

Entrepreneurship through Self- Employment: The Maine Enterprise Options Program

ETA Recovery and Reemployment Research Conference

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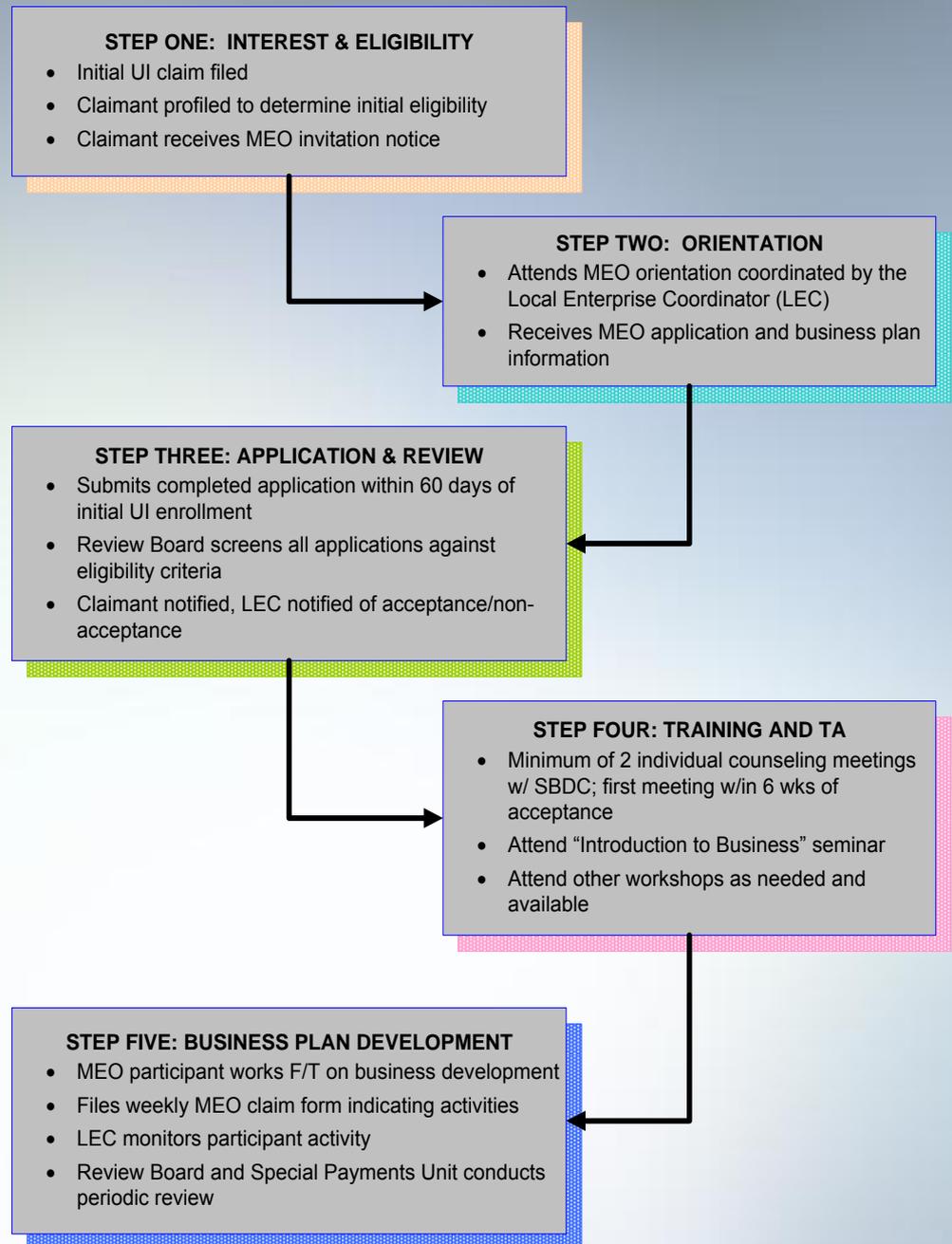
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MEO Operating/Design Principles

- Participant/entrepreneur driven
- Create opportunity to test ideas
- Limited/targeted participation
- Build partnerships within existing systems and capacity
- No new money
- KISS (to extent possible!)

Program Model (Flow Chart)



Challenges and Opportunities

- Balance regulation with service delivery
 - Recruiting claimants as potential entrepreneurs vs entrepreneurs
- Accountability – managing fraud and abuse (risk management)
- Champions – keep them motivated
- Out of the box bureaucracy – embracing the oxymoron

Challenges and Opportunities

- **Aligning different systems cultures**
 - BUC (compliance / regulatory)
 - BES (training and support)
 - WWC (advocacy / community-based)
 - SBDC (business services model)

Participant Profile (PY 2008)

- **Gender**

- 47% Male
- 52% Female

- **Education**

- 43% High school completion or <
- 20% Some college
- 17% College degrees
- 18% Advanced degree or working toward

