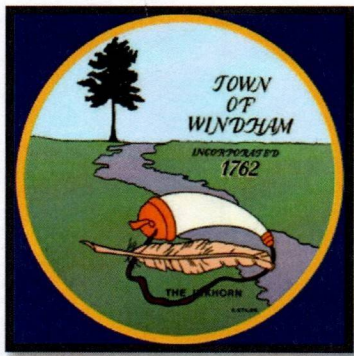




Town of Windham

Economic Development Department

Tom Bartell, Director

thbartell@windhammaine.us

207.892.1936 voice

207.892.1910 fax

Quarterly Report: April–June 2026

Windham Economic Development Update

Thomas Bartell, Economic Development Director

Windham Economic Development Corporation

Members of the Windham Economic Development Corporation Executive Committee met several times with Town Council WEDC Board members, the Council Chair, the Town Manager, and the Economic Development Director to discuss the organization's role in implementing the Town of Windham Economic Development Strategic Plan, as approved by the Windham Town Council. At the next WEDC Board of Directors meeting, the Board agreed to launch a more formal Business Visitation Program and host targeted business meetups to hear directly from owners and managers about the benefits and challenges of doing business in Windham. These conversations will inform Town Management and the Town Council about current business conditions and ways to improve town services and the regulatory environment. The Board also approved funding for a study of the Enterprise Development District to prepare strategies for attracting businesses to the area. Other discussion topics included the agricultural business environment and the continuation of the Farmers Market.

Economic Development Advertising and Outreach

Windham's business attraction strategy includes public outreach and direct contact with prospective businesses interested in starting or expanding in Windham. Advertising is a key part of this effort. Developed with strong support from Communications Director Roger Cropley, the strategy has produced articles and profiles in *Shopping Center Business*, a national magazine, and *Mainebiz*, as well as advertisements in Northeast regional publications, Maine-based magazines, and local newspapers. These advertisements support business attraction and the Windham Outdoors initiative, which invites visitors to help establish Windham as a premier outdoor recreation destination and attract both outdoor and indoor recreation businesses to the community. Articles sample advertisements and the latest "Why Windham" data sheets are attached.

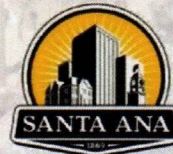
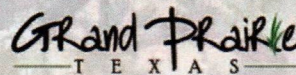
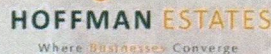
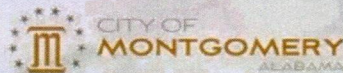
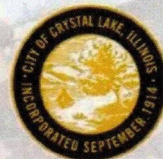
LEADING THE WAY THROUGH THE 21ST CENTURY

SHOPPING CENTER BUSINESS[®]

JUNE 2026

EDCs Seek to Launch New Retail Development

From Maine to California, cities of all sizes look to retail to grow their economies while providing needed amenities to residents.



Plus:
Capital Markets Review

income just under \$160,000, ranking it within the top 20 cities in Colorado by income. While Superior is just 4.5 square miles, it has three main commercial centers and over 120 businesses. In addition to having low retail vacancy, the town also has 23 parks, 36 miles of trails and 845 acres of open space, says Ellen Robertson, economic development manager for the Town of Superior.

With everything located within close proximity, the majority of Superior's commercial businesses are within walking or biking distance, or just a short car ride away from each other. The town is located along the Route 36 corridor, which runs from Denver to Boulder. More than 80,000 vehicles pass by Superior every day. The town's commercial centers are already home to strong retailers like Costco, Whole Foods, Target and Safeway. Blue Sport Stable, a competitive multi-sport facility, draws up to 2 million visitors per year to downtown Superior.

Superior has a new downtown and Main Street, complete with first generation retail space available to businesses seeking to enter the market.

"This new downtown is a mixed-use development with multiple residential type offerings and larger tenants such as Blue Sport Stable, a medical office building and a Tesla service center that drive new and expanding businesses onto Superior's Main Street," says Robertson. "The town also activates this new area through its summer markets and summer concert series events that bring thousands of visitors into the downtown each summer."

To foster new retail openings, the owner of the first generation mixed-use downtown development has tenant improvement dollars available to help with build-outs. The town also has incentives on a case-by-case basis to support the activation of the downtown, says Robertson.



Ellen Robertson,
Town of Superior



New tenants Big Swing Golf Sim, Blended Co-working space, and Maine Dance Center, recently joined the US Post Office, Pet Quarters, and Planet Fitness in the recently renovated North Windham Shopping Center.

WINDHAM, MAINE

The town of Windham, Maine, sits just a few minutes outside Portland along the busy U.S. Route 302 corridor. Windham's population has grown 8 percent since 2020 and now boasts more than 20,000 residents. Beyond that, though, are the 900,000 annual out-of-market visitors who visit Maine's Sebago Lakes Region every year. The Route 302 corridor averages over 25,000 vehicle trips per day and is home to many national, regional and local retailers, restaurants and service providers. Household income in the township has also grown steadily, and maintained an average of \$107,934 in 2025. Windham's total sales have increased 16 percent from 2020 to 2025, now totaling \$605 million according to State of Maine Annual Taxable Sales Data. Of that figure, approximately \$138 million was in non-taxable grocery items.

