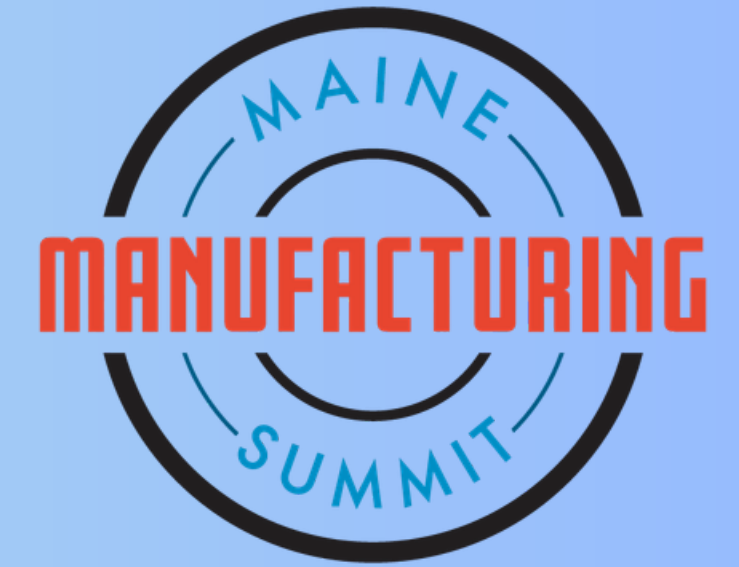




**Manufacturers
Association
of Maine**



2026

Manufacturing Summit & Gubernatorial Forum

Advancing the Future | Manufacturing in Maine

May 8, 2026



Manufacturers
Association
of Maine

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**Manufacturers
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Advancing Manufacturing

**Educator Externship
with Educate Maine**

**Manufacturing
Apprenticeships**

**Telecommunications
Modernization**

**Pass-through
Entity Tax**

**Health Insurance
Captive**

**Marketing &
Awareness**





**Manufacturers
Association
of Maine**

Today's Program

Morning

- Commissioner Michael Duguay, Maine DECD
- Advanced Manufacturing Panel
- Youth Panel with SkillsUSA Maine
- Partner Presentations
- Keynote: U.S. Senator Susan Collins

