Boards Summit.

The All Boards Summit brings together representatives from all of Scarborough's Boards and Committees in a single meeting. The purpose of the meeting is to get to know each other and to hear what the goals of each committee.

The last All Boards Summit took place in the Summer 2023. The next All Boards Summit is planned for December.

The Vision Committee is a joint project of the Chamber and SEDCO and focuses on policy areas in economic development.



# ACTIVITY HIGHLIGHTS

## COMMUNITY BUILDING

### Overview

Current economic development policy suggests that communities focus on attraction efforts to bring new companies to town and to encourage investments by existing companies.

One part of a solid attraction program is creating a strong sense of community support for local businesses. At SEDCO, we support community building in a number of ways. From business openings to participating in business organizations to developing town branding, our tradition at SEDCO is to promote and celebrate the business community.

### Celebration of Business & Awards

The SEDCO Annual Meeting and Celebration of Business serves as a community building event. Usually, the Annual Meeting is held the first week in October. For 2024, we are separating the Annual Business Meeting from the traditional Celebration of Business. The Annual Business Meeting takes place on September 19, while the Celebration of Business will take place on October 28 at the Black Point Inn. Details of both meetings can be found on the home page of [SEDCOMaine.com](http://SEDCOMaine.com)

Last Year we recognized four Scarborough Businesses.

- The Dump Guy/Outstanding Small Business
- Small Steps School of Dance/Community Impact
- Pat's Pizza /Legacy Business
- The Meadows at Piper Shores/Project of the Year



*Board Member Rick Shinay presents the award for Project of the Year to Piper Shore for The Meadows expansion.*



*Board Member Travis Kennedy and his daughter Ella congratulate Betsy Daigle, owner of Small Steps School of Dance.*



*Board Member Helen Cella present an Outstanding Business Award to the The Dump Guy owner, Garrett Gordon.*



*Board Member Jason Perkins presents the Legacy Business Award to Tyler Anderson, for family-owned Pat's Pizza.*

# ACTIVITY HIGHLIGHTS

## COMMUNITY BUILDING

### Ribbon Cuttings and Openings

Current economic development policy suggests that communities focus on attraction efforts to bring new companies to town and to encourage investments by existing companies.

The Scarborough Community Chamber and Scarborough Buy Local join us in these traditions to support new businesses.

Celebrating openings is one of the ways a community can show support for a new or expanding business. Our Council members have always made time in their schedules to join businesses at their openings and express a warm welcome. Here are some photos from ribbon cuttings over the last year or so.

In order of the pictures, Evergreen Credit Union, Bluebird Storage, Iron Legion, Hurt & Co., Seacoast Senior Advisors, and Route One Nails.



# ACTIVITY HIGHLIGHTS

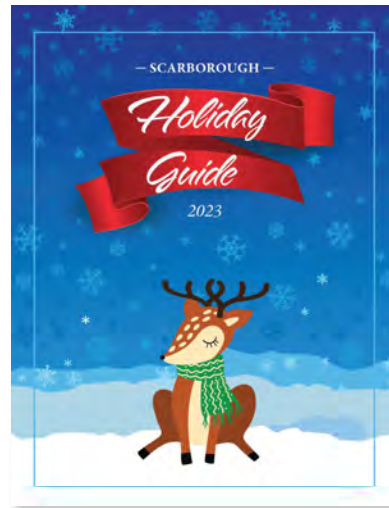
## COMMUNITY BUILDING

### Holiday Guide

Each year we put together the Holiday Guide to feature local businesses and to highlight all the holiday events in the region. We put this together in concert with the Scarborough Community Chamber of Commerce.

The Holiday Guide is distributed online in a PDF format for easy downloading. SEDCO staff starts working on the guide in October to have it ready the week of Thanksgiving.

There is no cost to the businesses to list their holiday events.



### Branding

SEDCO develops a numbering of community branding materials aimed at businesses.

Our website at [SEDCOMaine.com](http://SEDCOMaine.com) serves as both a branding tool and a source of information for businesses.

