



CELEBRATING  
55 YEARS

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## **Logistically, the cities of Lewiston and Auburn are right for you and your business**

August 04, 2011 - Northern New England

The variables that come into play in order for economic growth to succeed have been analyzed, scrutinized, argued and hammered into a pulp during this economic recession. Intrinsicly, every business has something to move. Whether it be people, ideas, parts or information, logistics means time and time is money.

The cities of Lewiston and Auburn and the Lewiston-Auburn Economic Growth Council have worked tirelessly to promote, market and streamline the fundamental question often posed "why should I move my business to Lewiston-Auburn during a recession?"

No longer a mill dominated community, the reformation of the Twin Cities continues. The mills lining the mighty Androscoggin River have now become modern business, commercial, and industrial powerhouses, fueling the Twin Cities economy into tomorrow. Today, Lewiston-Auburn's key industries include health care, high-precision manufacturing, transportation & logistics, telecommunications and financial services. Retail, food and beverage production, printing, and the service industries continue to expand as the Twin Cities becomes a destination of choice.

The area's central location in the state is a major selling point, as nearly 60% of the state's population or 786,000 Mainer's live within an hour's drive of downtown.

Lewiston-Auburn's strategic location is enhanced by two turnpike exits with direct access to I-95; two railroads, including St. Lawrence & Atlantic Railroad (operated by Genesee & Wyoming), with international connections to deep sea ports via Canadian National; and a busy and growing airport.

### **Accelerating Air Growth**

The Auburn-Lewiston Municipal Airport is working on plans to expand and renovate its terminal building to accommodate more aircraft, along with rooms for security screening for future passenger air service. The proposal calls for doubling the size of the current facility to 7,000 s/f to meet TSA requirements. The airport has been working diligently for years courting potential airlines and planning for passenger air service.

Making it easier for young professionals to come and go as they please is critical to attracting them. That's the reason residents are delighted that the Auburn-Lewiston Municipal Airport is working with some small independent airlines to re-establish passenger air service

Another high-profile project that illuminates how L/A is playing to its new strengths, and attracting international attention in the process, is Lufthansa Technik's historic Lockheed Constellation restoration project. With a global reach, Lufthansa had the opportunity to locate anywhere on the face of the planet. With the entire globe as their footprint, Lufthansa ultimately chose the Auburn-Lewiston Municipal Airport as their base of operation for the restoration efforts. Once the project is completed, the famed aircraft will take back to the air, restored and fully operational, built just as it would have come off the assembly line in the 1950s.

In the late 1950s, the Lockheed Constellation series pioneered long-range air travel with an unprecedented capability of flying more than 6,100 nautical miles. Lufthansa, one of the most revered and efficiently managed international companies in the world, has hired two dozen local technicians whom they have specially trained to work on this exciting project. The work is being completed in a 30,000 s/f hanger, specifically built for this exciting project.

## Intermodal Facility

### Strengthens Hub

Lewiston-Auburn can joke about a lot of things, especially our four seasons- winter, still winter, not winter, and almost winter. But when it comes to business and making L/A a destination of choice, we take our logistics and infrastructure seriously. The tools any organization needs in order to make their business hum can only be found in L/A. In fact, excluding oil shipments, the Port of Auburn is the state's largest port of call. An inland port found 20 miles from the ocean, you could say L/A is redefining the shipping business.

The double-stack rail-to-truck intermodal facility is a U.S. Customs port of entry and Savage Safe Handling, a single user of the rail line, handles nearly 4,000 railcars and 12,000 truckloads of industrial raw materials per year.

With multiple modes of transportation including rail, air, and highway access that connects L/A to a global market, the Twin Cities have strategically implemented incentive offers. For those shipping high value and high quantity products, consider what the Foreign-Trade Zone and Pine Tree Zone's can offer you, because you won't find an FTZ in Southern Maine, but you can, right here, in Lewiston-Auburn.

Situated on 760 acres, Foreign-Trade Zone #263 benefits qualifying companies that conduct international trade by eliminating, reducing, or deferring the payment of tariffs or duties on products or raw materials. The Pine Tree Development Zone offers eligible businesses the opportunity to greatly reduce or virtually eliminate state taxes for up to ten years.

### Success Attracts Success

It's been said that success attracts success, and the Twin Cities of Lewiston & Auburn has a lot going for its share of Maine's progress. Just 40 minutes from Portland, Lewiston-Auburn is one of Maine's thriving economic centers. The second largest community in the state, L/A has become a hub for world-class companies including a Wal-Mart Food Distribution Center, Procter & Gamble's Tambrands facility, GE, Kellogg's Snacks, Lepage Bakeries (manufactures of Country Kitchen bread), financial institutions FISC, Androscoggin Bank and TD Bank, and precision manufacturers including Formed Fiber, Geiger, White Rock Distilleries and L.L. Bean.

The new Auburn Industrial Park came to life with its first tenant, Gendron & Gendron, built a state-of-the-art, 103,000 s/f warehouse and distribution facility. The building, now occupied by New-England Public Warehouse (NEPW), Bisson Transportation and Carroll Tire, is serviced by dual rail spurs and has attracted national attention. Internationally renowned Kellogg's Snacks currently uses the Auburn Industrial Park as their premier Southern and Central Maine distribution facility.

The result of all this diversification helps cushion Lewiston-Auburn against the sharp blows of the current recession.

### Attracting Youth

#### to the Twin Cities

Recent statistics state that in upwards of 60% of Americans move at least twice after college, often

times to a new state and frequently to a different city. That's why L/A is bringing them back. Lewiston-Auburn boasts five colleges- Bates College, Kaplan University, University of Southern Maine/Lewiston Auburn, Southern N.H. University, and Central Maine Community College- the Twin Cities are a thriving academic destination for those looking to continue their education.

Earlier this year, the Lewiston-Auburn Economic Growth Council partnered with the Androscoggin County Chamber of Commerce to help a local entrepreneur, who had left the area, relocate back to Lewiston-Auburn and open their business. The winner of the competition, Revelation Massage, is already hiring and expects to open their doors in a newly renovated Auburn location this September. Now that's what we call community!

A progressive and diverse community, Lewiston-Auburn is a hot destination for the young and talented. Baxter Brewing Co., fresh on the heels of winning the 2011 Economic Achievement Award presented by the city of Lewiston, announced that not only was business looking up, but they would be doubling their production capability.

After less than a year of producing their first batch, sales have been extensive. Available in select Maine stores and restaurants, the brewery offers daily tours and operates a gift shop at the famed Bates Mill Complex. A \$1.4 million investment in the 5,000 s/f facility, the state's newest microbrewery sells its product in cans, a trend that is becoming more popular due to the benefits cans provide. The portability and ease in which the product can be moved provide logistical benefits to not only the consumer but also the manufacturer.

Newest Edition to the Block

Our newest addition to the Twin Cities is nothing short of amazing. Carbonite, the leader in cloud-based online computer backup technology, announced in late May they would be relocating their international customer services division from India to the United States. Of all the locations the nation had to offer or Carbonite could have selected, where do you think they finally landed? You got it- Lewiston, Maine. Carbonite has not only moved into their new location, but has already started the hiring process for the 250 new jobs they expect to create.

In closing, the Lewiston-Auburn Economic Growth Council, along with the partnerships of many organizations simply does what it takes to make the customer happy. From providing logistically feasible transportation options to attracting youth and development, we do it all. All it takes is a phone call, an email or a quick Google search and we will provide you all the information you need to know in order to make the best decision for your company. Ultimately and fundamentally, it's safe to say that in Lewiston-Auburn, business really is happening here!

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