Afternoon

- Lunch
- Gubernatorial Forum
- Candidate Networking

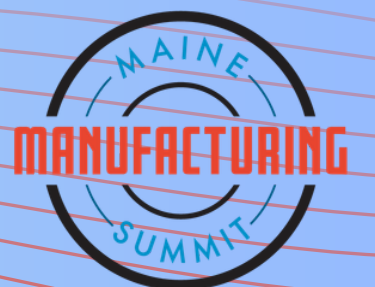
Guest Speakers



**Senator
Susan Collins**



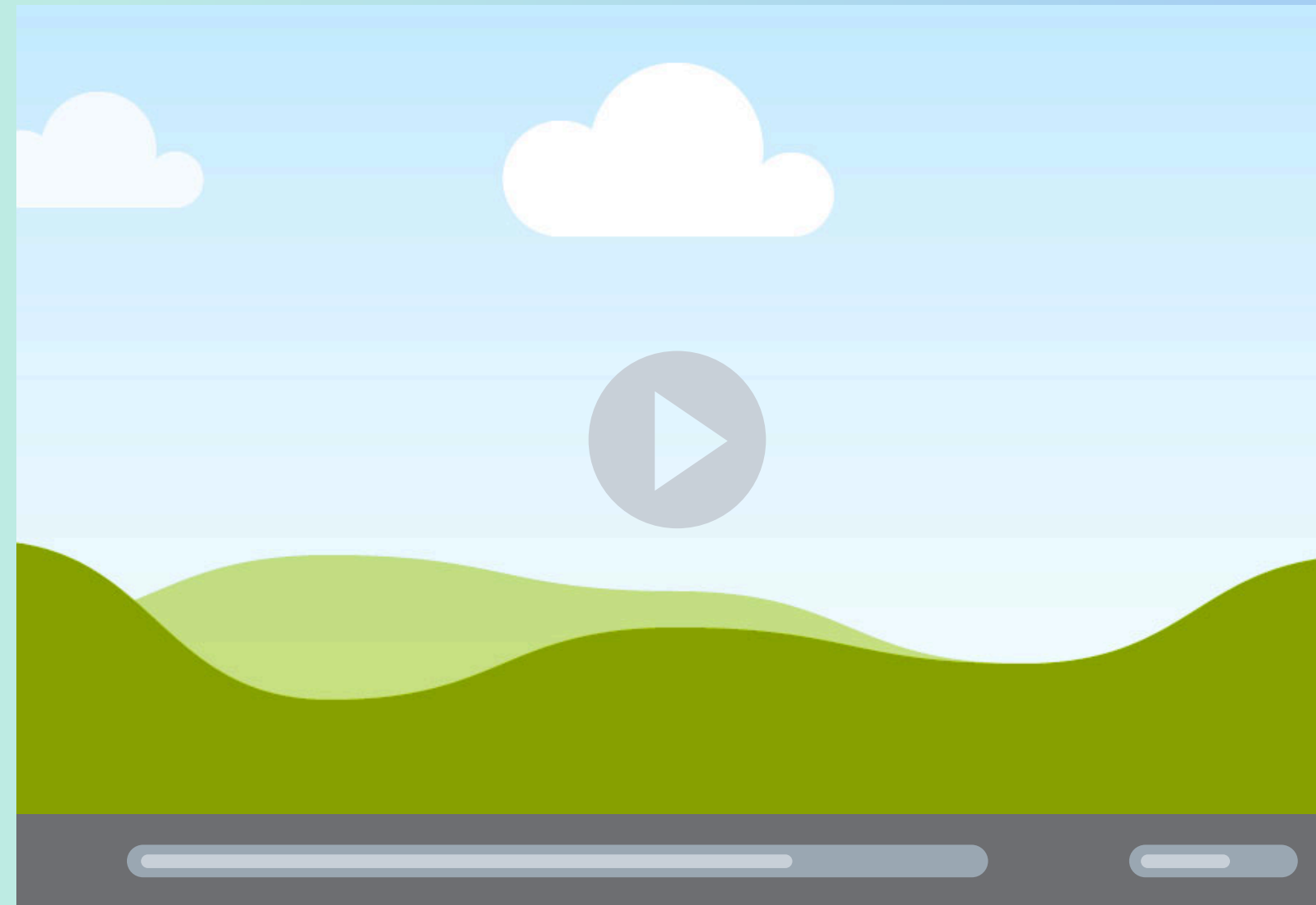
**Commissioner
Michael Duguay**





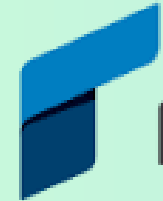
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Fuel the Future





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TEXAS INSTRUMENTS

10



**YEARS OF
POWERING
THE FUTURE**



**SAUNDERS
ELECTRONICS**

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NOVABRAID[®]
PERFORMANCE BY DESIGN

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to our
founding
supporters!**





**Manufacturers
Association
of Maine**

**Guest
Speaker**



Michael Duguay
Commissioner, Maine DECD





**Manufacturers
Association
of Maine**

**Panel
Discussion**

Smart Manufacturing



MAINE'S SMART MANUFACTURING ROADMAP

From Roadmap to Results

Putting Smart Manufacturing to Work for Maine's Workforce

Moderators:

Jack Lesko, Roux Institute at Northeastern

John Belding, UMaine Advanced Manufacturing Center

MAME Spring Meeting 2026 • In partnership with Maine DECD

WHY IT MATTERS TO YOUR SHOP

Smarter investments. Sequenced for *your* operation.

GUIDED BY ROI

Investments are sequenced by payback and readiness, not by hype.

BUILT WITH WORKERS

All job functions participate in co-designing the plan, so adoption sticks on the floor.

RIGHT-SIZED FOR ANY SHOP

You are not too small or too early. The roadmap meets you where you are.

FROM DATA TO DECISIONS

Right info, right people, right moment — faster response to upsets.



The roadmap doesn't ask you to bet the shop on a tech stack.

*It tells you what to do **first**, what to do **next**, and what can wait.*

THE SMR PROCESS

Four stages, one tailored roadmap.



From the shop-floor to the central office realities to a sequenced plan, in four stages.