The SEDCO website provides data useful for business plans and locational decisions. We feature an online, searchable database of businesses that can be useful to both businesses and residents.

The site also details the commercial zoning districts and answers questions about the Town's growth areas as designated in the Comprehensive Plan.

In terms of print advertising, SEDCO invested in a Town of Scarborough profile in the annual *MaineBiz Fact Book*, published August of 2023.



# ACTIVITY HIGHLIGHTS

## *POLICY ANALYSIS*

### **Overview**

Policy development includes work on ordinances, special projects and for the last few years the comprehensive plan. SEDCO works with and supports Town staff on a number of different projects as needed.

### **Ordinances**

SEDCO works with the Planning Department to support the Long Range Planning Committee (LRPC). This committee provides review and comment on any changes to land use ordinances to the Council.

We also bring businesses together to provide them with information on proposed ordinances that may impact them. In May 2024, we hosted a forum to help folks better understand some proposed environmental standards and updated impact fees.

### **Comprehensive Plan**

The LRPC also serves as the hub committee for implementing the Comprehensive Plan. SEDCO worked with the State reviewers to ensure that Scarborough's adopted plan received state certification. The plan was certified in the Spring of 2023. Based on this approval, the next Comprehensive Plan update will be due by 2035.

### **Homelessness in Scarborough**

SEDCO worked with Scarborough's Social Services Navigator, to apply to the Community Development Block Grant program for a planning grant to study homelessness in Scarborough. That grant was successful, and we are wrapping up a final report to be presented toward the end of 2024.

The report will look at housing supply in Scarborough and examine homelessness in the context of available housing.

Our involvement in this issue came about through SEDCO's participation in the Police Department's Law Enforcement Assisted Diversion Program Steering Committee. The availability of housing quickly became one of the many issues discussed by this diverse group of local and regional service providers.

### **Credit Enhancement Agreement Policy Update**

SEDCO is working with the Town Council Finance Committee on updating the Town's Credit Enhancement Agreement (CEA) policy. The task includes adding objectives and standards for housing CEAs to the policy. The goal is to make the existing policy easy to follow and clarify the rules and objectives.

### **Impact Fees**

SEDCO has worked with the Town Manager to provide appropriate data to update our impact fees. SEDCO's role has been to provide info on Housing development that is at the root of developing sound justification for school and other impact fees. The School impact fee update was postponed to accommodate additional scenarios on school improvements.

### **Fiscal Impact Analysis**

SEDCO continues to refine the Fiscal Impact Model developed in 2018 to examine how new development can impact the Town's cost to serve. This year, SEDCO staff worked with the Town Council Finance Committee to update the base data and to check in on the current level of development at The Downs. A new run of the numbers will be presented in October with updated numbers based on the new values and tax rates resulting from the 2025 revaluation.

# ACTIVITY HIGHLIGHTS

## INTELLIGENCE TRACKING

### Overview

Part of SEDCO's mission is to develop and maintain intelligence on Scarborough's socio-economic data. We do that by monitoring standard national, state and regional data sets.

### Economic Impacts

SEDCO traditionally monitors the standard data releases each year to track changes and identify trends in demographics, jobs, employment, office environments etc. Some of it is posted, some of it is available as needed for different projects and for companies working on their business plans.

### Website

The SEDCO website ([SEDCOMaine.com](https://sedcomaine.com)) was developed with the needs of both the community and our businesses in mind. The site provides an introduction to the community in our "Scarborough 101" section as well as details on development processes. We also include a searchable online directory of businesses, useful to businesses and residents alike.

