



# Manufacturing Excellence Initiative

April 2021



# Build. Grow. Sustain.

## MANUFACTURING in MAINE

### BUILD —

#### Manufacturing in Maine:

- Accounts for 9.8% (\$6.31 billion) of Total Output in State
  - 5th Largest Sector
- Employs 8.27% (1.2 million) of Total Workforce in State
  - 3<sup>rd</sup> Largest Sector
- Manufacturing Average Wage
  - 4<sup>th</sup> Highest Classified Average Wage
  - 2<sup>nd</sup> Highest in Total Wages
  - 56,700 jobs with an Average Annual Wage of \$64,272.00

Manufacturing in Maine **continues to build up the people, the output, and the capabilities of the state.** — let's expand it!





# Build. Grow. Sustain.

## MANUFACTURING in MAINE

### GROW —

#### Manufacturing in Maine:

- 17% Sector Growth Year Over Year (2019 from 2018) in Maine
  - One of the highest sectors
- 7% Wage Growth 2019-2020
- Major investments into Maine Advanced Manufacturing sector for larger growth

Maine Manufacturing continues to show solid growth and expansion capability, especially compared to other sectors.



# Build. Grow. Sustain.

## MANUFACTURING in MAINE

### SUSTAIN —

#### Manufacturing in Maine:

- Covid 19 – manufacturing in the state has rebounded to 80% of pre-covid levels.
  - Compared to only 60% in other major sectors
- Manufacturing in Maine has sustained continued growth over the last 5 years.
  - Other sectors fluctuate
- \$104.6k GDP/Employee in Advanced Manufacturing in Maine
  - 19% above state average

Manufacturing in Maine has shown **consistent sustainability for Maine's people and Maine's economy.**



# Build. Grow. Sustain.

MANUFACTURING for the PEOPLE, for the STATE

- Provides life-long career opportunities and income stability to Mainers of all backgrounds and educational levels.
- Jobs provide skills training that is transferrable.
- Builds communities by providing anchor companies and good paying jobs.
- Is capital intensive utilizing the products and services of multiple sectors from financing to IT to communication to additional manufacturing.
- Manufacturing dollars have a multiplier effect economically throughout the community and state by a factor of 3.6 according to Manufacturers Alliance of Productivity and Innovation (MAPI). For every dollar produced by manufacturing, an additional \$3.60 dollars are added through its outside value stream of products and services.



# Manufacturing – State of the State

## THE NEED TO EXPAND ON A MANUFACTURING FRIENDLY STATE

- CNBC 2021 study ranks Maine 48th in overall business climate
  - 49th in Workforce
  - 50th in Infrastructure
  - 37th in Economy
  - 40<sup>th</sup> in Cost of Doing Business
  - 42<sup>nd</sup> in Technology and Innovation
- Highest Corporate Tax Rates in New England
- 7th highest Corporate Tax Rates in the U.S.
- New England has the highest Utility Rates in the Country

**Manufacturing needs a larger voice** to advocate for changes to these statistics that will enhance in-state manufacturing while drawing in outside and new manufacturing.



# Build. Grow. Sustain.

MANUFACTURING in MAINE

Manufacturing Builds, Grows, and Sustains the State of Maine and its People.

To continue, the State needs to heighten and emphasize the Manufacturing Sector in the State.

Expanding Internal manufacturing while drawing in out of state companies to establish themselves in Maine will continue to build, grow, and sustain the state at a higher rate than any other sector.

Maine Manufacturing needs a louder voice. It needs a larger presence. It needs a unified sector. It needs MAME





# Manufacturers Association of Maine

M A M E

- For more than 50 years, the Manufacturers Association of Maine (MAME) has **been the leading voice** and advocate for **the state's advanced manufacturing sector**.
- With OVER 1400 businesses, with over **54,600 skilled and talented professionals**, manufacturing fuels Maine's economy.



# MAME Led Growth Initiatives

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- Manufacturing Retention & Expansion (MRE)
  - Workforce Development
  - Employee Growth Services (EGS)
- Legislative Advocacy
- Education
- Promotion



# Manufacturing Retention & Expansion (MRE)

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Manufacturing Retention & Expansion (MRE) is an economic development strategy that focuses on the retention and expansion of existing manufacturing businesses in this state.