Because of its strong tourism population, the area is in need of more retail and food and beverage offerings, says Thomas Bartell, economic development director for the town of Windham and executive director of the Windham Maine Economic Development Corporation.

"Retail and food and beverage leakage to Southern Maine regional shopping destinations has been a

trend for many years," he says. "As population grows in both Windham and its primary and secondary trade areas, and as the Sebago Lakes Region becomes an even more popular tourism destination, retailers, restaurateurs and developers are finding the strong mix of area population, household income and seasonal visitors to be very desirable."

Two new developments in Windham will bring 478 housing units and a 120-room hotel that are both adjacent to two major shopping centers, both located along the Route 302 Corridor. The Windham Economic Development Corporation was involved in the negotiation of the development agreements and ensured that the necessary infrastructure was created to accommodate the two projects.

With retail leakage present, the area has a number of needs that it is seeking to fill.

"Specialty clothing stores, including women's apparel and shoes, continue to be frequent requests," says Bartell. "Consistently, consumer requests are dominated by the desire for nationally branded full-service restaurants, as well as national fast casual brands that may be located elsewhere in the Southern Maine market but are missing in the Sebago Lakes Region."

The EDC has continued to center new retail development along the Route 302 corridor. In addition to a steady stream of tourism, the corridor is also within close proximity to 100,000 residents from nearby communities with strong household incomes. **SCB**



Thomas Bartell,
Town of Windham

FROM SPOKE TO HUB

A perpetual dearth of affordable retail space within Boston proper has more users targeting secondary and tertiary markets as they look to penetrate the greater New England region.

By Taylor Williams

Ask a local retail broker or landlord to name tenants that are currently expanding aggressively in the greater Boston area and throughout New England as a whole, and odds are that "Ross Dress for Less" will come up within the first minute.

Of course, the California-based discount retailer has been crushing it for some time now. Ross announced in mid-March that it had opened 17 new stores, including four under its dd's Discounts brands, in the first quarter — openings that followed the rollout of 36 new stores last fall. According to *USA Today*, these new stores came as part of Ross' broader plan to grow its store count by about 200 units over the course of 2025 and 2026.

These new store openings included locations in New York and New Jersey, but at the time, that appeared to be the northbound extent of the expansion. Not surprising, given that the discount apparel market in New England has long been dominated by TJX Cos., the metro Boston-based parent company

of both T.J. Maxx and Marshalls, with Burlington also routinely capturing a respectable share of that market.

The fact that Boston proper was — and still is — largely devoid of vacant boxes that could meet the spatial requirements of a user like Ross further allayed any concerns that a meaningful push by a major discount retailer into that market was forthcoming.

And indeed, Ross has not announced plans for any new stores in the city of Boston. The company is, however, aggressively targeting suburban Massachusetts and Connecticut. And sources say that this pattern is also applicable to other soft-goods merchandisers, as well as food-and-beverage (F&B) users that simply cannot afford rents in downtown Boston, Back Bay, the Seaport District or Cambridge's Harvard Square but want to be in the market.

Whereas many tenants have predicated their Northeast expansionary campaigns on planting flagship stores or restaurants in top-tier markets — New York City is a necessary evil for

branding purposes — the opposite approach may be more sensible for Boston and New England.

"Because New York City is so important as the financial and economic center of the country, there's so much power in building a brand there, so retailers may do deals there just to get their names out," says Ben Starr, partner at regional brokerage firm Atlantic Retail Partners. "In Boston, prominent spaces in Back Bay or the Seaport can be meaningful to retailers that want to say they've arrived and planted a flag."

"But a lot of those groups are already established in New York City, so the brand recognition [factor] may not be as important as making money on the new stores in Boston," Starr continues. "So we actually see retailers coming into this market to take a more affordable route and do a suburban deal first, then go urban, rather than the other way around."

Starr adds that he also sees new tenants flocking to secondary or tertiary markets that, despite having urban centers, still have rents that are very affordable compared to Boston, as well as less strict regulatory environments. He identifies cities such as Groton, Connecticut; Bennington, Vermont; Palmer, Massachusetts; Saco, Maine; and Pittsfield, Massachusetts as examples of such markets.

"Tenants have had success in those markets and are willing to take more risk in areas where real estate is more affordable and easier to find and doesn't require record-setting sales [to be able to afford rents]," Starr says.

Tim McNamara, senior director in Cushman & Wakefield's Connecticut office, says it's more common for new-to-market retailers to target the region as a whole without specifically mandating a store in a premier submarket.

