

## March 17

# Q&A Session

### Agenda

**Strat Plan Refresher**

**Implementation update**

**Q&A on Collaboration Opportunities**



**One** 10-Year Vision: A Diverse & Sustainable Economy for Maine;  
A Great Quality of Life and Good Jobs for All Mainers

Built on **TWO** Pillars

The Vision is built upon the nurturing of Talent and support of Innovation

Achieving **Three** Goals

Grow Wages by 10% | Increase Productivity by 10% | Grow Workforce by 75,000

Taking Advantage of **FOUR** Opportunity Intersects

Maine has the potential to take advantage of the areas where global trends intersect with Maine's strengths. When these areas are combined strategically, the opportunities for great jobs and a diversified economy are further multiplied.

Using **Seven** Data-Driven Strategies

Grow Local Talent    Attract New Talent    Promote Innovation    Build Ubiquitous Connectivity  
Provide Supporting Infrastructure    Maintain Stable & Predictable Business Rules    Promote Hubs of Excellence



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& Community Development

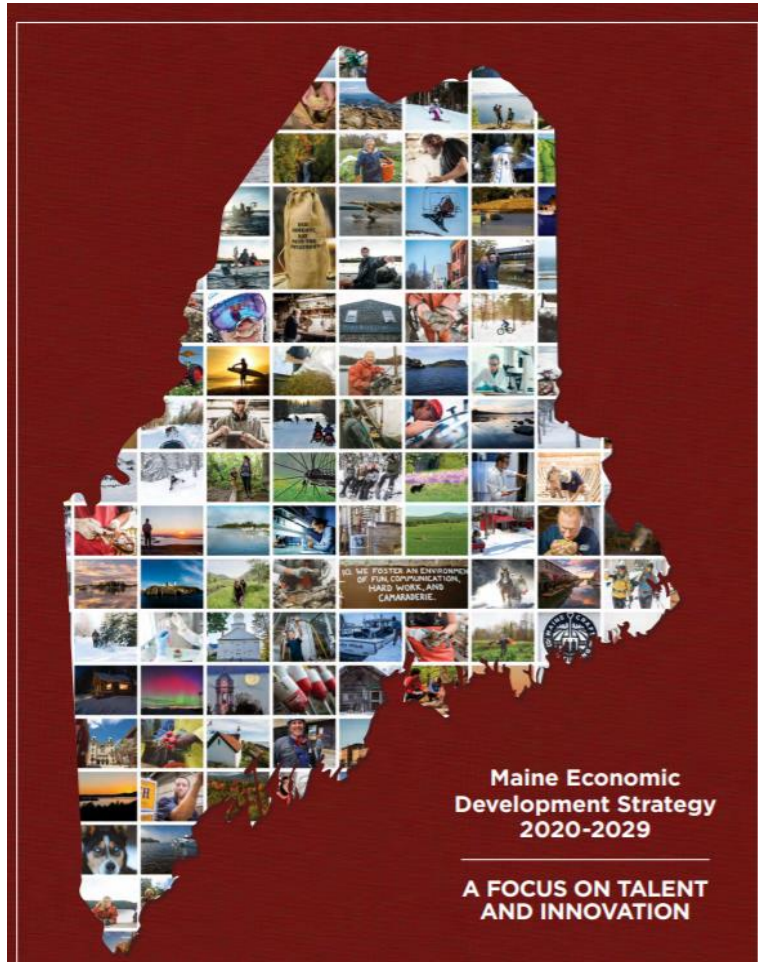


## Opportunity Intersects

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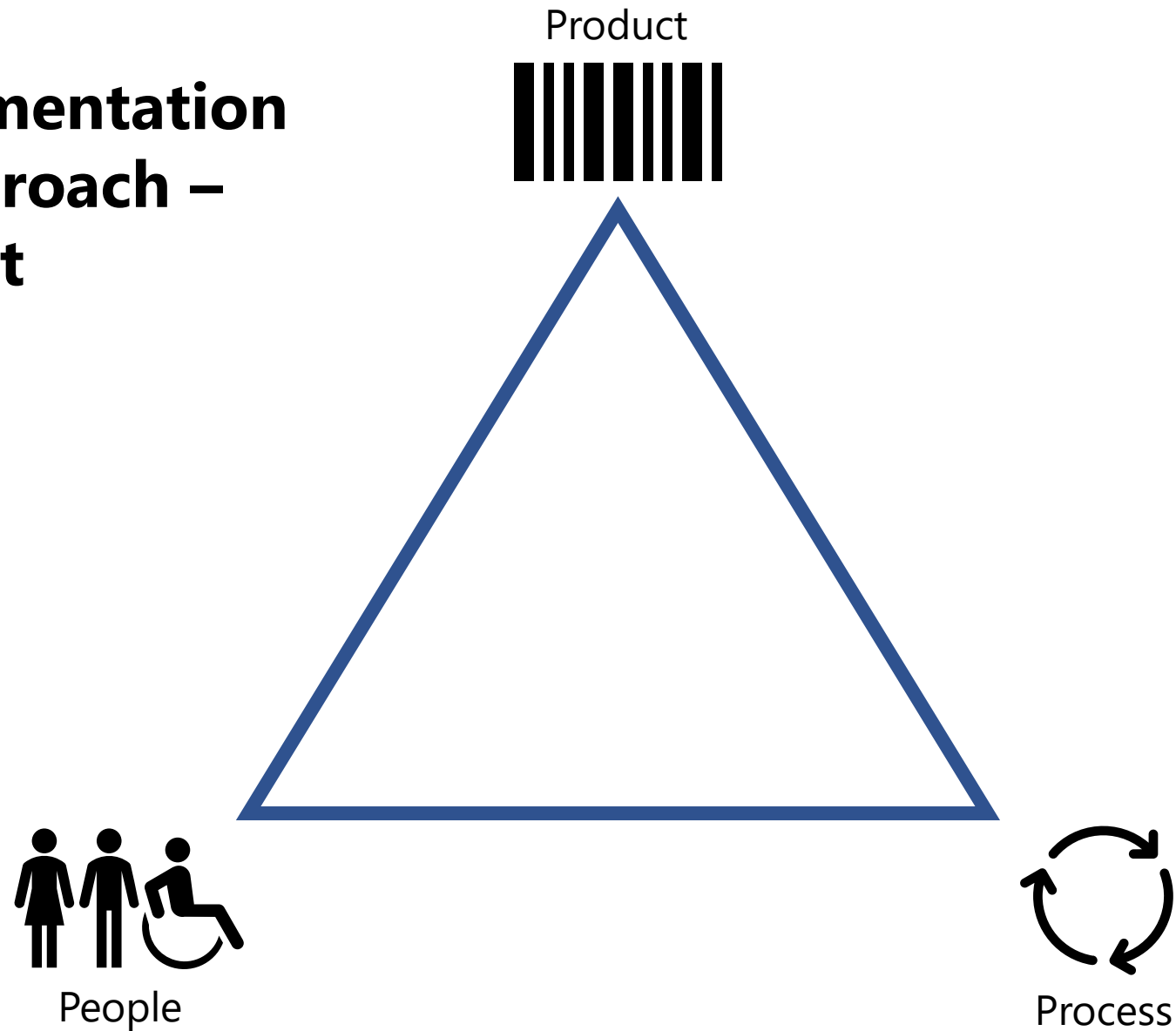
These areas are built on Maine's foundational economic sectors of tourism, hospitality, health care, education, retail, outdoor recreation and the arts. Without these vibrant sectors, we are not Maine.



