Catalyzing Jobs
Where Maine’s Assets Meet Global Trends.
Highlights and Impact Overview

2 Years Into A 10 Year Journey

JANUARY 2020
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.

<table>
<thead>
<tr>
<th>Increase in Year over Year Revenue (Total and Export)</th>
<th>$3 Million+ in Investments</th>
<th>2 Acquisitions</th>
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<tbody>
<tr>
<td>Increased Production Capacity (5 Facility Expansions, 6 Facility Redesign / Efficiency Projects)</td>
<td>17 Technical Assistance Projects Completed</td>
<td>45% increase in Number of Companies Supported*</td>
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*Year 2 vs. Year 1
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.
“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.
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 famers 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
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.

<table>
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<tr>
<th>Sector</th>
<th>Jobs</th>
<th>%</th>
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<tbody>
<tr>
<td>Pharmaceutical and Medicine Manufacturing</td>
<td>2,144</td>
<td>29%</td>
</tr>
<tr>
<td>Medical and Diagnostic Laboratories</td>
<td>1,167</td>
<td>15%</td>
</tr>
<tr>
<td>Medical Equipment and Supplies Manufacturing</td>
<td>947</td>
<td>13%</td>
</tr>
<tr>
<td>All Other</td>
<td>1,102</td>
<td>15%</td>
</tr>
<tr>
<td>Scientific Research and Development Services</td>
<td>2,083</td>
<td>28%</td>
</tr>
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7,433 Total Jobs

From BioME’s State of the Industry 2019
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.
“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.
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.
“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
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.

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