"If retailers happen to get a downtown store, that's great, but that means dealing with a lack of parking and high-priced space, and they don't have the ability to grow beyond a certain threshold in that area," McNamara explains. "So some retailers have decided that downtown Boston doesn't make the most long-term sense for them."

"From a price perspective, retailers are also realizing that for flagship-type locations they've had in which visibility is very high, the juice may not be worth the squeeze in terms of paying that much rent just to have that one footprint," McNamara adds. "Instead, they can have multiple locations in the suburbs that will grow more substantially."

As native New Englanders, Starr and McNamara have both observed a

demographic tendency in the region — that all factors being held equal, people prefer to be close to the city and don't branch out to suburbs as aggressively as they do in other large metro areas. That pattern is likely shifting to some degree as multifamily rents and single-family home prices in the immediate Boston area surge along with the rest of the country.

But that demographic trend also helps partially explain why — along with myriad other factors ranging from zoning to geography to preservation of historic buildings — new retail development in suburban New England is relatively muted.

Landlord Perspective

While sources cite varying explanations behind the dearth of retail supply growth in the region, they agree that the demand, rooftops and disposable incomes that retailers need to be successful in these markets are all there.

"The suburbs are definitely having a moment," confirms Adriana Major, senior leasing representative at Linear Retail, a regional owner-operator. "Retailers are increasingly recognizing that the suburbs are where many consumers are working, living and generally spending more time. Convenience has become one of the biggest drivers of retail success, and well-located neighborhood shopping centers allow brands to meet customers where they're already going for groceries, fitness, healthcare and everyday errands."

"That strategy is reflected across our portfolio," she continues. "Specialty fitness concepts such as JETSET Pilates in Wellesley and Club Pilates in North Andover are choosing suburban locations to be part of residents' everyday routines. Wellness and beauty brands, including VIO Med Spa in Burlington and upcoming locations for Glowbar and Mona Dermatology in Wellesley, are following a similar path. These retailers recognize that being conveniently located where people live, work and run daily errands creates meaningful opportunities for repeat visits and long-term customer loyalty."

Major believes these trends were set in motion during the COVID-19 pandemic and have been extended by a slower-than-expected return to office buildings.

"The strength of these markets post-COVID has continued to rise; COVID didn't shut them down, but rather made people want to get out more, and market performances have been on the up and up since then," she concludes. "We're excited to be expanding within the suburbs of Boston, which are very strong markets for us."



WINDHAM MAINE

Windham, Maine: Where Business Growth Meets Natural Beauty

Median Household Income:
\$98,373

Labor Force:
13,540

Visitors to the Sebago Lakes Region
900,000 +
Annual Visitors
- Four Seasons

Just 15 miles from Portland, Windham is the commercial hub of the Sebago Lakes Region and serves more than 85,000 area residents with everything from national retailers to local boutiques and dining. With over 935 new housing units underway—including 600 in the downtown area—businesses can count on a growing workforce and strong customer base.

Major investments are reshaping the town: expanded parks and trails enhance quality of life, while the \$31 million Windham Moves project is transforming Route 302 into a modern, walkable corridor that improves traffic flow and accessibility.

Windham offers the best of both worlds—opportunity and outdoor charm—making it the ideal place to start or expand your business in a vibrant, nature-connected community.

Windham, Maine, is ready to welcome you.



Thomas Bartell, Director
207 892-1936
windhammaine.us





Windham

Where Business Growth Meets Natural Beauty — Find it Here

Just 15 miles northwest of Portland, Windham is a premier destination for businesses and tourists seeking the perfect blend of opportunity, accessibility, and outdoor charm. With major infrastructure investments, housing expansion, and a rapidly growing retail and recreation economy, Windham offers a compelling case for companies looking to relocate or expand — and visitors to find an authentic Maine experience.

A Strategic Location for Business Success

Positioned as the commercial heart of the Sebago Lakes Region, Windham serves a regional population of over 85,000 with a full range of amenities — from national big-box retailers to independent boutiques and farm-to-table dining.

More than 900 new apartments and condos are under development, with over 600 planned for downtown. Windham offers both a growing workforce and a thriving customer base.

For businesses, Windham's location offers the best of both worlds: the proximity to Portland's metropolitan assets, abundant open space, and a welcoming community.

Smart Investments Driving Economic Opportunity

Windham invests boldly in its future. The new \$47.5 million North Windham Sewer Project supports clean, sustainable growth and dramatically increases the town's development capacity while preserving its pristine waterways opening the door for new commercial and mixed-use developments.

Complementing this, the \$31 million Windham Moves project is transforming Route 302 into a modern, walkable corridor. Supported by a \$25 million federal RAISE grant, this initiative includes smart traffic signals, raised medians, bike lanes, sidewalks, and three connector roads. The result: smoother traffic flow, greater accessibility, and a more attractive environment for businesses and customers alike.

