

# FOCUSMAINE

A CATALYST TO GROW SELECT SIGNATURE INDUSTRIES.



**February 2017**

## Message from FocusMaine President Kim Hamilton, Ph.D.

As FocusMaine's first president, I am delighted to share this newsletter with you. In many ways, the FocusMaine initiative embodies the familiar adage: "if you want to go fast, go alone. If you want to go far, go together." At its core, FocusMaine is a partnership strategy. This is why our partners take center stage in this issue.

FocusMaine has set a bold goal -- to create 20,000 to 30,000 new jobs in the areas of agriculture, aquaculture and biopharmaceuticals over the next 10 years.

Accomplishing something this ambitious can only be done with diverse talent, collaborative energy, and unrelenting focus. This is what each of our partners brings to the mix. This is what energizes our leadership team, and this is why I'm optimistic about the future of jobs in Maine.

In fact, I'm a Maine optimist not only by conviction but also by design: the path we have charted is viable and credible. We've mapped Maine's state-wide assets against global trends and consumer demand. With our partners, we see a unique way to grow good jobs, train and attract people who want to call Maine home, and support the businesses, investors, and entrepreneurs who see the same potential.

We are working with Coastal Enterprises Inc., for example, to grow good jobs in agriculture, building on the energy of the farm-to-table movement. With the Gulf of Maine Research Institute, Maine & Company, and the Maine Aquaculture Association, we're exploring opportunities to expand coastal livelihoods. The Maine Center for Entrepreneurs is cultivating the entrepreneurial spirit in these sectors, helping us to grow world-class business in the food, beverage, and agricultural and aquaculture industries. Educate Maine is taking the lead in expanding our internship program which will engage more than 300 students in meaningful opportunities with Maine businesses.

There will be more to come over the next few months. Until then, I hope you enjoy learning more about our partners and the work of FocusMaine.



## Meet Our New Leadership Team Members

FocusMaine is excited to welcome Kevin Hancock, President of [Hancock Lumber Company](#), and Clifton "Clif" Greim, President & CEO of [Harriman](#), to our Leadership Team. Both have deep roots in Maine and are passionate about growing Maine's businesses and jobs. Their dedication and leadership experience are key to FocusMaine's vision and stewardship commitment. We greatly appreciate their willingness to lend their expertise and time to help us achieve our goals.

### Clif Greim

"I first learned of FocusMaine through the Maine State Chamber. The focus on private sector job growth and leveraging our State's unique assets is of great interest. The opportunity to help position our State and share the evolving needs of workforce so we may provide not only the place, but the educated-ready workforce is a passion. This a great formula for economic growth, job/workforce attraction, and for retaining many of our young professionals here in Maine. Public and private partnering can be the example for success and growth that we all agree we want here in Maine." Photo courtesy of Harriman.



### Kevin Hancock

"I was attracted to FocusMaine for two reasons. First, the group of people involved is very dynamic. They have a reputation for getting results. So, their interest interested me. Second, when I took a closer look at the mission I saw a really organic, common sense approach to identifying targeted industries that have the potential to be growth catalysts for the Maine economy." Photo courtesy of Hancock Lumber Company.

## Our Plans are Taking Shape

### **Here are some highlights:**

[Maine Center for Entrepreneurs](#) has launched its Cultivator initiative to accelerate business growth in the food, agriculture, and beverage sectors and is recruiting interested companies. [Check here](#) for more information. MCE is also recruiting members for the Cultivator Advisory Council, engaging stakeholders and partners across Maine, and exploring academic partnerships. If you have food and beverage or consumer packaged goods experience and would like to be a part of MCE's Maine Mentor Network, please contact Terry Johnson at [terry@practicaldecisions.com](mailto:terry@practicaldecisions.com).

MCE, [Gulf of Maine Research Institute](#) and [Maine Aquaculture Association](#) have partnered on the [Aquaculture Top Gun Program](#) for aquaculture start-up companies, which began earlier this month. Twelve companies out of more than 20 applicants were selected for the program. They include three mussel producers, six oyster producers, two sales/distribution companies, and one tasting tourism operator.

Maine Aquaculture Association has completed an extensive research and literature review on aquaculture benchmarking and business planning. A newly assembled financial advisory committee comprised of loan officers across Maine will ensure that the content and results of the benchmarking studies will be useful for both lenders and applicants when considering loan applications from the aquaculture community. Be on the lookout for a seminar this Spring that will provide a detailed discussion of aquaculture for financing professionals.

[Coastal Enterprises, Inc.](#) has kicked-off a market access effort with an initial focus on potato rotation crop industries in partnership with the Maine Potato Board, Maine Grain Alliance, and Maine Brewer's Guild along with producers, processors, distributors, and buyers. The project will include market analysis, planning support for new ventures, and sales channel development with food and beverage buyers. Coming this spring, CEI is planning an investor forum series, showcasing the signature regional food and beverage industries of Maine. Investors will experience a taste of Maine while meeting local entrepreneurs who are growing Maine's future agricultural economy.

