

Catalyzing Jobs

Where Maine's Assets
Meet Global Trends.



FOCUSMAINE
A CATALYST TO GROW SELECT SIGNATURE INDUSTRIES.

Highlights and Impact Overview

2 Years Into A 10 Year Journey

JANUARY 2020



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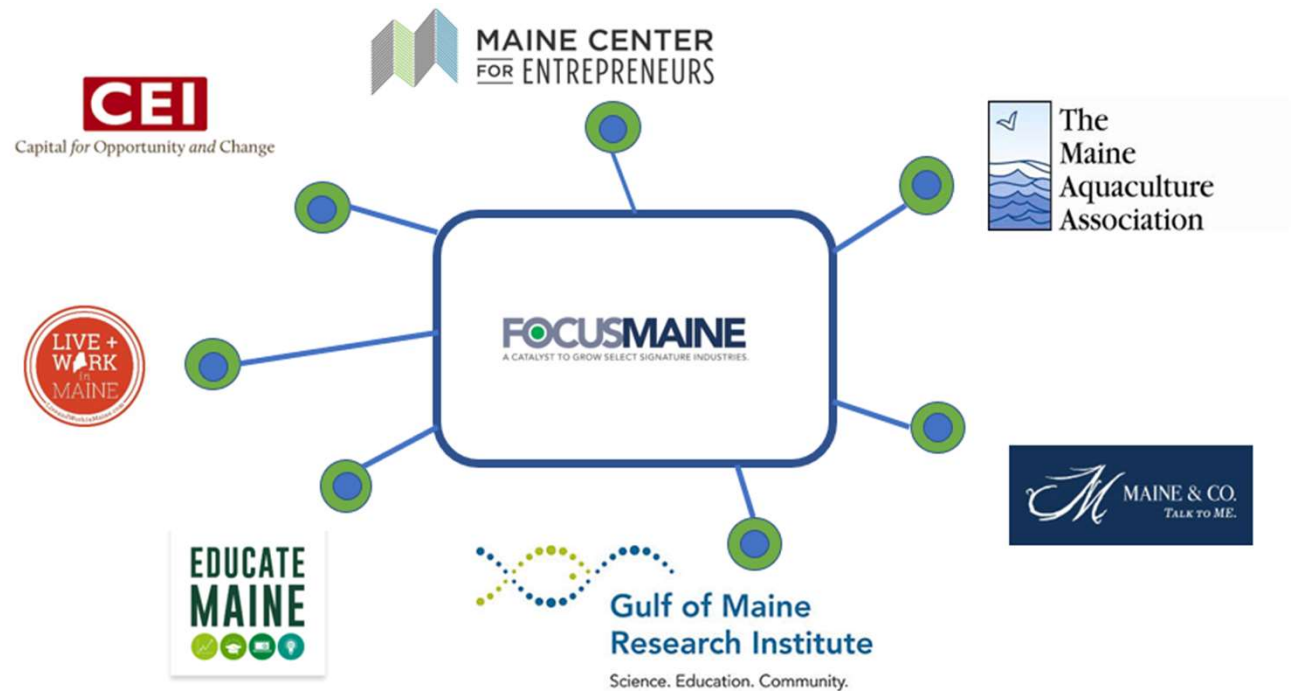
FocusMaine's Strength Comes From Its Innovative Partnership Model.

WORKING WITH SEVEN MISSION-ALIGNED PARTNERS, FOCUSMAINE WORKS AT THE INTERSECTION OF GLOBAL TRENDS AND MAINE'S UNIQUE ASSETS.

Our efforts are oriented toward one north star: **job creation**.

Each organization plays a unique role, and together, we are stronger.

Our accomplishments in just two years speak to the power of this approach.