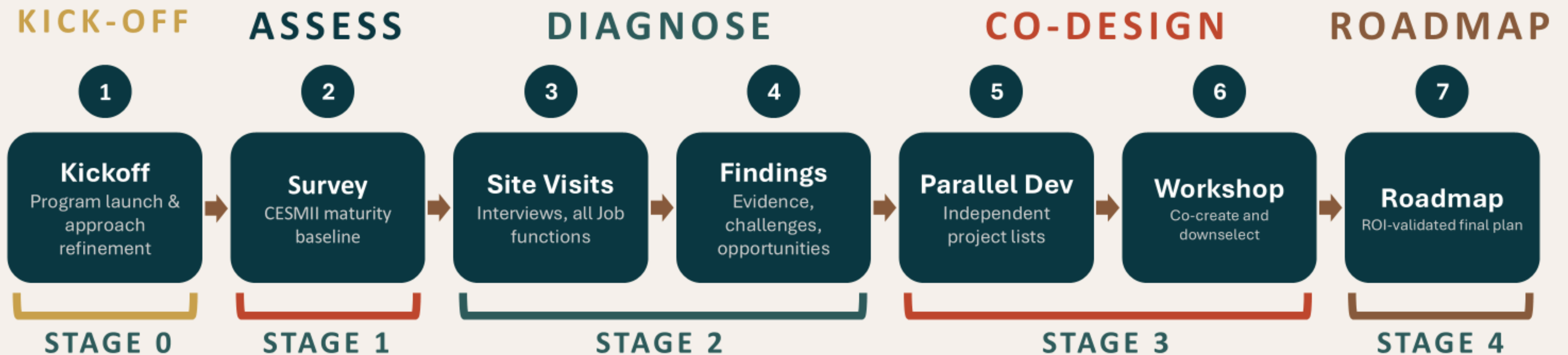
Each stage informs the next. The roadmap reflects **your operation** — not a generic playbook.

OUR SHARED GOAL & PROCESS

Four phases. Seven working steps.

Developing a sequenced, financially grounded Smart Manufacturing Roadmap, co-created with your team in a facilitated process.

THE PROCESS



About 8–12 weeks per shop, with leadership and frontline operators in the room at every stage.

MEET THE PANELISTS

Two Maine manufacturers. Two roadmaps in motion.