We want to welcome new partners [Maine & Co.](#) and [Educate Maine](#) to the FocusMaine team. Both Maine & Co.'s work to help bring new businesses to Maine and grow businesses already here, and Educate Maine's efforts to make sure Maine has the workforce businesses need to succeed, lend themselves well to our mission.

## The 2018 FocusMaine Intern Experience is Open

Building on a very successful program in 2017, we are continuing the FocusMaine Intern Experience during the summer of 2018. [Watch this short video](#) to learn, firsthand, how this program builds capacity for Maine businesses and grows a new cohort of young professionals in Maine. We're especially excited to be working with the great team at Educate Maine who will guide this effort and create opportunities for more than 300 high-quality internships throughout Maine.

Social and professional development opportunities will be available for interns throughout the summer. Employers who participated in the pilot during 2017 will receive registration materials soon. If your organization would like to participate, you can find more information about the program at <http://focusmaine.org/interns/>.



## We've Joined the MaineSpark Coalition

As part of our commitment to attracting, retaining, and training talent in Maine, we have joined the MaineSpark Coalition. MaineSpark is powered by diverse organizations—schools and universities, nonprofits and foundations, government agencies and businesses—with a common goal: by 2025, 60% of Mainers will hold education and workforce credentials that position Maine and its families for success.

## We're Assembling a Great Team

We are pleased to welcome several new people into the FocusMaine partnership. Sue Hanson has recently joined MCE as program manager for MCE's Cultivator program. GMRI has brought on Julia Maine as Aquaculture Project Manager. Brett Richardson directs CEI's Sustainable Agriculture and Food Systems effort. Christian Brayden is on-board as the Maine Aquaculture Association's FocusMaine project manager. Here at FocusMaine, we're delighted to welcome Ellen Maling as our new project manager and grants administrator.

## We Can't Do This Without our Funding Partners

With great appreciation, we want to thank our generous sponsors, including two new donors -- Bangor Savings Bank and the John T. Gorman Foundation – for recognizing the value of FocusMaine's vision

## FocusMaine in the News

### [Portland Press Herald: FocusMaine starts executing master plan to bring more jobs to the state](#)

Formally [launched in January 2016](#), the economic development group FocusMaine recently completed its research and planning phases and has moved on to the implementation stage. Its goal is to boost Maine's agriculture, aquaculture and biopharmaceutical industries while increasing the state's pool of highly skilled workers.

### [Bangor Daily News: FocusMaine Hires Kim Hamilton as First President](#)

"The depth of analysis behind FocusMaine's strategy is extraordinarily compelling," said Hamilton. "The abundance of natural resources including the extensive coastline in Maine combined with global consumer demand create a great opportunity to grow jobs by building on the thriving, local food economy already in place. It's exciting to see these assets coming together and to envision new opportunities across the state."

### [Portland Press Herald: FocusMaine hires first president to execute job growth plan](#)

FocusMaine has hired its first president, Kimberly Hamilton, to help implement the Portland-based economic development group's 10-year plan to help create jobs and increase worker capacity in Maine, the group said Tuesday.

### [The Forecaster: Yarmouth resident's focus is Maine job creation, growth](#)

Hamilton said she has enjoyed getting reacquainted with the state and familiarizing herself with FocusMaine's program partners: Coastal Enterprises, Maine Center for Entrepreneurial Development, Gulf of Maine Research Institute, and the Maine Aquaculture Association. "I just feel a huge responsibility to FocusMaine's mission and I feel honored to have been selected," Hamilton said in a Jan. 8 interview.

## FOCUSMAINE LEADERSHIP TEAM

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**Andrea Cianchette Maker, Co-Chair**  
Partner, Pierce Atwood LLP

**Michael E. Dubyak, Co-chair**  
Chairman, WEX Inc.

**Eleanor Baker**  
Co-Founder of Baker Newman Noyes

**William L. Caron Jr.**  
President and Chief Executive Officer  
MaineHealth

**Dr. John Fitzsimmons**  
Fitzsimmons Consulting  
President Emeritus  
Maine Community College System

**Clifton Greim**  
President and CEO  
Harriman Associates

**Kevin Hancock**  
President  
Hancock Lumber

**Sterling Kozlowski**  
New England Regional  
Sales Executive and Maine  
Market President, KeyBank

**Karen G. Mills**  
Senior Fellow,  
Harvard Business School  
Former Administrator  
U.S. Small Business Administration

**Robert Moore**  
CEO and Chairman,  
Dead River Company

**William Ryan Sr.**  
Chairman, President, and CEO  
Banknorth Group, Inc.

**David Shaw**  
Founder and former CEO  
IDEXX Laboratories, Inc.

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**Dana Connors**  
Business Associations  
Advisory Team Chair  
Maine State Chamber of Commerce

**Charles Lawton, Ph.D.**  
Research Advisory Team Chair  
Formerly with Planning  
Decisions, Inc.

**Dr. James Page**  
Academic Advisory Team Chair  
University of Maine