**Question:** "Is it a strategy  
or is it a plan?"

**Answer:** YES, and...

# Plan Implementation Design Approach – building out





**Current Work  
Group  
Implementation  
Structure**

**Hubs of  
Excellence**

**Grow  
Talent**

**Attract  
Talent**

**Promote  
Innovation**

**Infrastructure**

**Connectivity**

**Business  
Environment**

**Steering Committee – Operations &  
Thought Leadership**



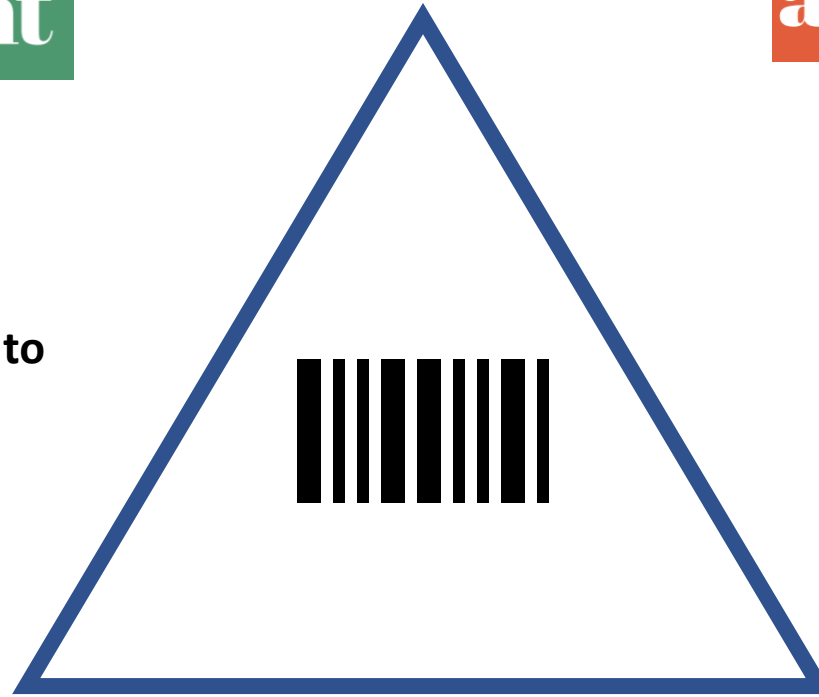
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## STRATEGY A

# grow local talent

### ACTION ITEMS

- A1: Maine Career Exploration
- A2: Web Portal matching students to opportunities
- A3: Align Curriculums with digital economy skills
- A4: Engage today's workers in continuing education to obtain credentials of value
- A5: Expand professional preparation for educators
- A6: Improve quality of care in early childhood system



## STRATEGY B

# attract new talent

### ACTION ITEMS

- B1: Increase the labor force participation of existing residents
- B2: Governor's Welcome Home program
- B3: Expand and Simplify Opportunity Maine Tax Credit
- B4: Help New Americans and other newcomers get qualified to work in Maine
- B5: Promote quality of place investments
- B6: Support Learning