- Existing companies account for 80% of job growth in the state vs. new business attraction.
- Manufacturers can utilize employees with high school level education to advanced degrees in engineering and IT

## Workforce Development

- Through focused Workforce Development programs utilizing strategic partners to train workers for operation positions, management development and new technologies, MAME will help members grow, hire and retain workers.
- Strategic partners include: Destination Occupation, Express Pros, Learning Works, Maine Manufacturing Extension Partnership (MEP), U. of Maine Advanced Manufacturing Center(AMC), and our Business Growth Services (BGS) Professionals Network.
- Goal is to increase manufacturing jobs and the number of trained and available workers by 10% by 2023

# Legislative Advocacy

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MAME is the only voice in Augusta dedicated to supporting manufacturing and addressing their issues. Our focus is 100% on advocating for Pro-Growth, Pro-Manufacturing Legislation. Our work includes:

- Data collection from State and Federal resources focused on Maine's competitiveness compared to other New England states, and manufacturers across the country
- Engagement of state and local legislators through round table discussions to provide them with data of the economic impact from manufacturing, why this sector is so critical to Maine's economic recovery and long-term prosperity, and how proposed legislation affects this sector.

Our four areas of advocacy focus are:

- Workforce Development
- Energy & Environment
- Employment Law and Regulations
- Taxation



# Education

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- At the State Level
  - Ensuring decision makers understand impacts to manufacturing and businesses in the state.
  - Keeping manufacturing front of mind
  - Promoting Pro Growth. Pro Manufacturing.
- At the Student Level
  - Edge Factor
    - Educating and interfacing directly with students in schools to help them understand and excite them about manufacturing careers and the many possibilities within the manufacturing sector.
  - Manufacturing Day
    - Partnering with local middle & high school, CTE's, Community Colleges, and Universities for a day of site visits and tours, presentations, and experiences to get students into the manufacturing sector to see the range of careers and possibilities within the sector.



# Promotion

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- Promoting the Association, our Partners, our Message, and our Key Initiatives (i.e. workforce development, energy program, etc.)
- MAME Marketing Personnel and Initiatives are crucial in expanding the reach and mission of MAME to promote our “Pro Growth. Pro Manufacturing” message throughout the state.
- Expanding Manufacturing in the state, growing the success of manufacturers, employees, and the state overall.



# Partners and Members for Manufacturing Excellence

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MAME

## MAME Needs Your Help – Manufacturing Excellence Financial Initiative (MEFI)

To continue, advance, and expand MAME's voice, reach, and advocacy to build, grow, and sustain manufacturing in the State, we rely on our Members and Partners for financial support through our **Manufacturing Excellence Program**.

- Committed partners to invest annually in a multi-year program of workforce training, transitional training, and legislative advocacy
- Investments will provide for targeted advocacy work and specific training programs throughout the state.
- Multi-year commitments allow for the sustainability of the programs, and expansion throughout the state
- Partners benefit from exposure to this dynamic and capital-intensive group of businesses
- Annual Return on Investment Report detailing the accomplishments of the initiative over the course of the previous year.

# Direct Contributions for Direct Impact

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## MEFI Funding – Where Does it Go?

- **2 Key Personnel**
  - **Legislative Advocate**
  - **Workforce Development**
- **Outreach, Awareness, & Communication Efforts on Manufacturing Growth Initiatives**





# Direct Contributions for Direct Impact

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## MEFI Funding Levels

Executive Circle for Manufacturing Excellence	\$10,000+/yr for 5yrs
Platinum Circle for Manufacturing Excellence	\$5,000 - \$9,999/yr for 5 yrs
Gold Circle for Manufacturing Excellence	\$2,500 - \$ 4,999/yr for 5yrs
Silver Circle for Manufacturing Excellence	\$1,000 - \$2,499/yr for 5 yrs
Bronze Circle for Manufacturing Excellence	\$500 - \$999/yr for 5yrs



# **We Look Forward to Partnering with You! Thank You**



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