

# MOMENTUM

Together, we're accelerating Maine's growth.

2021 Annual Impact Report

**FOCUSMAINE**

CATALYZING JOBS WHERE MAINE'S ASSETS MEET GLOBAL TRENDS

# A MESSAGE FROM THE PRESIDENT & CO-CHAIRS

Here at FocusMaine, we're working hard to make Maine as synonymous with innovation, economic growth, and career opportunities as it is with travel and leisure.

All of the organizations we partner with share a deep commitment to the people, businesses, communities, fields, and coastline that make Maine unique. Together, we are more than mentors, advisors, or coaches. We are champions for the state of Maine and the visionaries, entrepreneurs, and young people poised to define its future.

True to our name, we concentrate our efforts within three signature sectors of Maine's economy with great potential for short-term impact and long-term sustainability—agriculture and food production, aquaculture, and biopharmaceuticals.

Thanks to your support and the great work of our partners, our investments have positively changed the trajectory of companies planting roots in Maine and have created bridges that didn't exist for young people looking to enter Maine's workforce. In this process, we've created more than 800 jobs and supported nearly 160 companies. We have helped turn dreams into jobs and we're just getting started.

Encouragement, connections, direction, and support—these are the foundation upon which we are building a stronger and more synergistic engine to boost Maine's economy. This engine has the power to help create and sustain hundreds of thriving businesses, thousands of quality jobs, and millions of dollars in future revenue.

We're delighted to update you on the cumulative progress and 2021 highlights in each of our signature sectors and the talent-building pipeline. Thank you for sharing your energy and your commitment to this state.



A handwritten signature in black ink that reads "Kimberly Hamilton".

Kimberly Hamilton, Ph.D.  
President, FocusMaine



A handwritten signature in black ink that reads "Michael Dubyak".

Michael Dubyak  
FocusMaine Co-Chair



A handwritten signature in black ink that reads "Andrea C Maker".

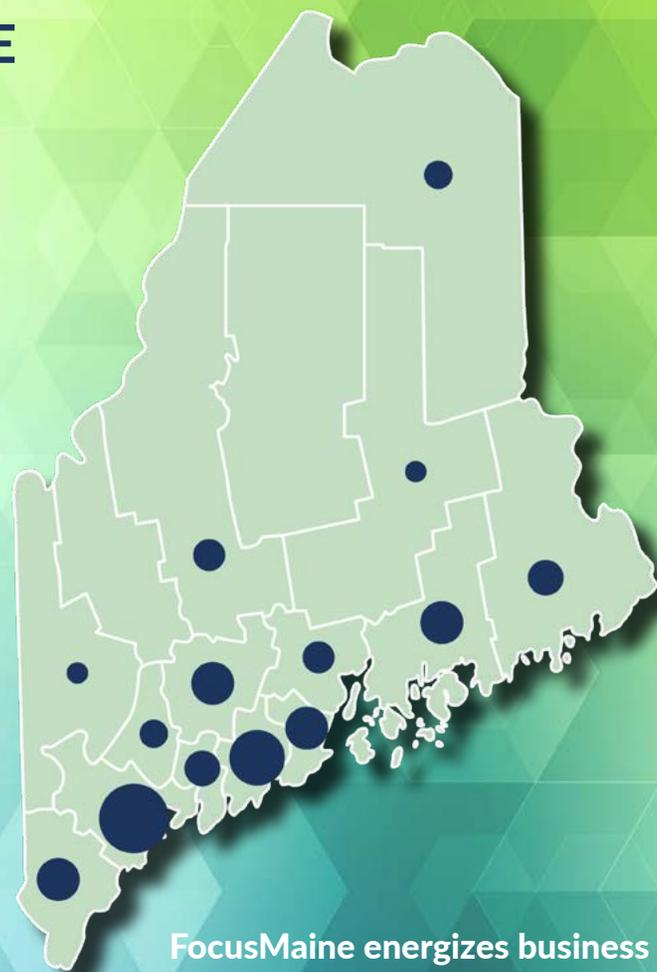
Andrea Cianchette Maker  
FocusMaine Co-Chair

## WE ARE CHAMPIONS FOR THE STATE OF MAINE

Seven years ago, a group of engaged business leaders gathered to confront the troubling statistics regarding Maine's aging workforce, regional economic inequities, and stagnant growth statewide. They refused to accept the narrative that Maine was a tough place to start a business and homegrown talent would inevitably leave for larger cities with more opportunities.