Barry Doyle

Chief Executive Officer

KENNEBEC TECHNOLOGIES

Augusta, ME

Precision contract manufacturing



Nick MacArthur

Manager, Automation Engineering

ELMET TECHNOLOGIES

Lewiston, ME; Coldwater, MI; Euclid, OH

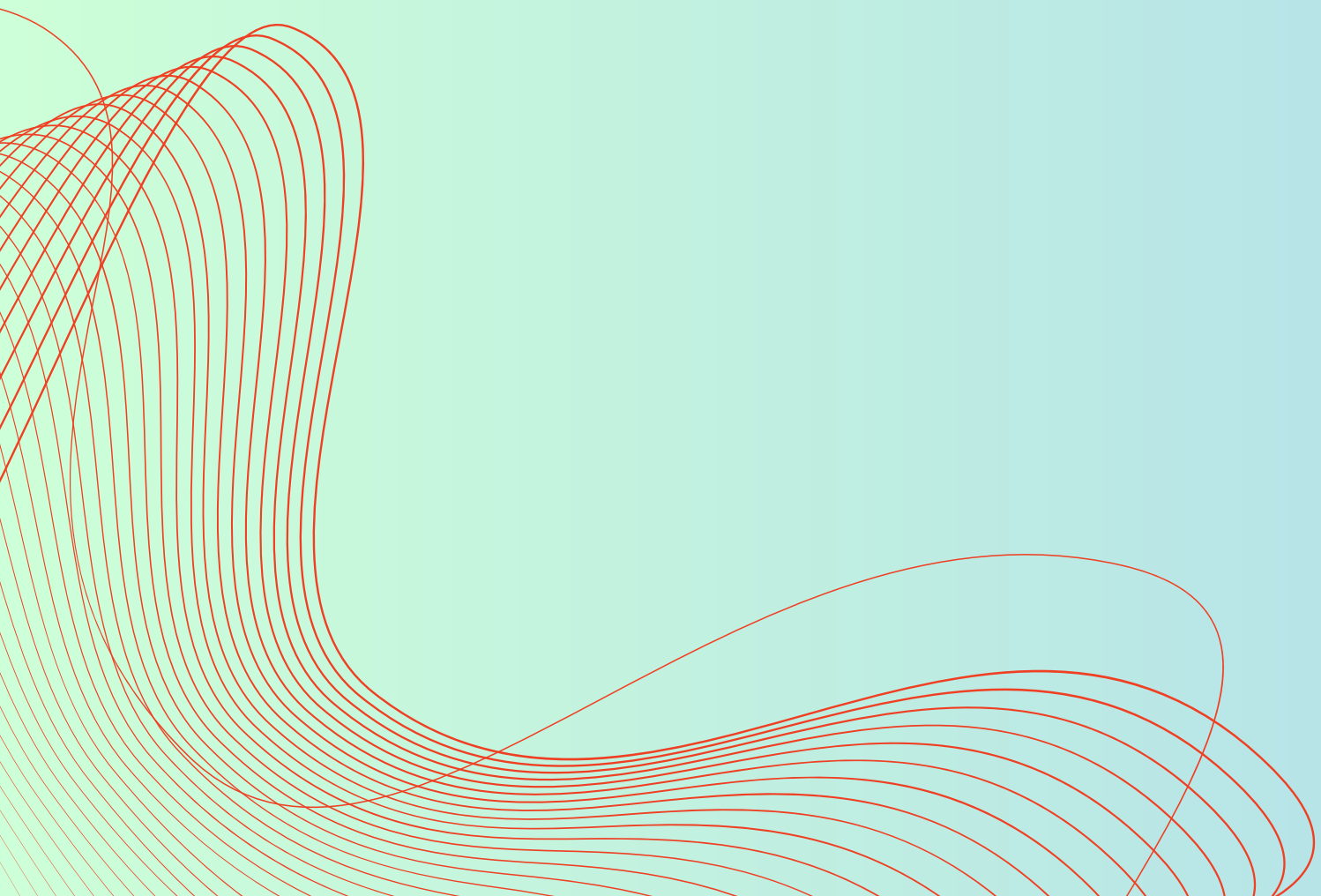
Refractory metals manufacturing

Both companies completed structured site assessments, maturity diagnostics, and tailored digital transformation roadmaps through Maine's Smart Manufacturing Roadmap program.



**Manufacturers
Association
of Maine**

Before we break!



Manufacturers – Please take our short survey!



Building off the success of the Waste-to-Wares program

Help UMaine researchers understand Maine's waste & scrap, then find opportunities for exchange and savings!

Questions?
reed.miller@maine.edu
john.belding@maine.edu





**Manufacturers
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of Maine**

Panel Discussion

Maine's Next Generation: A Youth Perspective on Careers & the Future





**Manufacturers
Association
of Maine**

Partner Presentations





**Manufacturers
Association
of Maine**

Health Insurance Captive



CLEARPOINT
HEALTH



EME Solutions for Maine Manufacturers





Brian Flannery

EME BDM New England
Maine Manufacturers

BDM with EME Team at Constellation, bringing over eight years of experience supporting commercial and industrial customers.

Key Focus Areas

- Energy efficiency and financing strategies for manufacturers
- Proactive energy cost management and infrastructure modernization
- Operational risk reduction through flexible, customer-focused solutions
- Partnership with energy-intensive organizations across New England