## STRATEGY C

# promote innovation

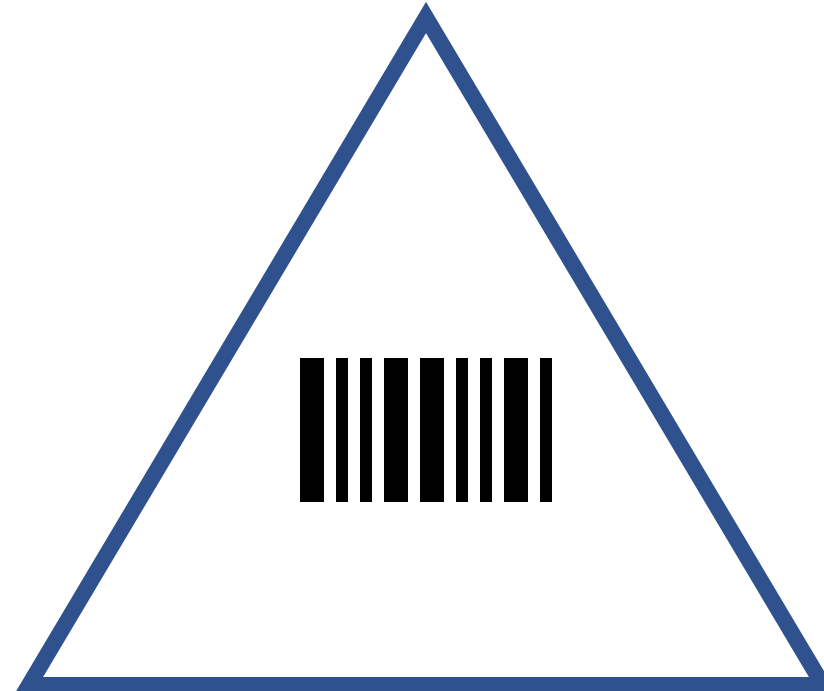
## ACTION ITEMS

**C1: Increase R&D investment levels in Maine**

**C2: Raise the investment cap of the Maine Seed Capital Tax Credit Program**

**C3: Revitalize the Maine Innovation Economy Advisory Board**

**C4: Promote domestic exports to strengthen the climate for startups**





#### STRATEGY D

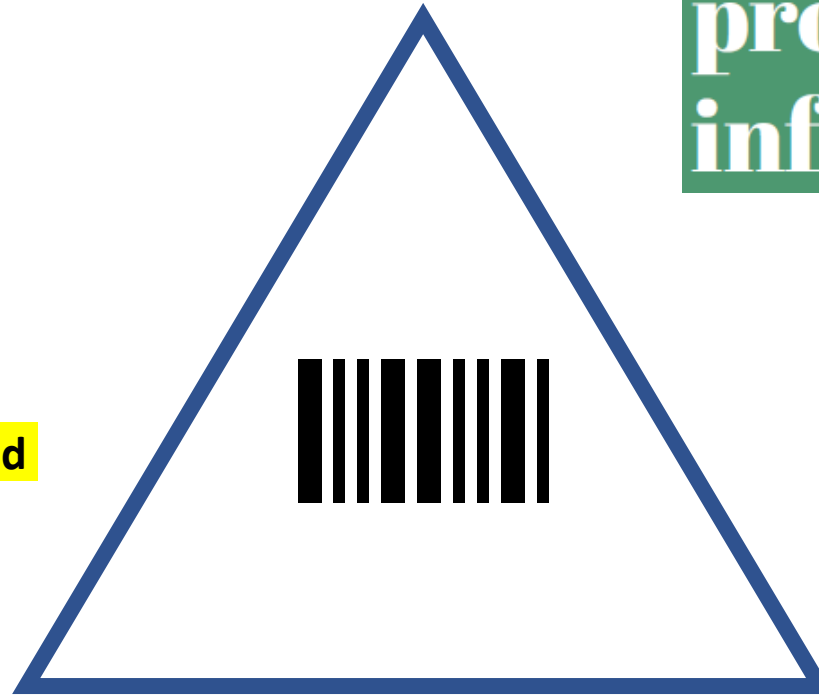
## ubiquitous connectivity

### ACTION ITEMS

**D1: Provide a loan guarantee program for financers of