PHOTO COURTESY OF WINDHAM ECONOMIC DEVELOPMENT



PHOTO COURTESY OF WINDHAM ECONOMIC DEVELOPMENT

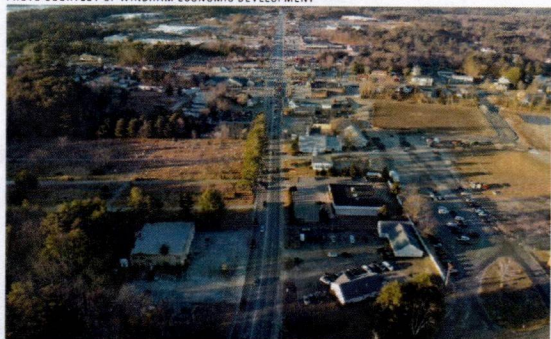


PHOTO COURTESY OF WINDHAM ECONOMIC DEVELOPMENT

Above: Babb's Bridge

A Destination for Outdoor Recreation and Tourism

Windham is more than a commercial center — it's a gateway to outdoor adventure hosting 900,000 annual visitors heading into Maine's Lakes and Mountains Region. With over 1,000 acres of parkland and conservation space, and more than 20 miles of scenic trails, the town is emerging as a regional recreation hub. From family walks at Donnabeth Lippman Park to backcountry biking in the East Windham Conservation Area, Windham offers something for every nature lover. Combined with lake access, local shops, and a vibrant food scene, Windham is a must-visit destination in southern Maine.

A Growing, Welcoming Community

Windham's population continues to grow and now surpasses 20,000 residents. This steady growth is driven by quality schools, strong home values, and a lifestyle that balances work, recreation, and community.

As new neighborhoods take shape and town planning continues to prioritize both residential and commercial needs, Windham creates an environment where businesses can thrive and employees can live well.

Why Choose Windham?

- **Strategic Proximity:** Easy access to Portland, Maine's Lakes and Mountains Region, and major transportation corridors.
- **Robust Infrastructure:** Forward-thinking investments in sewer, roads, and mobility to support long-term growth.
- **Outdoor Appeal:** A destination for hiking, biking, boating, and relaxation in nature.
- **Community Growth:** A rising population with increasing demand for shopping, restaurants, personal services, and entertainment.

Whether you're looking to expand your business footprint or explore a vibrant, nature-connected town for your next getaway, Windham, Maine, is ready to welcome you. ●

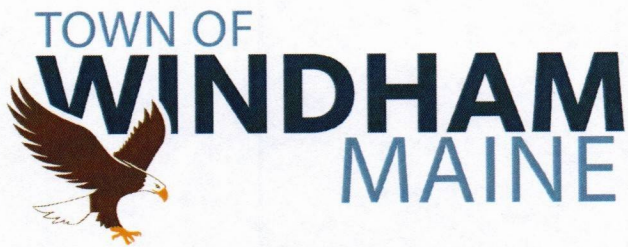


Left above: Windham Village Apartments

Left below: North Windham Business District

Town of Windham, Economic Development Department

8 School Road, Windham, ME 04062
Thomas Bartell, Director
(207) 892-1936
thbartell@windhammaine.us
www.windhammaine.us



Median Household Income:
\$107,934

Labor Force: 13,808

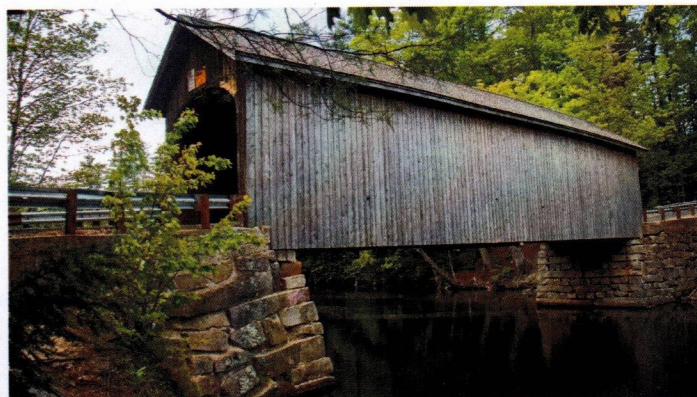
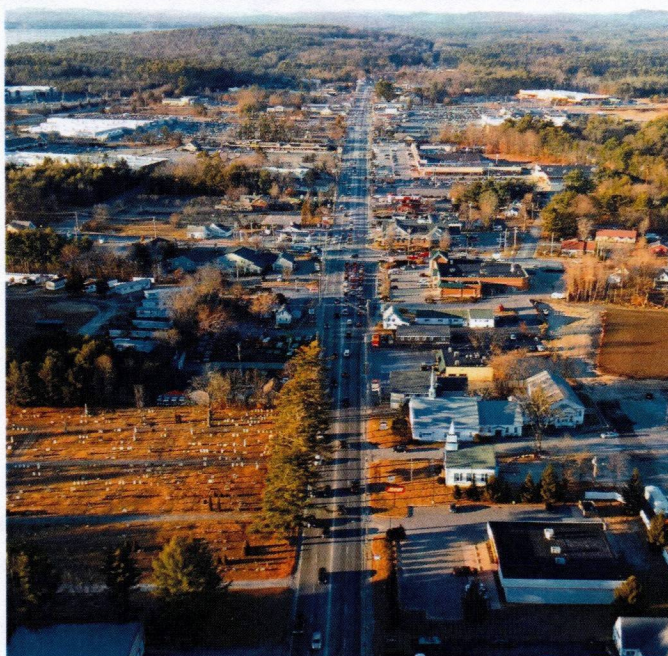
Local Employment: 8,009