What began as a brainstorming session became FocusMaine, a private sector-led initiative designed to accelerate the creation of quality jobs and strengthen workforce capacity. True to our name, we concentrate our efforts within three signature sectors of Maine's economy with the greatest potential for short-term impact and long-term sustainability—value-added agriculture and food production, aquaculture, and biopharmaceuticals.

By working with a diverse network of high-impact partners, we transform Maine's unique assets into opportunities for today's entrepreneurs and tomorrow's workforce. We're also showing the world what's possible when business leaders from vastly different backgrounds combine their passion, vision, and resources to help make the state they love an even better place to live and work.



**FocusMaine energizes business growth across the state. With our partners, we are transforming Maine's assets into opportunities for today's entrepreneurs and tomorrow's workforce.**

# GENERATING OPPORTUNITY AND PROSPERITY FOR MAINE

FocusMaine works in partnership toward shared goals. Together, our efforts in the first four years are transforming Maine's talent and assets into opportunity and prosperity.

Invested  
**\$8M+**  
in Maine Businesses,  
Organizations, and Projects



Invested  
**\$5.9M+**  
in Maine's  
Food Economy



Helped Secure  
**\$2M+**  
Federal Funding  
for Maine's  
Marine Economy



Helped Secure  
**\$500K**  
Federal Funding to  
Increase Biomanufacturing  
Job Opportunities in the Region



**800+**  
Jobs Created



# BUILDING SKILLS & TALENT FOR MAINE'S FUTURE



*FocusMaine supports efforts that strengthen skills, offer dynamic job opportunities within our most competitive sectors, and build an affinity for Maine among people entering the workforce.*



90% of MCC respondents agreed or strongly agreed that *Maine is a vibrant place to live and work.*

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# 2,100+

Amazing Interns



*"I moved to Maine two years ago, and I had never fully experienced everything Maine has to offer until this summer. MCC events were super fun and enriched my summer internship experience."*

*Maria Orellana Rosales,  
Intern with Bigelow Laboratory  
for Ocean Sciences*

38 employers from various industries participated in the Maine Career Catalyst in 2021 and hosted 480+ interns across the state, including 105 interns in FocusMaine's key sectors.

The Equity in Internships Program (EQUIP) awarded 10 stipends to BIPOC interns facing financial barriers to accepting an internship.

# 90

Participating Employers



Our new Aquaculture Pioneers program combines practices of long-term stewardship of Maine's ocean resources with a paid internship opportunity.

# 480+

Committed Sector Interns

# EDUCATE MAINE



# HELPING MAINE LEAD THE AQUACULTURE REVOLUTION



Maine already enjoys global recognition as a premium source of high-quality, sustainably raised, delicious seafood. FocusMaine seeks to leverage the state's reputation to advance the promising aquaculture industry and support sea farmers and innovators all along the coast.

# 60+

Aquaculture and Seafood Companies have Benefited from Technical Assistance



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In 2021 alone, over 35 one-to-one business coaching sessions were conducted to help prepare sea farmers for growth and success.

*“Our partnership with FocusMaine has strengthened Maine’s aquaculture sector. Our support for Maine’s aquaculture producers is not only helping to spur job growth but also sustaining Maine’s working waterfront and, importantly, making the coast of Maine more resilient.”*

*Sebastian Belle, Executive Director of Maine Aquaculture Association*

We supported a first-in-the-nation project that developed aquaculture industry occupational standards which are now the basis of statewide education credentials, curriculum, and an apprenticeship program.



We are proud to be a founding partner of SEAMaine—an industry-led initiative bringing together leaders in Maine’s commercial fishing, aquaculture, and seafood economy. We are working together to build a plan that responsibly sustains our heritage, supports the growth of good jobs, builds sector resilience, and fosters innovation to keep Maine at the forefront of this globally competitive sector.