- **Age**

- 6% age 60 or older
- 55% age 45 – 59
- 37% age 25 – 44
- 2% age < 24

Scale/Outcomes

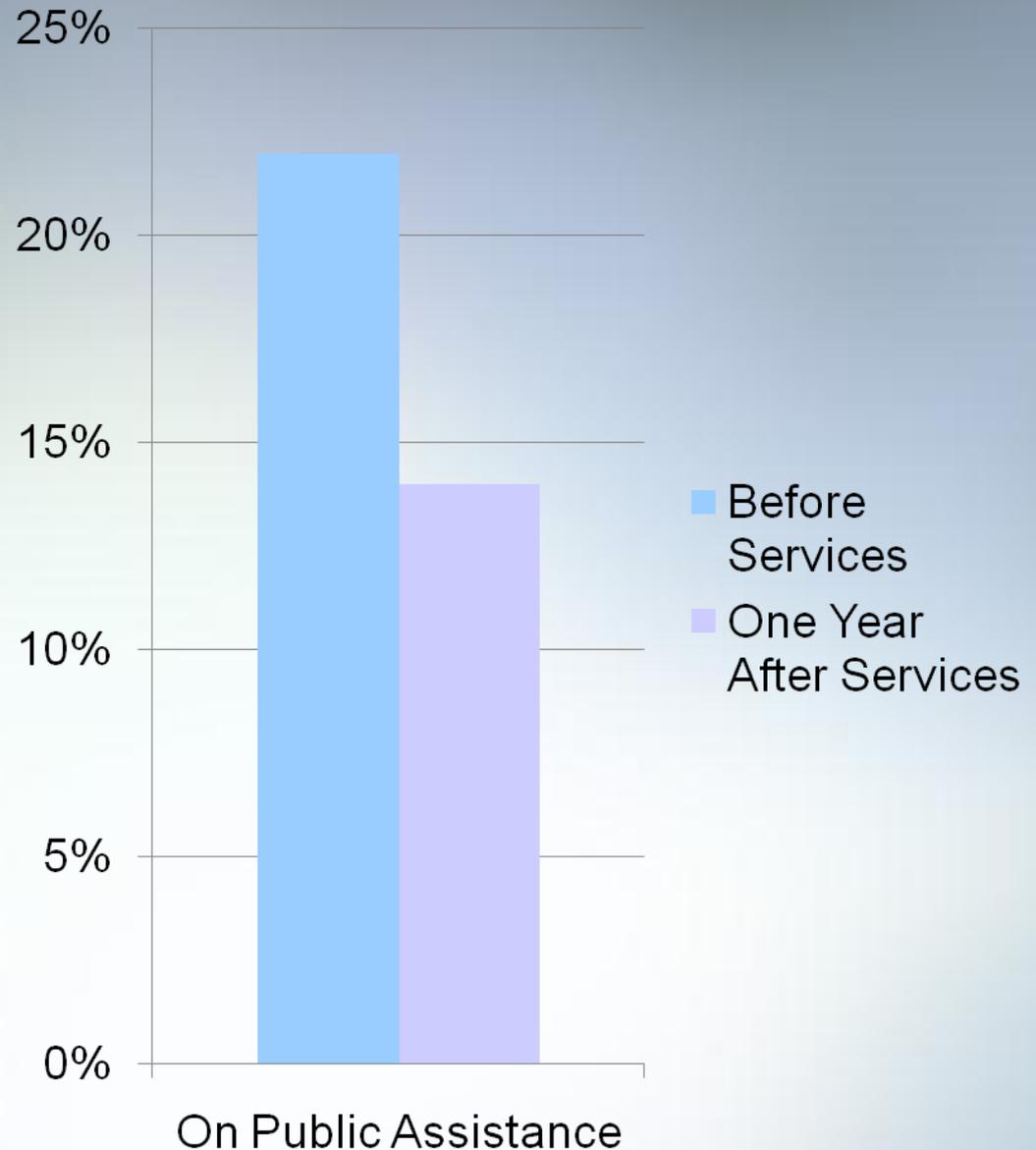
- 1995 - 2008:
 - 82,997 eligible UI recipients
 - 3,625 MEO applicants
 - 2,182 MEO participants accepted
 - 313 Appeals
- 2002 Study:
 - 62% started a business
 - 1/3 still self-employed after 36 mos
 - 76% were sole proprietors, no employees

Maine as Small Business Economy

County	Total Employment from Microbusinesses	Percent Employment by County
Cumberland	42,212	18.5%
Sagadahoc	4,986	23.2%
Lincoln	7,993	41.3%
Oxford	7,085	28.1%
State of Maine	183,138	22.3%

MicroTest Outcomes Data 2007

12% of TANF recipients working with Women, Work, and Community on self-employment earn their way off program through business earnings.



Resources

- www.microtest.org — The Aspen Institute
- <http://www.maine.gov/labor/lmis/briefs.html> Tracking New Businesses In Maine
- <http://extension.umaine.edu/business/researchpapers.htm> Professor Jim McConnon; Microenterprise employment