Median Age: 41.8

Primary Trade Area:
66,335

Secondary Trade Area:
86,416

Annual Visitors to
Sebago Lakes: 900,000



A Strategic Location for Business Success

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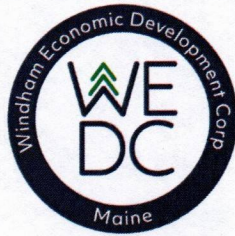
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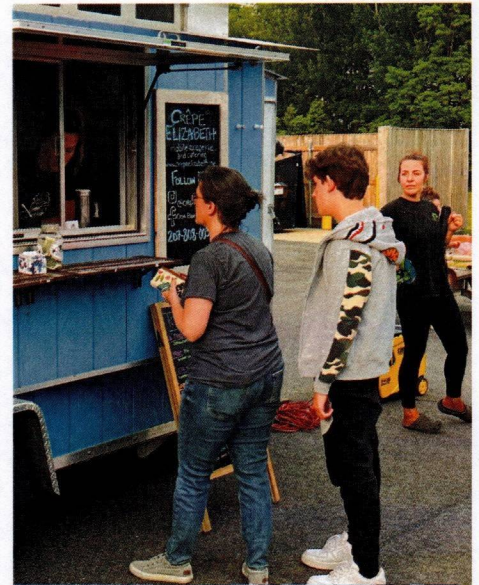


Thomas Bartell, Director
(207)-892-1936
windhammaine.us



DON'T FORGET TO ALSO

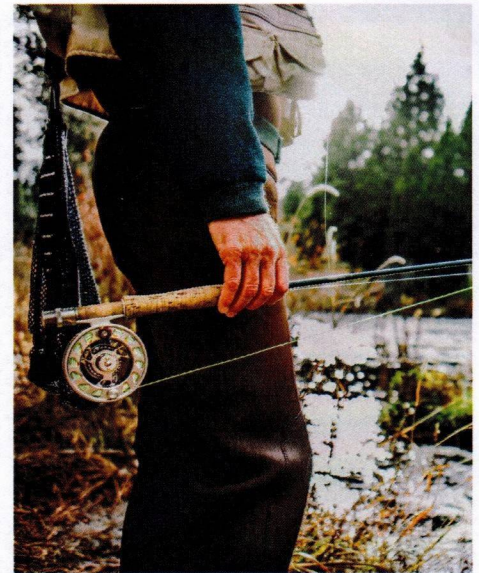
Enjoy Windham's many Dining and Shopping options including Food Truck Nights and Saturday Farmer's Market

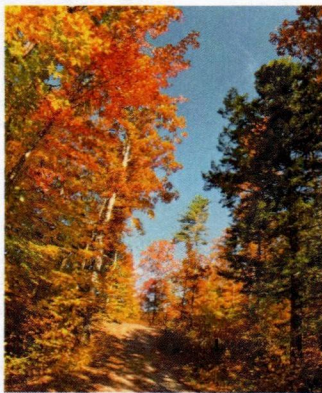


Plus Special Events like Summerfest & Concerts, Movies and Art in the Park



windhamrecreation.com
windhamoutdoors.com





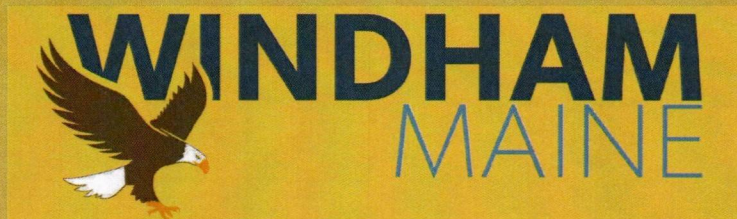
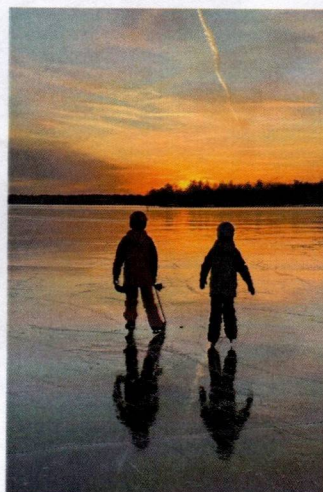
8 School Road



1-207-892-1900



windhammaine.us



Windham, Maine: A Thriving Community with a Vision for the Future

Nestled just 15 miles northwest of Portland, Windham, Maine, is rapidly emerging as one of southern Maine's most dynamic and livable communities. With a strategic focus on infrastructure modernization, outdoor recreation, and smart growth, Windham is attracting residents, businesses, and visitors alike.