broadband projects**

**D2: Continue to provide local planning grants in order to help increase take rates and make projects more feasible**

**D3: Provide a consistent, predictable, and robust annual level of ConnectME infrastructure grants**



#### STRATEGY E

## provide supporting infrastructure

### ACTION ITEMS

**E1: Set the bar high for childcare; aim to create a world-class system in Maine**

**E2: Establish an adequate and sustainable funding system for public transportation**

**E3: Expand the production of workforce housing in Maine**

**STRATEGY F**

**maintain  
stable business  
environment**

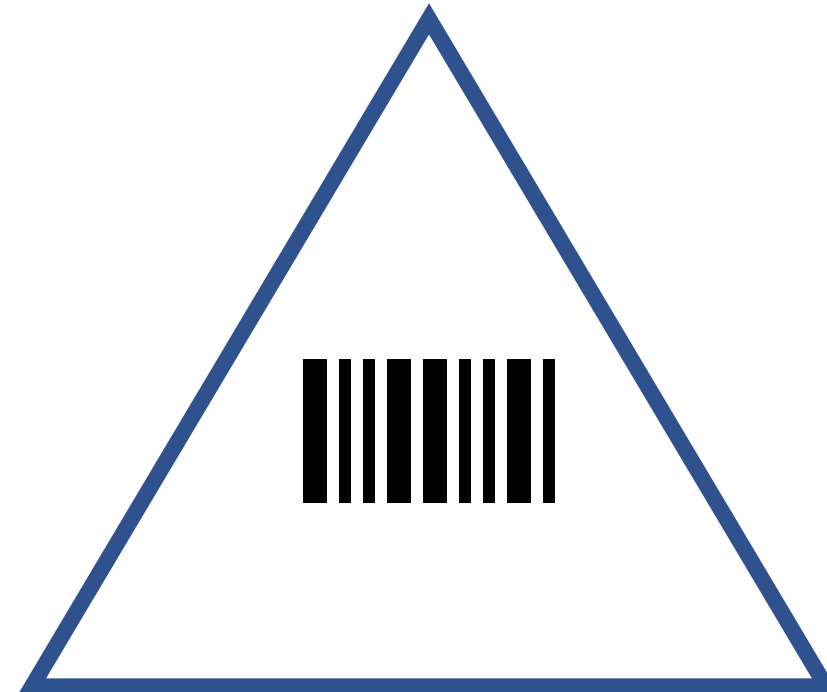
**ACTION ITEMS**

**F1: Review and simplify the  
application/decision process and  
pipeline**

**F2: Create a web portal where  
applicants can track their  
applications**

**F3: Control and reduce energy costs**

**F4: Control Healthcare costs**

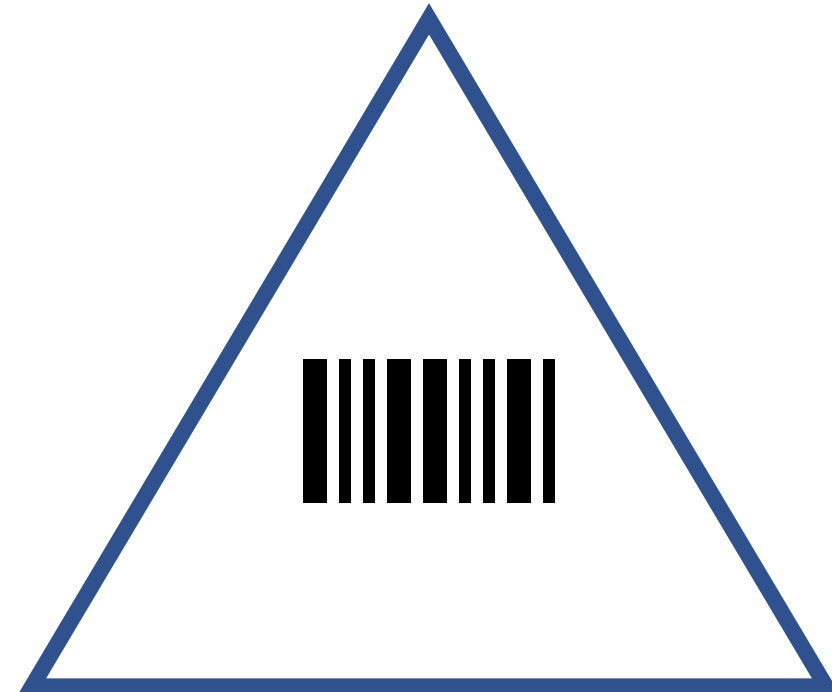


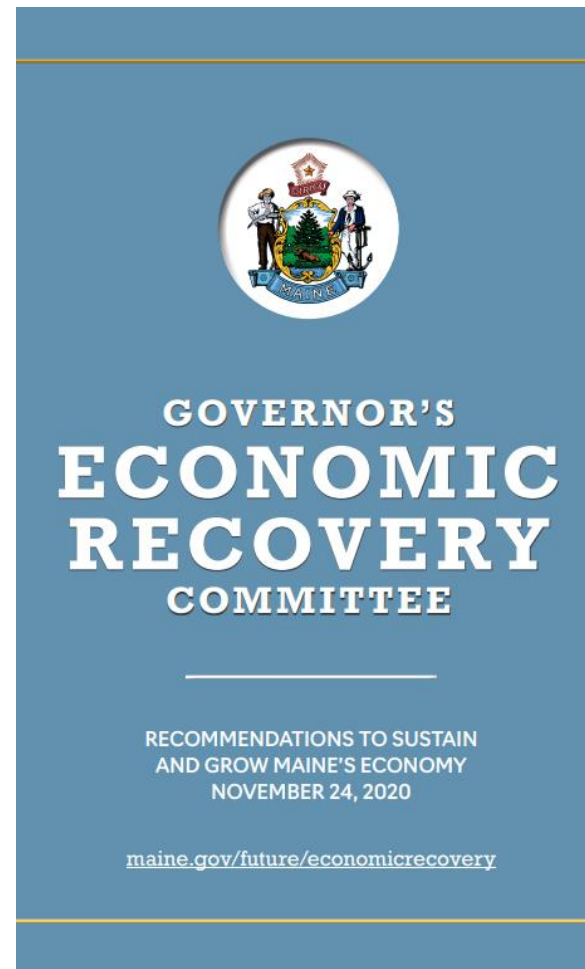
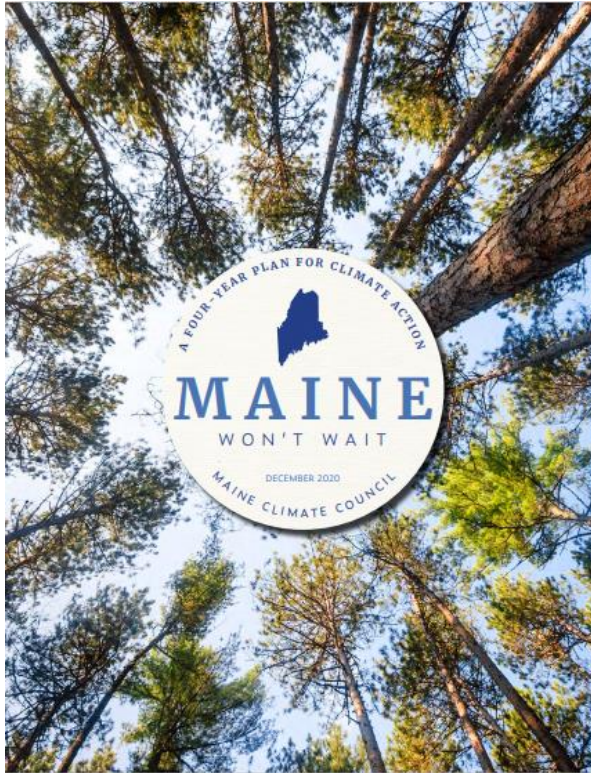
## STRATEGY G

