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FOCUSMAINE

A CATALYST TO GROW SELECT SIGNATURE INDUSTRIES.

FocusMaine Partners to Launch Job Creation Strategies

FocusMaine is transitioning into its ten-year Implementation Phase to catalyze the accelerated growth of jobs in select signature industries and to help build Maine's knowledge worker capacity. In this phase, FocusMaine is partnering with key Maine organizations who will be delivering programs and services designed to grow businesses in the selected sectors. To support this initiative, the Harold Alfond® Foundation has awarded a \$4.9 million, 3:1 challenge grant, payable over three years. FocusMaine is currently raising the \$1.2 million match to secure the grant, and allow for full implementation of our strategies. FocusMaine has a goal to stimulate the growth of between 5,000 to 12,000 direct traded jobs (primarily engaging in exports from Maine) and 14,000 to 32,000 indirect jobs (supplier and supports) over the course of the next ten years.

This transition follows extensive work completed during the Research and Planning Phases, where FocusMaine identified the promising potential for Maine to become a renowned producer of high quality, traceable food to regions far beyond Maine, and to build a biopharmaceutical research and development sector. The food sector has been further refined to focus on Agriculture and Aquaculture separately.

Food Sector

In Agriculture, FocusMaine identified four strategies to help catalyze the growth of Maine food growers and producers and is partnering for the next three years with the following organizations to implement those strategies:

- Maine Center for Entrepreneurial Development to cultivate growth companies by delivering a food company accelerator program to about ten companies per year;
- Coastal Enterprises, Inc. to strengthen the value chain from field to consumer by conducting a supply chain analysis of three food subsectors;
- Coastal Enterprises, Inc. to strengthen Maine's food industry by providing a series of forums to connect food companies and food investors to increase capital flow into those companies; and
- With a yet to be determined partner, to strengthen Maine's food industry export and support system by connecting export-oriented Maine farmers and food processors to regional, national and international buyers.

In Aquaculture, FocusMaine identified several strategies to unleash Maine's aquaculture potential. FocusMaine is partnering with the Maine Aquaculture Association, the Gulf of Maine Research Institute, and Maine & Company to provide services and tools to:

- Accelerate the growth of small aquaculture businesses by
 - Providing training and tools to enhance business knowledge;
 - Expediting the business development phases of start-up or newly licensed companies;
 - Coordinating support resources through an information clearinghouse;
- Recruit large aquaculture firms to Maine; and
- Facilitate access to capital and risk management solutions such as aquaculture crop insurance.

Biopharma Manufacturing and Development Sector

FocusMaine identified the opportunity for Maine to become a host for biopharmaceutical manufacturing and development, to tap into this rapidly growing biotech subsector in the Boston area. A feasibility study of this potential is currently underway with a grant from Maine Technology Institute. Should FocusMaine move forward with a biopharmaceutical manufacturing strategy, this will be done in partnership with Maine & Company.

Knowledge Workers

The FocusMaine Knowledge Worker team will continue progress on its three initiatives:

- Piloting the FocusMaine internship program this summer involving 16 companies and over 260 college level interns. This program will be further refined based on the pilot program and offered to Maine employers across the state at a statewide forum next year;
- Conceptualizing the development of an App to be used as a recruitment strategy by engaging Maine's diaspora in Maine news and opportunities; and
- Developing a strategy to improve broadband capabilities across Maine.

Planning Phase Overview

These Implementation Phase strategies were designed during a year-long Planning Phase, engaging individuals with deep knowledge in their respective sectors. These teams identified key strategies that promise to provide the support and resources needed to help these sectors grow. FocusMaine then identified key collaboration partners to design programs and services to execute the strategies. The organizations

built budgets necessary to support three years of operations. These plans were vetted by the Leadership Team, who then secured the Harold Alfond® Foundation grant, launching the Implementation Phase.

Organization for Implementation Phase to Include President Role

The FocusMaine Leadership Team is committed to steward this initiative for ten years. The Foundation for a Strong Maine Economy, at the Maine State Chamber of Commerce, will continue to serve as the fiscal agent and backbone organization for FocusMaine. To provide the daily attention needed during the Implementation Phase, a FocusMaine President role is being created. The President will collaborate with the FocusMaine partner organizations and stakeholders to manage the programs, as well as align and create synergies between the various programs, with the ultimate goal of accelerating the creation of jobs.

Thank You

We are grateful to the many, many individuals who have contributed countless hours of their time and resources during the Research Phase and Planning Phase, bringing FocusMaine to this exciting moment in time. We look forward to continuing to work with you and our partners to achieve our mission to strengthen and revitalize opportunity and prosperity in Maine.

About FocusMaine

FocusMaine is a private-sector led initiative within the Foundation for a Strong Maine Economy, serving as a catalyst to grow select industries in Maine. Its mission is to strengthen and revitalize opportunity and prosperity in Maine. FocusMaine was founded on three core principles:

- First, driving the process is a group of private sector leaders who have a proven track record of creating job growth in the state;
- Second, utilizing best private sector practices; and
- Third, stewarding the process by optimizing results through a non-biased research phase, tapping industry thought leaders to formulate business plans, and funding and overseeing the critical implementation phase.

For more information about FocusMaine, please visit focusmaine.org.