### Online Business Directory

Last year we invested in a new online program to serve the community with a searchable data set of local businesses. The new system provides a more secure platform for our data and allows businesses to update their own listings. They can also post job openings or other announcements in their profile. The new program provides the vehicle for accessing the data, but SEDCO staff is responsible for finding new businesses and keeping contacts up-to-date. With 1,500 listings, we are always updating. In the next months, we will be reaching out to businesses to ask them to review their info. We also have the capability to remove a business if they prefer not to be listed. You can reach the new data set at the following link:

<https://sedcomaine.com/business-directory-by-bludot-2/>

### State of Scarborough Presentations

Each Year, SEDCO works with the Town Manager to develop a *State of Scarborough* presentation for the Scarborough Community Chamber of Commerce. This



year, the presentation was held on June 25, 2024 at the Chamber's Annual Meeting. The presentation covers everything from changes in demographics to development trends to council goals. This year's report did a bit of a retrospective on what has happened in Scarborough over the last 15 years. This outreach to the business community builds the working relationship between Town governance and business. The presentations are posted on the Chamber and SEDCO websites and are available to the public.

Link to Presentation: <https://mkf984.a2cdn1.secureserver.net/wp-content/uploads/2024/06/SOS-June-2024-Final-3.pdf>

### Census 2024

SEDCO closely monitors the data releases of the US Census Bureau to facilitate planning for the future.

The Census Bureau's Population Estimate Program and the American Community Survey are critical to our understanding of the Scarborough community.

Part of SEDCO's job is to understand the nature of these estimates in terms of how they are developed, when they are released and most importantly, how to use the data. Understanding the idiosyncrasies of the data is our specialty.

# SCARBOROUGH BY THE NUMBERS

Now, more than ever, we want to know what's happening in Scarborough.

How is our economy doing? What can we measure? We've put together the numbers for Scarborough.

These numbers come from different sources and different time periods, but represent the latest at the time of this report.

SEDCO is committed to tracking the numbers and bringing them to you.

## Population

23,656

The Census Bureau estimates the 2023 population of Scarborough at **23,656** advancing us to the **sixth most populous** community in the State of Maine. We officially broke 20,000 in 2018. Between July 2020 and July 2023, we added 1,413 residents, a 6.35% increase. SEDCO expects that the July 2024 estimate will put Scarborough over 24,000 in population. Auburn is currently the 5th most populous community in the state with 24,793 people. Given current trends, SEDCO estimates that Scarborough will move to the 5th ranking before the 2030 Census Count.

## Unemployment

2.4%

The unemployment rate in Scarborough skyrocketed to **11%** in April 2020, from **2.4%** a month earlier in March. The latest report shows the July 2024 unemployment rate at 2.4%, indicating that **297** Scarborough residents were out of a work. Cumberland County is at 2.3% for this period while the state is at 2.7%. The labor force in Scarborough has increased to 12,392 as of July 2024, an increase of 1,259 people since July of 2020. Some of the new labor force may be attributed to our increasing population - up 1,413 people since July of 2020.

## Jobs

16,879

In 2023 16,879 wage and salary jobs were based in Scarborough. (Annual Ave for 2023 from Maine Dept of Labor) If you count self employed, non wage and salary based jobs, there may be another 600 to 800 jobs. The latest available wage and salary employment data shows 17,440 for the 1st quarter of 2024, and increase of 1,235 jobs over 2023 1st quarter. Manufacturing has leveled off from a high of 2,165 in 2021 to pre pandemic levels of just over 1,000. The peak occurred as Abbott was producing COVID test kits. Interestingly, Scarborough is also the **6th largest economy** in the state, measured by the number of jobs

## Employers

1,374

The average number of employers (businesses) in Scarborough reached 1,374 in 2023. If you add non wage and salary jobs, we estimate approximately another 800 companies. Since 2020, we added 174 new wage and salary businesses. While we have gained businesses on average, we do have fewer hospitality jobs (accommodations and restaurants). We've dropped from a high of 81 in 2019 to 76 in 2023. While we have lost jobs in hospitality, this industry has gained in salaries. The average salary for this industry increased 32% between 2020 and 2023, outpacing the average increase in salary for all workers. This rate was also higher than Manufacturing ave salary increase as well as health care and retail. **The average number of employers in a Scarborough business was 12 in 2023.**

# SCARBOROUGH BY THE NUMBERS

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**\$659,900**

## Housing Value & Sales

The average assessed valuation of owned units in Scarborough is \$659,900 as of 4/1/2024.