Infrastructure Innovation: North Windham Sewer Project

After decades of planning, Windham has broken ground on a \$47.5 million wastewater treatment project featuring Maine's first large-scale membrane bioreactor system with drip dispersal technology. Slated for completion in 2026, this system will support sustainable development, protect local water resources, and enable commercial expansion in the North Windham area.

Mobility & Access: The Windham Moves Project

In partnership with MaineDOT, Windham is investing in the \$31 million Windham Moves initiative to revitalize Route 302 and surrounding corridors. Designed to increase traffic efficiency by 35%, the project includes 1.6 miles of improvements to route 302, including smart traffic signals, raised center medians, sidewalks, bike lanes, three new connector roads, and nearly 2.2 miles of multi-use pathways. Funded in part by a \$25 million federal RAISE grant, the project aims to reduce congestion, improve safety, and create a more walkable, business-friendly downtown.

Outdoor Recreation: Parks, Trails & Conservation

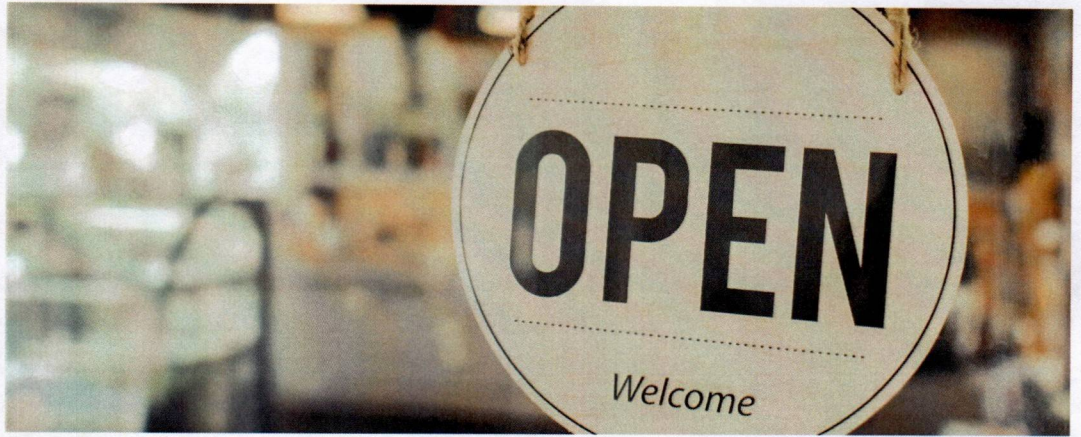
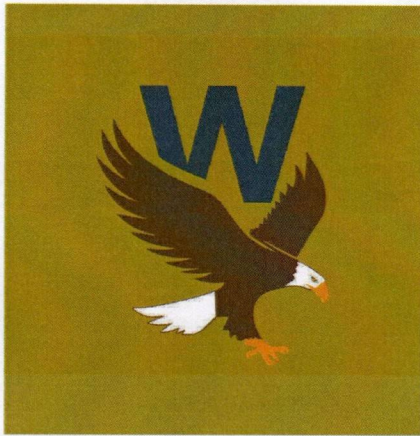
Windham is redefining itself as a regional outdoor destination. The newly established East Windham Conservation Area spans over 700 acres, offering over 5 miles of trails for hiking, biking, and wildlife viewing. Future development at the park includes a Fire Tower with a 360° viewing area. Recent grants are funding additional trail connections, including a new pathway linking Donnabeth Lippman Park to North Windham's commercial hub, and plans are in the works for a new riverside Recreation area at Gambo fields.

Housing & Population Growth

Windham's population has surged nearly 20% over the past decade, driven by its proximity to Portland and high quality of life. With a projected population of 20,599 by 2030, the town is proactively planning for housing needs, targeting the addition of over 1,200 new homes to meet demand. The housing market remains competitive, with homes selling quickly and maintaining strong value.

Why Windham?

As one of the top 5 hottest zip codes in the country, as rated by Realtor.com, Windham is not just growing—it's thriving. With a clear vision and bold investments, the town is building a future that balances economic opportunity, environmental stewardship, and community well-being.