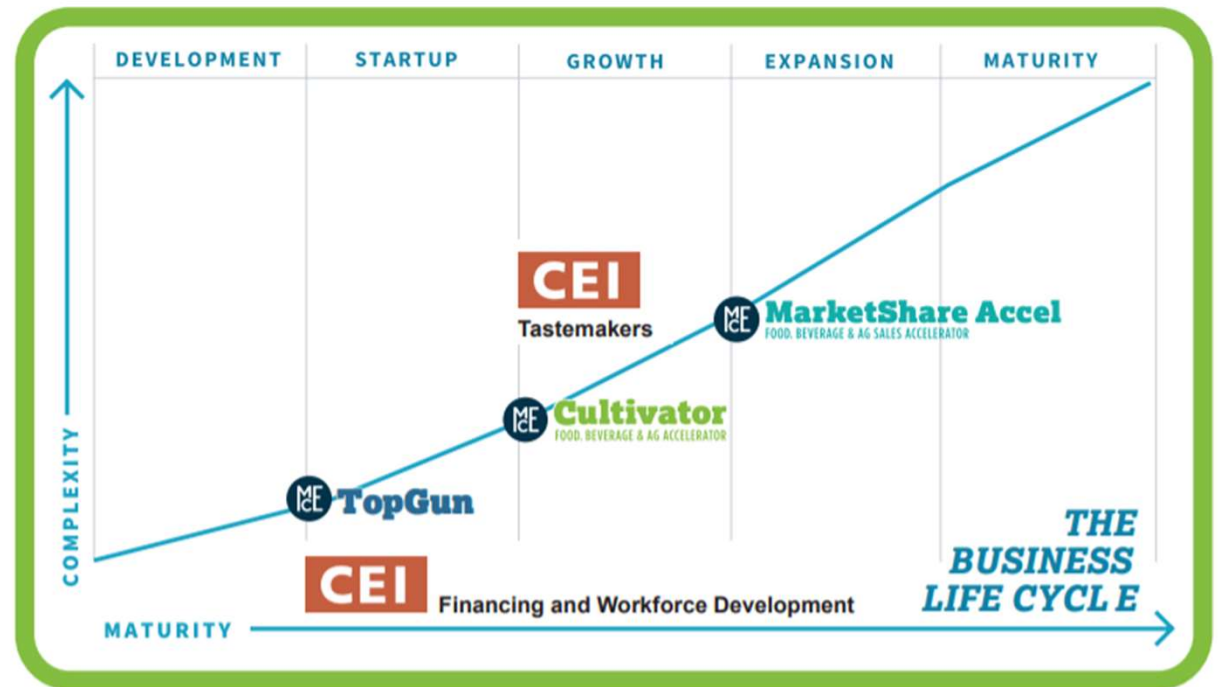


We are Supporting Growth-oriented Food Companies by Stage and Need.

OUR UNIQUE APPROACH HELPS CATAPULT GREAT MAINE FOOD PRODUCERS AND MAKERS TO THE NEXT LEVEL.

Our programs are customized to help food, beverage, and aquaculture companies--large and small—move from start-up to growth and export.

Business planning tools, financing for project work and business growth along with one-on-one coaching, mentoring, and accelerator programs, create a strong foundation for long term success and added jobs.



We Are Creating a Foundation for Sustained Growth in Maine's Food Economy.

Under the FocusMaine umbrella, **Coastal Enterprises, Inc. (CEI)** and the **Maine Center for Entrepreneurs (MCE)** are working together to support Maine's food producers and makers, with impressive results.

**Increase in Year
over Year Revenue**
(Total and Export)

\$3 Million+
in Investments

2 Acquisitions

**Increased
Production Capacity**
(5 Facility Expansions,
6 Facility Redesign /
Efficiency Projects)

**17 Technical Assistance
Projects Completed**

**45% increase in
Number of
Companies
Supported***

*Year 2 vs. Year 1

IMPACT

Agriculture and Maine's Food Economy

Moving to scale

Launched Maine's first food, beverage and agriculture scale-up accelerator; 18 companies have enrolled (10 graduates). 22 companies benefitted from additional industry analysis and technical assistance. 12 early-stage companies completed a Top Gun food and beverage startup program.

Expanding Markets

New MarketShare Accel program supports export-oriented food companies with market data and resources needed to successfully expand sales regionally and nationally. 10 companies now enrolled.

Expanding access to capital

Connected 60+ investors with 40 companies.

Connecting assets

New "NextFacility" effort connects local economic development and real estate professionals to build the food economy. "Hot spots" identified in Waterville, Lewiston, Auburn, Saco, and Biddeford.



Program Participant
Emily Sharood Dickinson, Mousam Valley Mushrooms

IMPACT

Agriculture and Maine's Food Economy

64

GROWING
COMPANIES

60+

INVESTORS
ENGAGED

106

JOBS
CREATED*

“Known for being at the end of the road, Maine is also known for the persistence of its people, and that combined with strategic support will enable remarkable changes to occur in its food industry.”