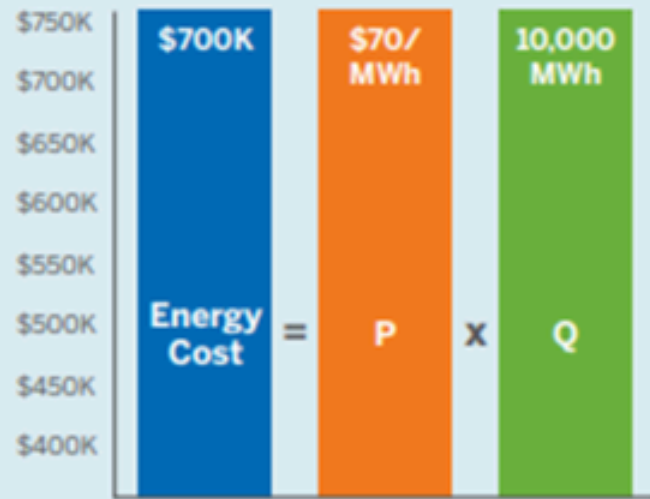
Boston Based | **New England** Market

Efficiency Made Easy

How It Works

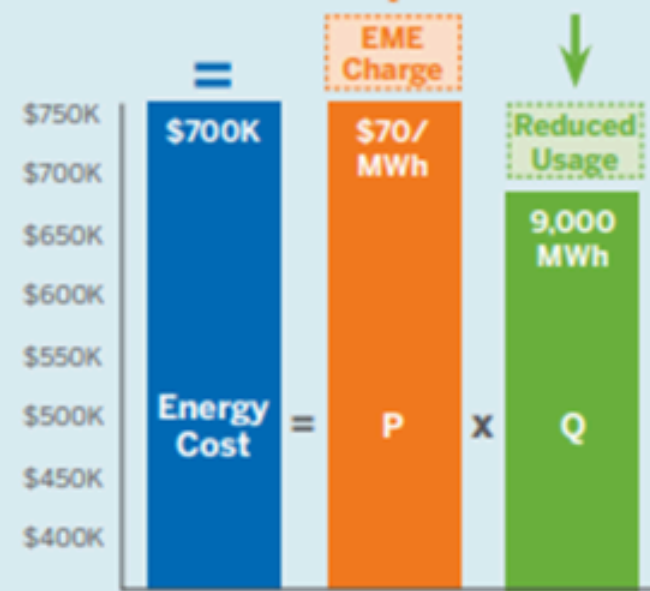
Before EME

P = Electricity Price
Q = Electricity Quantity



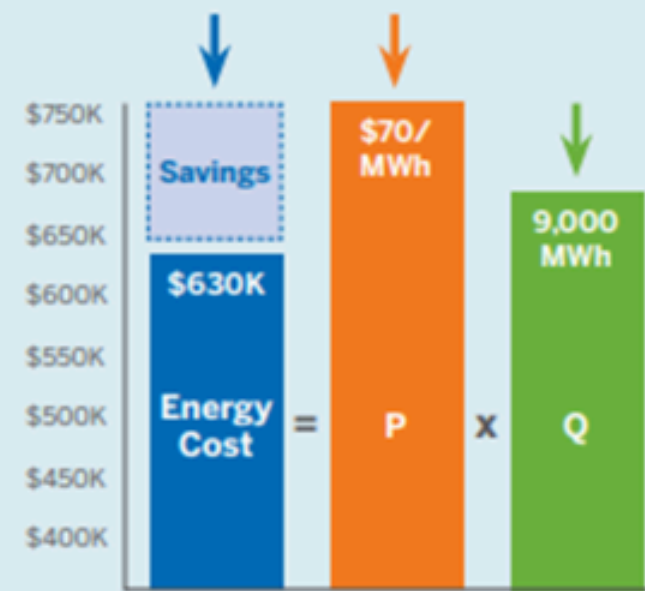
Before enrolling in EME, your electricity costs look like this.

During EME



During your EME contract, an EME charge will be added to your bill. You could see a usage reduction, evening out your overall costs.

After EME



After EME, your EME charge is eliminated and you retain all of the savings associated with reduced usage.

Benefits Summary

- Energy Savings
- Quantity Reductions
- Warranty Savings
- Maintenance Savings
- Greenhouse Gas (GHG) Savings
- No Upfront Capital Needed

Manufacturing Case Study #1

Compressed Air System Optimization

Objective

Implement targeted compressed air system upgrades to improve reliability, reduce energy consumption, and lower operating costs.

Key Outcomes

- 713,433 kWh annual energy savings
- 35% reduction in compressed air system energy use

Financial Highlights

- Project Investment: **\$289,450**
- Simple Payback: **3.8 years**



Case Study: Compressed Air Optimization

\$76,400

Annual Total Savings

12%

Total Plant Electricity Reduction

504

MT CO₂ Reduced Annually



What We Did

- Leak repair (38 leaks)
- Pressure & controls optimization
- Eliminated inappropriate air use
- Equipment modernization

What the Customer Gained

- Improved reliability & pressure stability
- Lower maintenance costs
- Reduced runtime
- Better indoor air quality

Optional Constellation EME On-Bill Funding
No upfront capital required

Manufacturing Case Study #2

Lighting Energy Waste Reduction Project

Objective

Upgrade legacy interior and exterior lighting systems to reduce energy consumption, lower maintenance costs, improve lighting quality, and support sustainability goals.