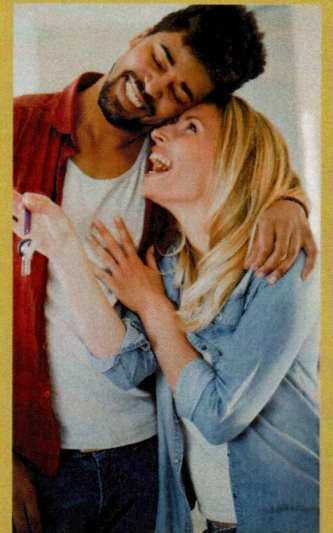
Marketplace for the Sebago Lakes Region

900,000 visitors and 100,000 residents nearby make Windham a dynamic retail center

2025 Sales

Windham: \$464,825,696 taxable sales (49% of Sebago Lake ESA)
\$140,457,144 est. non-taxable food sales

Sebago Lake ESA: 19 Towns
\$972,451,000 taxable sales
\$432,808,000 est. non-taxable food sales



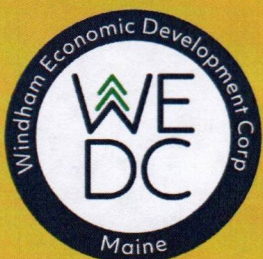
Windham Population

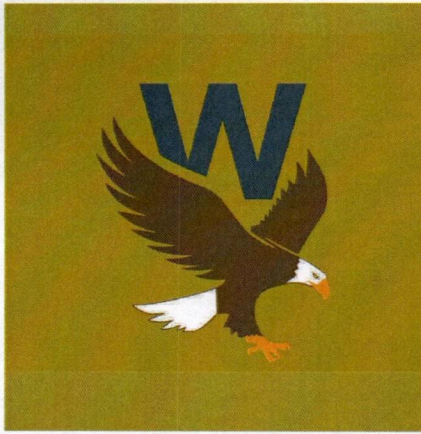
2025 – 19,954
8.2% growth since 2020
47.7% Female, 52.3% Male
Median age: 41.8 years
Median Household Income: \$107,934
Labor Force: 13,808
Local Employment: 8,009

Primary Trade Area: 66,335
Secondary Trade Area: 86,418

Visitors to the Sebago Lakes Region

900,000 +- Annual Visitors – Four Seasons





Traffic Count: (MEDOT 2022)
US Route 302 AADT: 28,400

School System

Windham/Raymond Regional School Unit
3103 Kindergarten to 12th Grade Students

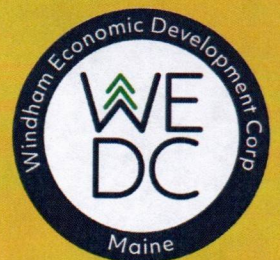
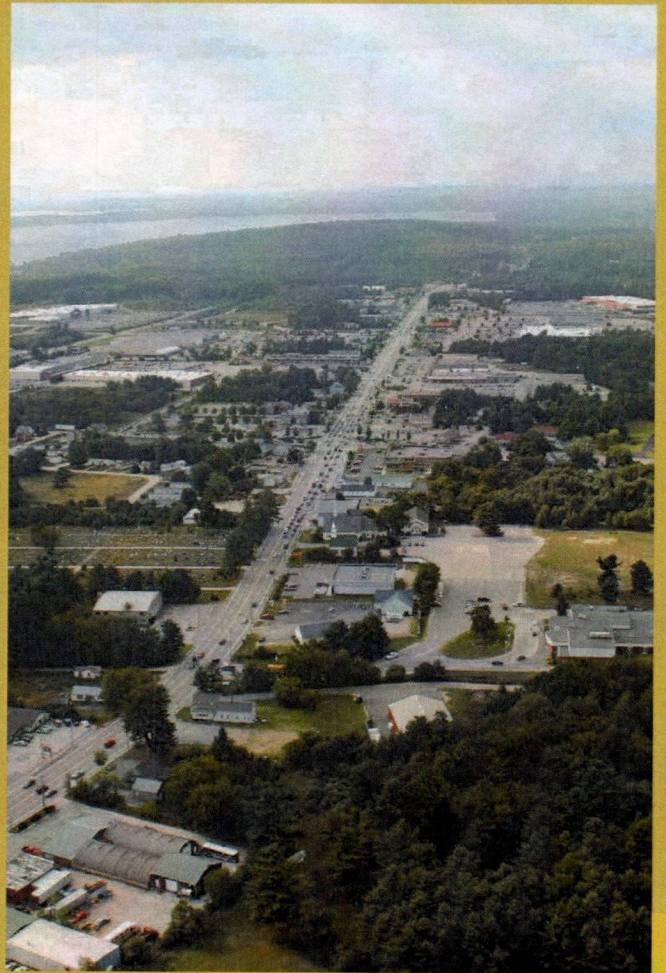
Valuation and Tax Rate (100% Certified Ratio)
2024/2025 Valuation: \$4,202,792,000
2024 Full Tax Rate: \$12.06/\$1,000 Valuation

Nearest City

Portland, Maine: 15 miles east
Population: 69,104
Portland International Jetport (PWM)
Amtrak Station

Local Colleges

Saint Joseph's College of Maine – Standish, 5 miles,
700 resident students
University of Southern Maine – Gorham, 10 miles,
1500 resident students