**—JUNE SLEEPER, AGRICULTURE
IMPLEMENTATION TEAM MEMBER**

*Includes direct and indirect jobs



We Are Moving An Emergent Industry From Potential To Reality.

FOCUSMAINE'S STRATEGY IDENTIFIED AQUACULTURE AS A POWERFUL PLATFORM FOR FUTURE JOBS.

With the **Gulf of Maine Research Institute, Maine Aquaculture Association, and Maine & Company**, we are raising global awareness about the opportunities in Maine, supporting new sea farmers with the tools they need to be successful, and helping to meet talent needs to grow the industry.

Bucksport Salmon Farm Receives The Last Permit It Needs To Start Building

By NICK SAMBIDES JR. - BANGOR DAILY NEWS - 14 MINUTES AGO



NEWS

E-RESOURCES

SUPPL

Maine's Bangs Island Mussels expanding production with new acquisition

By Madeyn Kearns
November 12, 2019

SHARE f t i n

BUSINESS - Posted November 28 | Updated November 21

Dutch company chooses Down East town as home for its multimillion-dollar fish farm

Kingfish Zeeland proposes raising yellowtail in Jonesport, a project that would further Maine's surge in land-based seafood 'farming.'

BON BUSINESS

Latest News | Acadia Folk Music | Bangor Metro | Stylolish Ban | Today's Paper

Sharing

W7 Party ID
November 28

Eel aquaculture business gets approval to build facility in midcoast town

MOST POPULAR



BUSINESS

The future looks bright for Maine's growing aquaculture industry

There are 200 aquaculture farms on coastal Maine waters producing 25 different species in a sustainable way.

undercurrent NEWS
undercurrent business news from beneath the surface

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NORTH AMERICA - ATLANTIC OCEAN - LOCAL

US state of Maine satisfied Nordic Aquafarms has necessary property rights



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Features > Management Marine Profile Sustainability
Technology
Made in Maine

The makings of a North American RAS hub

Mainebiz

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Updated April 25, 2019

As some fisheries crashed, lobster and aquaculture filled the gap

IMPACT

Aquaculture and Maine's Food Economy

Moving beyond start-up

45 companies benefitted from our work. 9 of those graduated from a first-ever aquaculture Top Gun accelerator program, with a new cohort of 8 in process.

Protecting sea farmers and crops

Crop insurance now extended to cover more aquaculture products, with 2x protection cap. (Will roll out in 2021)

Identifying skills needs

Completed workforce development study, which included surveys of lease holders and 40 education and workforce training professionals.

Expanding interest

A growing global funnel of interest in Maine, with four companies publicly pursuing approval to move toward ribbon cutting.



IMPACT

Aquaculture and Maine's Food Economy

45

GROWING
COMPANIES

17

AQUACULTURE
TOP GUN
PARTICIPANTS

41

JOBS CREATED*

“Mainers up and down the coast stand to benefit greatly from this new dynamic: good jobs, revitalized communities, old facilities given a new life, and more sustainable and nutritious food on our tables and for the world.”

— KIMBERLY HAMILTON, PRESIDENT, FOCUSMAINE

*Includes direct and indirect jobs



Bangs Island Mussels, Program Participant

We are creating a center of gravity in Maine for a growing global industry.

Over Half of Maine's Life Science Jobs are in the Pharmaceutical and Medicine Manufacturing and Scientific Research & Development Services Sectors.

THERE IS AMPLE EVIDENCE THAT MAINE CAN ATTRACT A PORTION OF THE GLOBAL BIOPHARMA INDUSTRY.

FocusMaine is working with other committed organizations who share our vision for a bigger, prosperous and vibrant life science community in Maine. Maine has a powerful story to tell. We are amplifying that message, building bridges to interested companies, and fostering a stronger manufacturing and lab/innovation economy.

2,144 jobs | 29%
Pharmaceutical and
Medicine Manufacturing

2,083 jobs | 28%
Scientific Research and
Development Services

1,167 jobs | 15%
Medical and Diagnostic
Laboratories

947 jobs | 13%
Medical Equipment and
Supplies Manufacturing

1,102 jobs | 15%
All Other

7,433 Total Jobs

From BioME's State of the Industry 2019

IMPACT

Biopharma and Maine's Life Sciences Economy

Building a pipeline

24 companies interested in pursuing deeper conversations about opportunities in Maine.