The average sales price on a unit sold in Scarborough during 2023 is \$704,800 and is based on 283 homes sold. The median sales price in 2023 is slightly lower - \$651,000.

Of all the units sold last year, approximately 24% were brand new units. The balance of the units were existing homes. Approximately 42% of the single family homes sold in 2023 contained 4 or more bedrooms.

**11,373**

## Housing Units

Within the Town of Scarborough, SEDCO estimates that there are just under 11,400 housing units, based on the aging of building permits. According to the records based on our assessing data, the housing units count is slightly higher - 11,682 units. The assessing files include 746 assisted living units.

Increases in the number of units were higher in 2021 and 2022 with over 300 new building permits each year. In 2023, only 112 new units were permitted. To estimate completed housing units as of July of each year, permits through the previous December are used. A small percentage of the units are assumed to be delayed based on national statistics.

Between 2021 and 2024, the estimate of new housing units added is between 755 and 822.

**10.7 M**

## Non Residential Square Footage

Based on Assessing data, 10.7 Million square feet of non-residential square feet exists in Scarborough. This accounting includes office, retail, services, industrial and exempt uses of buildings. This 10.7 Million square feet has an assessed value of \$2,067,388,700. Just over 28% of this value is in tax exempt properties.

According to the Assessor, 24% of the value in Scarborough is generated by non residential uses. The balance of value in Scarborough comes from residential properties.

**163,000**

## Non Residential Square Footage - Net Change

Non Residential square feet in the categories of office, retail, service and industrial increased by 163,000 square feet - an increase of 2% over 2023. This number excludes exempt square footage. Since 2021, we have added 715,600 square feet in this category of nonresidential development. Or a 9.4% increase in square feet of space.

# SCARBOROUGH BY THE NUMBERS

## Total Taxable Value of Property

**\$7.82  
BILLION**

According to the Assessor's report to Council, \$2.68 Billion in new value was added to the Scarborough tax base between 2023 and 2024. Total Taxable Valuation reached \$7,821,453,300 as of 4/1/24, a 52% increase in value. This value includes increased values from existing properties due to the town wide revaluation.

With this new value, the tax rate in Scarborough will drop from \$15.97 in FY 24 to \$10.93 in FY 25.

## Retail Sales

**\$803  
MILLION**

Annual taxable retail sales in Scarborough reached \$802,679,872 in 2023. Restaurant and lodging accounted for **14.6%** of these retail sales. General Merchandise comprises the highest percentage of retail sales with 33.4% of total sales.

Total taxable sales have increased 25% over 2019 levels. Sales from restaurant sales and accommodations have recovered from the pandemic. Annual sales from 2023 show that this category is 30% higher than 2019 levels.

SEDCO estimates that Scarborough generates \$47,373,226 in sales taxes for the State of Maine.

## Top Ten Tax Payers

**6.36%**

The top ten taxpayers in Scarborough contribute 6.36% of the Town's tax levy. The list includes Maine Life Care Ince (Piper Shores) as the largest tax payer in Scarborough, contributing \$1.29 million or 1.5% of our total taxes for FY 2025. The remainder of the list includes: Gateway Commons, Central Maine Power, Hannaford, New England Expedition (the Shoppes at Gateway), Costco Wholesale Corp, Abbott Diagnostics, Wal-Mart Real Estate Business Trust and Waterstone Scarborough LLC

## Median Household Income

**\$113,289**

For 2022, the Median Household Income increased to \$113,289 in Scarborough. Scarborough had the 5th highest median household income within Cumberland County. North Yarmouth was 4th with \$118,304. Falmouth registered in the third spot with \$144,118; Cumberland was second with \$144,167, and Cape Elizabeth was first with \$144,250.



# SCARBOROUGH BY THE NUMBERS

8.8%

## Self-Employed

In 2022, approximately 8.8% of full time employed residents were self employed. Another 13.8% of our full time employed residents worked for a non-profit organization. Local, State and Federal government full time employees account for 17.1% of the resident workers. The Census Bureau's American Community Survey produces this information. Based on these estimates, there are some **710 full-time** self-employed residents.