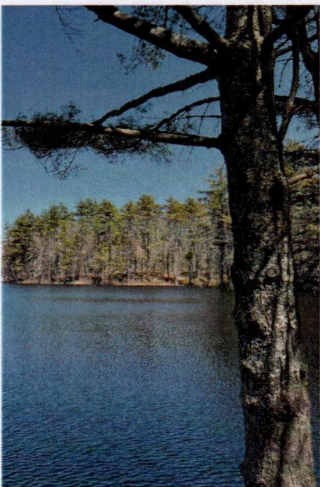
8 School Road



1-207-892-1900



windhammaine.us



BOND RATING: S1 AA+, MOODY'S aA2

WHAT'S UP IN WINDHAM

FUND BALANCE

FY 25	26,804,367
FY 24	22,875,412
FY 23	19,072,813
FY 22	15,228,071
FY 21	13,640,971

PROPERTY TAX COLLECTION

FY 25	99.87%
FY 24	98.87%
FY 23	98.85%
FY 22	98.72%
FY 21	98.60%

VALUATION

	TOWN	STATE
FY 26	4,202,792,000	4,292,500,000
FY 25	4,096,923,300	4,103,400,000
FY 24	3,788,400,000	3,648,900,000
FY 23	3,392,632,700	2,914,100,000
FY 22	2,734,905,000	2,608,150,000

TOTAL CAPITAL ASSET INVESTMENT BY THE TOWN INCREASED FROM **\$66,505,055** AS OF JUNE 30, 2022 TO **\$75,820,986** AS OF JUNE 30, 2025. THIS NUMBER WILL DRASTICALLY INCREASE IN THE COMING YEARS WITH PROJECTS SUCH AS THE N.W. WASTEWATER TREATMENT PLANT, A NEW PUBLIC SAFETY BUILDING AND THE \$31 MILLION ROAD RECONSTRUCTION OF US RTE 302 FROM RIVER ROAD TO WHITE BRIDGES ROAD, INCLUDING CONSTRUCTION OF THREE NEW CONNECTOR ROADWAYS. THIS PROJECT IS STRONG ON SAFETY, QUALITY OF LIFE, COLLABORATION AND PARTNERSHIPS. COLLECTIVELY, THESE WILL INCREASE THE TOWN'S EQUITY.



The parks are for everyone!

East Windham Conservation Area

WINDHAM, 700 ACRES

The East Windham Conservation Area was conserved in September 2023. The Town of Windham owns the land and the Presumpscot Regional Land Trust holds a conservation easement on the 700 acres of land, which is the size of Bradbury State Park. This area is now part of a 2,000-acre conservation corridor – larger than any state park in Southern Maine.

Black Brook Preserve

Hike, fish, and snowshoe in Windham Center

Otterbrook Sanctuary

Watch wildlife from an observation platform and walk the trails.

Donnabeth Lippman Park

Explore the beautiful trails around Chaffin Pond. Play, fish, ice skate, and snowshoe. Hunting not permitted.

The Mt. Division Trail

A scenic, paved trail through Windham, Gorham, and Standish. Walk, bike, fish, and snowmobile separated from traffic.

Lowell Preserve

Enjoy an expansive forest on foot or on wheels. ATVs, hunting permitted.

Deer Hollow/Mud Pond Sanctuary

Savor the beauty of a local pond from the trails and observation deck.

Dundee Park

Open Memorial Weekend to Labor Day. Swim and play at your local beach. Discounted admission fee for Windham residents. Dogs not permitted.

Town Hall Playground

Gated playground and covered picnic area. Open dawn to dusk. Dogs not permitted.

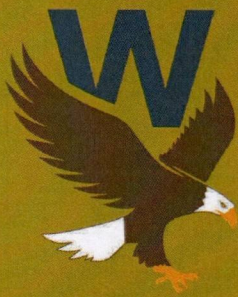
RSU14 Campus

Enjoy the Primary and Manchester school playgrounds, high school tennis courts, and sports fields. Open all year dawn to dusk. Not open during school hours. Dogs not permitted.

Trail maps are available online or at the Parks and Rec office.

All parks are carry in, carry out. Tobacco and smoke free. Please leash your dog.





8 School Road



207-892-1907



windhammaine.us



Contact Info

TOWN MANAGER - 1-207-892-1907

ECONOMIC DEVELOPMENT - 1-207-892-1936
WEDC

PLANNING - 1-207-892-1902
DEVELOPMENT QUESTIONS
COMPREHENSIVE PLAN
PLANNING BOARD

CODE ENFORCEMENT - 1-207-892-6110
PERMITS
INSPECTIONS

TOWN MANAGER - Robert Burns - rjburns@windhammaine.us

ASSISTANT TOWN MANAGER - Amanda Lessard - allessard@windhammaine.us

WEDC - Tom Bartell - thbartell@windhammaine.us

PLANNING - Steve Puleo - sjpuleo@windhammaine.us

CODE - Jon Rioux - jgrioux@windhammaine.us