Key Results

- Simple payback: ~4.4 years (under 4 years with tax benefits)



Case Study: Lighting Energy Waste Reduction



122,000 sq. ft.
manufacturing facility

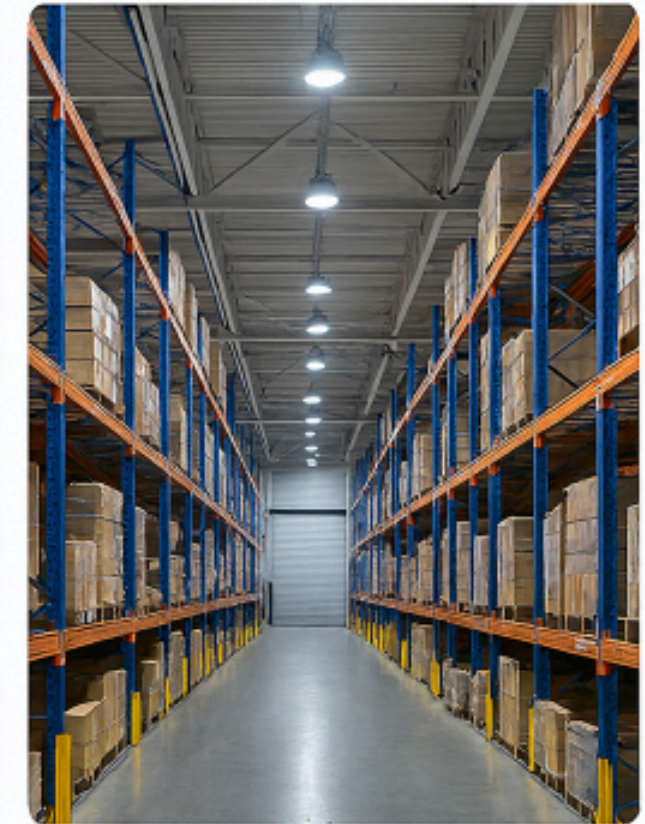
- Built in the 1970s
- 1,000 fixtures across plant, office & exterior
- Legacy lighting → LED

350,000 kWh
Saved Annually

~\$45,000
Annual Total Savings

65%
Lighting Energy
Reduction

248 MT
CO₂ Reduced Annually



~\$200K investment → ~\$458K 10-year savings
Flexible non-capital and on-bill funding available

Disclaimer

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Invest in your workforce: Funding for training available



*State Workforce
Development
Board*

Stevens Amendment:

The Industry Driven Skills Training Fund Grant (Program: Defense & Manufacturing Training Fund) is 100% supported by the U.S. Department of Labor with an award totaling ~\$8M. More information can be [found at this link](#).



Maine Defense & Manufacturing Training Fund - \$8M

Partners: SWDB, MDOL, DECD, DOE, MAME, MDIA, MMA, MCCA, UMS, Roux, Maine MEP

Reimbursement up to \$8,000 per employee

2025 ROADMAP



2025: Worked with MAME, employers, & training partners to develop Advanced Manufacturing Talent Roadmap - identifying priority occupations and skills, and training for the sector.

2026-2029: \$8M funding to support to build a Skilled Trade Workforce for Maine via employer training reimbursements.

WHO QUALIFIES

Industries: Defense Shipbuilding (incl. supply chain) & Advanced Manufacturing

Employees: New hires and current employees working for Maine-based employers

Training: Must be approved before start, lead to an industry-recognized credential

Occupations: Engineering, Production & Production Management & **Digital / AI Skills**

HOW TO APPLY – 4 STEPS

1

Apply online & get JobLink account

2

Sign training agreement before training starts

3

Submit training completion info (for 1st reimbursement)

4

Submit retention info (for 2nd reimbursement)



Stack these 4 programs to invest in your workforce training

ME Workforce Development Compact (MCCS Alford Center)

Up to **\$1,200**
per employee

All Maine employers

- Free membership — 2,000+ employers enrolled
- 50% match on training costs
- Dedicated MCCS advisor included
- Workers 18+, Maine resident, HS diploma



Dirigo Business Incentive (Maine DECD)

Up to **\$2,000**
tax credit/employee

Maine employers in key sectors

- Apply for DECD certification
- Min. 20 training hours & 3 employees/year
- Business pays >\$2,000 per participant



ME Defense & Manufacturing Training Fund (Maine SWDB)