Cultivating interest

One global company actively exploring supply chain expansion and innovation opportunities in Maine. One company exploring lab expansion on the peninsula.

Marketing Maine

Launched marketing and communication effort to raise the profile of Maine among the Boston life sciences community.

Building partnerships

Working with the new IDEALS effort to join forces to attract new companies to Maine and promote a shared vision.

Knowing the competition

Identified regional and other state and local incentives to promote biopharma in Maine.



IMPACT

Biopharma and Maine's Life Sciences Economy

3

COMPANIES IN
ACTIVE
EXPLORATION

24

COMPANIES IN
THE PIPELINE

1

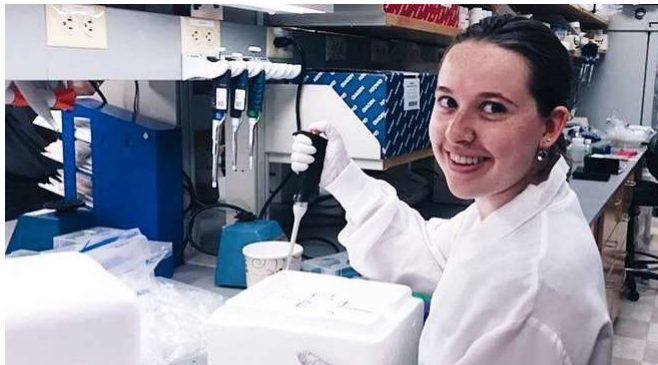
FEASIBILITY
STUDY OF LIFE
SCIENCES

“The challenges confronting economic developers seeking to establish, nurture and to grow the life science and bio-pharma cluster in Maine, specifically Southern Maine, will require focus, creativity, consistency and perseverance.”

—FROM FACILITIES LOGIX FINAL FEASIBILITY REPORT



We are Fueling Interest in Maine and in Maine Businesses, in Partnership with Educate Maine and Live and Work in Maine.



SAM BARRY, 2019 MAINEHEALTH INTERN



ORIENTATION EVENT IN PORTLAND



MEREDITH DUFFY TOP 100 INTERNS BY WAYUP



PROFESSIONAL DEVELOPMENT WORKSHOP IN AUGUSTA



OPENING EVENT: BOWLING IN PORTLAND. INSTAGRAM ACTIVITY AND LIVE AND WORK IN MAINE COMPETITIONS FUELED NETWORKING.



KAYAKING AND OTHER SOCIAL AND RECREATIONAL ACTIVITIES LED TO INCREASED CONNECTIONS WITH MAINE'S QUALITY OF LIFE. A FIRST EXPERIENCE FOR MANY INTERNS.

IMPACT

Skills and Talent

Exceeded Goal:

>1,200 Interns in 3 years against a goal of 1,200.

Expanding geography and participation

40 employers in Portland, Bangor, August and others.

Growing employment

80% of employers offered a job to at least one intern in 2019.

In it for Maine

Increase from 39% to 59% of interns reporting that they are interested in staying in Maine, comparing pre- to post-internship survey.

In it for Maine's employers

Increase from 44% to 59% of interns reporting being extremely or very interested in working longer-term for their employer, comparing pre- to post-survey.

In it for our sectors

50 aquaculture interns in the 2019 cohort for the first time.



IMPACT

Skills and Talent

MORE THAN
1,200
INTERNSHIPS

MORE THAN
40
EMPLOYERS

~150
JOB OFFERS IN
2019*

“FMIE is strengthening the existing ecosystem of young educated workers in Maine, which is a vital source of talent for our business.”

—MAINE EMPLOYER AND FMIE HOST

* Self-reported by interns



Look Ahead

As we enter our next three-year strategy, we're excited about what is ahead. Maine's reputation for aquaculture continues to grow globally. Maine's food businesses are seeking out our technical assistance to make high quality food and share it beyond the state. Maine's life sciences sector is outpacing other New England states, creating a promising environment to attract more businesses to the state.

Our work supports these trends, knowing that we are building the pathway to more jobs in Maine and developing a model for other rural states to follow.

Catalyzing Jobs

Where Maine's Assets
Meet Global Trends.

Thank you.

Contact Information:

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www.focusmaine.org



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