# CREATING NEW RESOURCES FOR MAINE'S FOOD PRODUCERS



*FocusMaine helps to transform great ideas into businesses that create new jobs and boost the state's economy. We support partners and programs that incubate, mentor, and accelerate new and growing food and beverage businesses throughout the state.*



We helped to launch a new accelerator program to mentor and scale marine food companies.

# 160+

Food Companies have Benefited from Technical Assistance



*"Joining MCE's Cultivator Program is one of the best decisions we've made. It has allowed us to understand our business at a deeper level and improve our performance on all fronts."*

*Shovel and Spoon*

We are supporting on-the-ground research to better understand and meet the culinary preferences of People of Color and identify opportunities of growth for Maine farmers, food producers, and retailers.



In 2021, over 40 companies participated in the Cultivator, MarketShare, and Tastemaker programs that help small businesses extend market reach, increase profitability, and build quality jobs for Mainers.



Coastal Enterprises



MAINE CENTER FOR ENTREPRENEURS

# LINKING MAINE TO REGIONAL BIOPHARMA OPPORTUNITIES



At FocusMaine, we believe Maine has all the natural, cultural, and intellectual resources to encourage new life science businesses to start here and existing companies to relocate here.



# 50+

Companies Introduced to Life Sciences Opportunities in Maine

*"Maine is strongly positioned to support regional biomanufacturing growth and to benefit from our proximity to research and development centered in Boston and Cambridge. This means more on-ramps for people in Maine to be a part of this transformational industry and more connections across the region to strengthen innovation and economic opportunity."*

Kim Hamilton,  
President, FocusMaine



We joined local and regional partners to secure \$500K for a regional biomanufacturing plan through the EDA.

Building on the recommendations of a Life Sciences Feasibility report, we assembled a new Biopharma Advisory Team to guide our efforts to grow the sector in Maine.

We have connected with over 50 Boston-based life sciences companies to share the benefits of expanding their operations into Maine.



AVIGO

BIOME  
Bioscience Association of Maine

# MOMENTUM CONTINUES

Traded jobs —those that deliver goods and services out of state— have a multiplier effect in the local economy. These quality jobs tend to be full-time, offer benefits, and pay higher wages. Our analysis of data from the Bureau of Labor Statistics Quarterly Census of Employment and Wages shows promising growth trends in our three sectors. We remain confident in the fundamentals of our strategy to grow good jobs.

**Food and beverage manufacturing:** Despite the negative impact of the pandemic on this sector, Maine's overall growth mirrors national trends and outperformed Massachusetts.

**Aquaculture:** Maine has seen strong growth in the last 5 years and has outperformed Massachusetts and national trends.

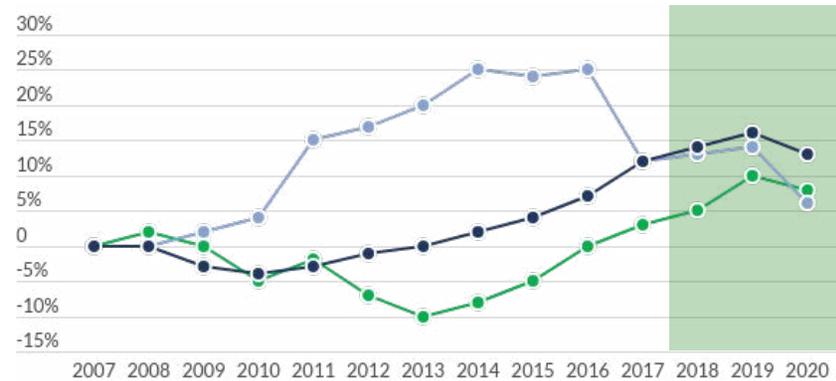
**Biopharma manufacturing:** Maine has outperformed Massachusetts and the nation despite little growth in the sector nationally.