Up to **\$8,000**
per employee

Advanced Manufacturing & Defense Shipbuilding

- For priority skilled trades and digital/AI skills
- Training must be approved before it starts
- Reimbursement up to 80% of training costs – in two equal parts (upon completion & retention)



American Manufacturing Apprenticeship Incentive (US DOL)

\$3,500
per apprentice

All Mfg with Registered Apprenticeships

- Must have existing reg. apprenticeship registered in RAPID
- 90-day retention required before payment
- Up to 100 apprentices per employer

** Requires a Registered Apprenticeship Program (RAP). Maine DOL's Apprenticeship Program (MAP) can help you get registered.*

✓ Total potential value: **\$14,700+ per employee** | Contact Maine SWDB to find out which programs you qualify for



For
more
info

Website: worksourcemaine.com/training-fund



[About Us](#) [Job Search Support](#) [Maine JobLink](#)

[CAREER PLANNING TOOLS](#) [CAREER PATHS](#) [EDUCATION AND TRAINING](#) [EMPLOYER RESOURCES](#)

[Home](#) / [Pages](#) / [Defense & Advanced Manufacturing Training Fund](#)

Defense & Advanced Manufacturing Training Fund

The Maine Department of Labor's Defense and Advanced Manufacturing Training Fund provides up to \$8,000 per employee to help Maine employers train their workforce. Designed for businesses in shipbuilding and advanced manufacturing, the fund supports both new hires and current employees who need to build critical or digital skills. Employers can apply for reimbursement through a simple four-step process from submitting a training request to receiving payments tied to training completion and employee retention. Funding is limited and applications are reviewed on a first-come, first-served basis.

How it works

1. Submit a Training Request

Employers start by submitting a request form before training begins. This includes basic information about your business, the employees to be trained, and the proposed training. If you're unsure what training best fits your needs, program staff can help identify appropriate options.

2. Sign a Training Agreement

If your request is approved, you'll enter into a training agreement that outlines program requirements, eligible costs, and reimbursement terms.

3. Request First Reimbursement

After the training is completed, you'll confirm completion to receive the first half of your reimbursement.

4. Request Final Reimbursement



Email: trainingfund.dol@maine.gov

Phone: 207-530-1959

Further Detail

Links to the four key programs available to Maine **employers** to offset the cost of training. They can be stacked to maximize training subsidies.

- [Maine Workforce Development Compact at MCCS Alfond Center](#)
(up to \$1,200 per worker)
- [Maine DECD Dirigo Business Incentives](#)
- [Maine DOL Defense & Manufacturing Training Fund](#)
- [US DOL AMAIF](#)
 - [Maine DOL's Apprenticeship Program \(MAP\) can help](#) (meets DOL AMAIF pre-requisites, plus provides additional \$500-\$2500 per apprentice, dependent on length of program)



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Defense & Manufacturing training fund (Training Fund)

Managed by:

Maine State Workforce Development Board

Benefits:

- Up to \$10,000 per employee eligible training cost
 - Reimbursement is 80% of spend, or up to \$8,000 per employee for small business (<100 employees)
 - Larger businesses are eligible for up to 70% reimbursement, or \$7,000)
- Per employer cap is \$250,000
- The maximum eligible amount is attainable through stacking the following tiers:

Reimbursement Tiers	
Baseline	40%
If training is an Apprenticeship (or part of an Apprenticeship)	10%
Wage increase 6 months post-training completion: 5-10%	10%
Wage increase 6 months post-training completion: 10+%	10%
Small business (100 or fewer FTEs)	10%
Maximum reimbursement rate	80%

Requirements/Eligibility:

- **Industries:** Defense Shipbuilding (including manufacturers in supply chain) and Advanced Manufacturing
- **Employers:** with payrolled employees in the State
- **Employees:** New hires & incumbent employee who will work in Maine
- **Occupations:** Engineering, Production, and Production Management fields.
 - 28 occupations in the initial set
- **Training:**
 - Must be approved prior to start of training for reimbursement
 - Must result in a portable, industry recognized credential
 - Preference for Maine-based training, but Nationally recognized programs are eligible

Process:

- Apply online
- Have a Maine JobLink account & Sign MOU
- Submit completion of training for base payment (40%)
- Submit retention and wage evidence for reimbursement at >6-month mark (40%)



**Work
Source**
MAINE

*State Workforce
Development
Board*

Maine workforce development compact (MWDC)