\$10.93

## Property Tax Rate Compared

Scarborough's FY 25 Property Tax Rate comes in lower than other nearby communities. At \$10.93 per \$1,000 in valuation, our rate is lower than Falmouth at \$13.38, South Portland at \$13.20, Saco at \$14.05, Cape Elizabeth at \$11.00, and Windham at \$11.47. All of these towns are at 100% value ratio. The City of Portland is at 90% value with a rate of \$15.01.

HANNAFORD

## Largest Employers

In 2024, Hannaford remains our largest private employer with more than 1,100 employees. Other large employers include The Town of Scarborough, Maine Medical Center, NorDX, Cabela's, Walmart, Sam's Club Piper Shores, and Maine Veteran's Home.

An important note is that our largest employers are a diversified group - as is our top ten largest tax payers. This diversification is important to the health of the Scarborough economy. Our largest private employer makes up 6.5% of total employment in the Town. Our average business here in Scarborough employs 12 people.

\$319.6 MILLION

## Development Status of The Downs

As of 4/1/24, the Downs has created \$319,613,958 million in new value for the portion of The Downs within the Downtown TIF.

Using the FY25 tax rate of \$10.93, the new value generates \$3,493,381 in taxes. Of this amount, \$1,397,352 (40%) is returned to the developer as part of a Credit Enhancement Agreement to pay for major infrastructure.

# SEDCO STAFF



Karen Martin  
Executive Director, SEDCO

As the SEDCO director for the last ten years, Karen manages the day to day activities of the corporation in support of the core mission. SEDCO's programs include, among many things, marketing, business assistance, demographic research, and connections to area resources. She works closely with the Scarborough Planning Department on land use policy affecting economic and community development. She represents SEDCO on the Board of Directors of the Scarborough Community Chamber of Commerce and the Greater Portland Economic Development Corporation. Prior to her work in Scarborough, Karen served as a senior planner specializing in economic development for the City of Austin, Texas. She moved to Maine to coordinate economic development activities for the Greater Portland Council of Governments. She also worked in the private sector as the editor for a national trade publication. Her degrees include a Bachelor of Arts in Economics and a Master of Science in Community and Regional Planning, both from the University of Texas at Austin.



Magdalena Slawiec  
Economic Development Coordinator, SEDCO

Magdalena serves as the coordinator of our outreach activities, including our websites [SEDCOMaine.com](http://SEDCOMaine.com) and [VisitScarboroughMaine.com](http://VisitScarboroughMaine.com). Magdalena also coordinates the Holiday Guide and other special projects for the corporation. As part of SEDCO's outreach to businesses, she represents SEDCO on the Scarborough Buy Local Board. She is a skilled photographer and has an eye for design. She earned her undergraduate degree in economics, with a minor in business, from the University of Southern Maine. Magdalena is fluent in Polish and brings an understanding of international business to the corporation.

## The SEDCO Office:

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Email Us: [hello@sedcomaine.com](mailto:hello@sedcomaine.com)  
Office Hours: 8:30 - 5:00.

*Alternative hours available by appointment*



# SEDCO MEETING SCHEDULE FY 25

July 18, 2024

September 19, 2024 (Regular Meeting)

September 19, 2024 (Annual Business Meeting)

October 28, 2024 (Celebration of Business)

December 19, 2024

January 16, 2025

February 20, 2025

March 20, 2025

May 15, 2025

June 19, 2025

REGULAR BOARD MEETINGS BEGIN AT 8:00AM ON THE 3RD FLOOR OF THE WILLOWDALE PLACE OFFICE BUILDING AT 360 US ROUTE 1. ALL BOARD MEETINGS ARE RECORDED AND AVAILABLE ON SEDCO'S YOUTUBE CHANNEL OR ON SEDCOMAINE.COM. MEETINGS ARE HYBRID AND THE PUBLIC MAY PARTICIPATE DURING PUBLIC COMMENT VIA ZOOM



THANK  
YOU

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