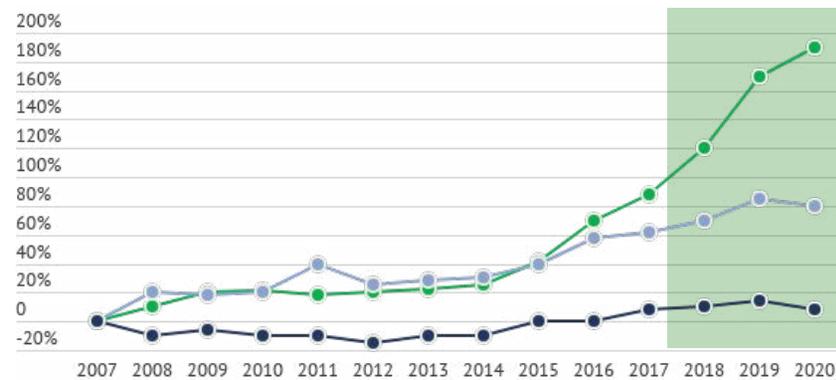
\*Data from US Bureau of Labor Statistics (BLS) Quarterly Census of Employment and Wages (QCEW) that is derived from business unemployment insurance data reported monthly to state Departments of Labor. Data does not include sole proprietor and self-employed.

## EMPLOYMENT TRENDS BY SECTOR SINCE 2007

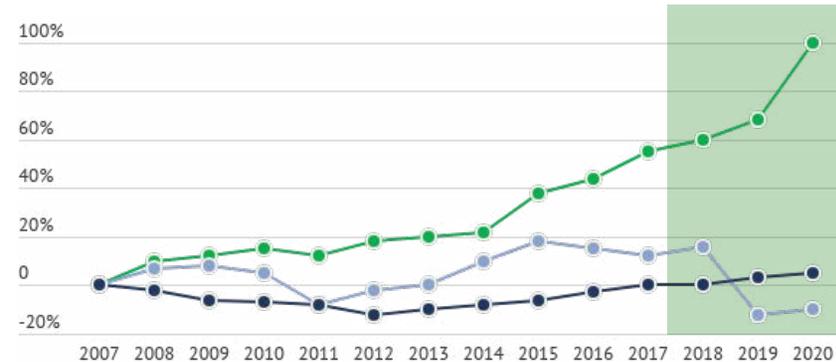
Food & Beverage Manufacturing Change in Employment 2007 to 2020



Aquaculture Change in Employment 2007 to 2020



Biopharma Manufacturing Change in Employment 2007 to 2020



## OUR LEADERSHIP TEAM

FocusMaine is guided by a dynamic leadership team that includes some of Maine's most respected business executives.

**Michael E. Dubyak**

Co-Chair, FocusMaine  
Former President, CEO, & Chairman WEX, Inc.

**Andrea Cianchette Maker**

Co-Chair, FocusMaine  
Former Partner, Pierce Atwood LLC

**Michael Bourque**

President & CEO  
MEMIC

**Jay Dearborn**

President, Corporate Payments  
WEX, Inc.

**Dr. John Fitzsimmons**

President Emeritus  
Maine Community College System

**Clifton Greim**

President  
Frosty Hill Consulting

**Kimberly Hamilton, PhD**

President  
FocusMaine

**Charles E. Hewett, PhD**

Executive Director  
Institute for Engineering and Life Sciences (IDEALS)

**Chip Kelley**

Maine Market President  
KeyBank

**Ed McKersie**

Founder & President  
ProSearch, Inc.

### ADVISORY TEAM LEADS

#### *Academic*

**Joan Ferrini-Mundy**

Team Chair  
President  
University of Maine  
UMS Vice Chancellor for  
Research and Innovation

#### *Business*

**Dana Connors**

Team Chair  
President  
Maine State Chamber of Commerce

#### *Research*

**Charles Lawton, PhD**

Team Chair  
Former Chief Economist  
Planning Decisions, Inc

# Thank You for Helping Us Create MOMENTUM

We at FocusMaine are immensely grateful to the following donors who supported our efforts with financial contributions in 2021.

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The Builders Initiative

Tilson Technology

Unum

WEX, Inc.

Wright Ryan

Your generosity has never been more valuable.

*Thanks to the generous support of the Harold Alford® Foundation, every dollar contributed to FocusMaine will be matched by an additional four dollars.*

We invite you to take advantage of this extraordinary opportunity to quadruple your impact on our efforts to accelerate Maine's economy and secure the future for Maine's families. Please donate to FocusMaine today at [focusmaine.org/donate](https://focusmaine.org/donate).

# FOCUSMAINE

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