Managed by:

Harold Alfond Center for the Advancement of Maine's Workforce (short term training division of the Maine Community College System (MCCS))

Benefits

- **Training Support:** Financial assistance covering up to 50% of eligible training expenses, with a maximum of \$1,200 per frontline worker per calendar year and a maximum of \$250,000 per calendar year per employer.
- **Scholarship Opportunities:** Access to scholarships for frontline workers who enroll in Maine community college courses, with specific funding parameters.
- **Customized Support:** Regional Workforce Development Coordinators and administrative teams to assist with training and funding requests.
- **Flexible Training Opportunities:** Training is available through Maine's community colleges, an in-house training, or through a third-party training vendor.

Requirements/Eligibility:

- Be located in Maine or have a Maine location.
- Trainees must be Maine residents and frontline workers.
- All funding is subject to availability and compliance with program guidelines.

Process

1. Apply to become a Compact Member
2. Sign a Memorandum of Agreement (MOA)
3. Approval and Initial Contact from a Workforce Development Coordinator
4. Access Funding and Updates



Short-term workforce training through Maine's community colleges

Dirigo Business Incentive

Managed by:
Maine Department of Economic & Community Development

Benefits

- \$2,000 per worker provided an eligible training program, including approved private trainings
 - Minimum 3 employees/year
 - Minimum 20 hours training per employee
 - Spend >\$2,000 / employee on training
- Non-training: 10% capital investment credit - including equipment, machinery, and building construction (5% in some counties)
- Credits available every year (no sunset), capped at \$2 million per business per year (can be taken over 5 years)
 - Up to \$500,000 of the credit would be refundable per year.

Requirements/Eligibility

- For profit business in the following sectors:
 - Agriculture, forestry, and fishing; Manufacturing; Long-distance freight transportation; Software publishing; Data processing and computer design services; Engineering, architecture, and scientific research and development services

Process

- Designed to be simple:
 - Apply
 - Be accepted
 - Claim credits on taxes



**DIRIGO
BUSINESS
INCENTIVES**

American manufacturing apprenticeship incentive fund

Managed by:
Arkansas Office of Skills Development

Benefits

- \$3,500 per apprentice after successful completion of a 90-day probationary period
- Up to 100 apprentices per employer

Requirements/Eligibility

- Be a manufacturer in Aerospace, Automotive, Biotechnology, Maritime Industrial Defense and Shipbuilding, Supply Chain & Automation, Nuclear Energy, and Semiconductors (though not limited to these sub-sectors)
- Employer must have an established Registered Apprenticeship Program (RAP) at the time of their application
- Apprenticeship must be for one of 120 approved occupations in Advanced Manufacturing

- Eligible apprentices must be:
 - Newly enrolled apprentices.
 - Incumbent workers being enrolled in an advanced manufacturing RAP
 - Former registered enrolled in a new advanced manufacturing RAP

Process

- If employer doesn't have a Registered Apprenticeship Program, one must be established before applying (Maine DOL MRP program can help)
- Apply (prior to starting apprenticeship)
- After 90 days submit proof of apprentice's probation completion





**Manufacturers
Association
of Maine**

**Keynote
Speaker**



**Senator
Susan Collins**





**Manufacturers
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of Maine**

Lunch & Networking





**Manufacturers
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Co-hosted with:



**Maine Forest
Products Council**

2026

Manufacturing

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Advancing the Future | Manufacturing in Maine

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**Manufacturers
Association
of Maine**

Moderators



**John Lewis | Executive Director
Manufacturers Association of Maine**



**Krysta West | Executive Director
Maine Forest Products Council**

Co-hosted with:



**Maine Forest
Products Council**



**Manufacturers
Association
of Maine**

Format & Rules

- **Introduction: 2 minutes per candidate**
- **Topic responses: 1 minute per candidate**
- **Lightning round: 1-word answers**
- **Audience questions**
- **Closing remarks: 1 minute per candidate**





**Manufacturers
Association
of Maine**

The Candidates



Shenna Bellows - D



Rick Bennett - U



Jonathan Bush - R



Bobby Charles - R



Angus King III - D



David Jones - R



Garrett Mason - R



Owen McCarthy - R



Ben Midgley - R



Nirav Shah - D

Co-hosted with:



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**THANK
YOU!**