# promote hubs of excellence

## ACTION ITEMS

- G1: Communities to identify gaps for their hubs of excellence**
- G2: Identify areas of supply chain opportunity**





## Key Additional Inputs in 2020

# Join Us!

Calling all collaborators! DECD has begun Strategic Plan implementation in earnest and wants your help.

## Request for Collaboration

Are you a part of an existing collaboration or initiative that aligns with the 10-Year Statewide Strategic Plan? Let us know about it through this Request for Collaboration.

[Access Here \(PDF\)](#)

## Invitation to Collaborate

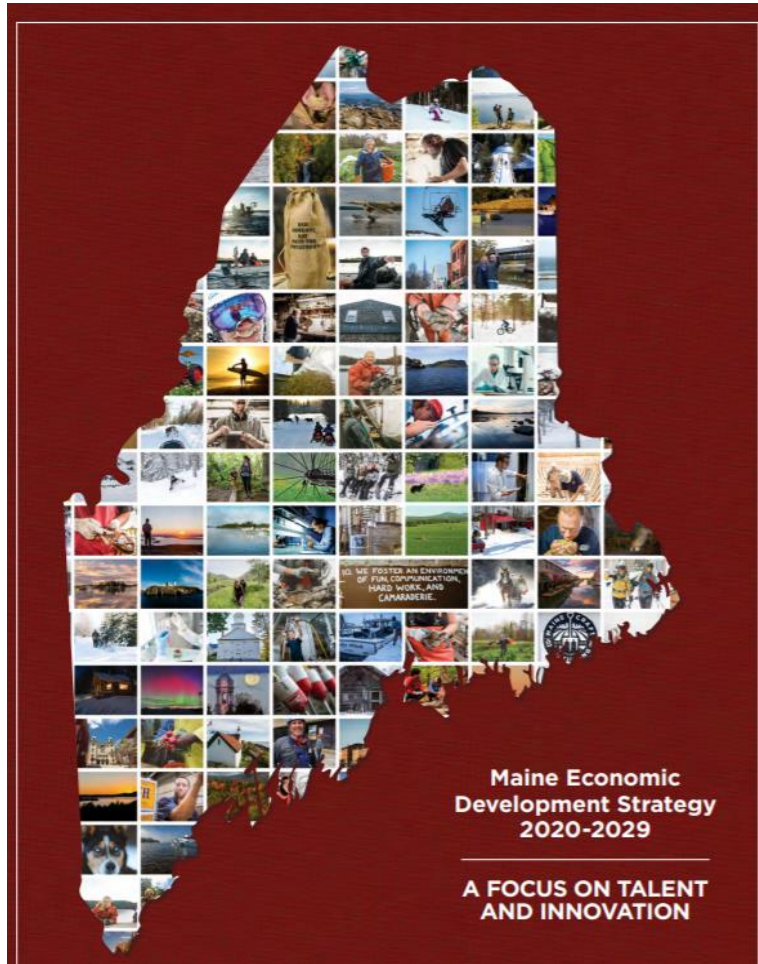
Are you forming a collaboration or initiative that aligns with the 10-Year Statewide Strategic Plan? Let us know about it through this Invitation to Collaborate.

[Access Here \(PDF\)](#)

<https://www.maine.gov/decd/strategic-plan/join-us>

Check regularly for updates to FAQs





**Question:** "Is it a strategy  
or is it a plan?"

**Answer:** YES, and... it's a  
collaboration of  
collaborations



# “Collaboration” Design:

- Two or more (team)
- Working together (processes or project)
- Towards shared goals (purpose) (otherwise it is just cooperation)

All 3 elements are needed

## Our Aim in this process:

- ✓ For collaborations who are tacitly connected - **make that collaborative relationship explicit**
- ✓ For collaborations who are perhaps not as closely involved - **invite them to build the table with us**
- ✓ **see blind spots and build a more inclusive process**

# Collaboration – What can it be?

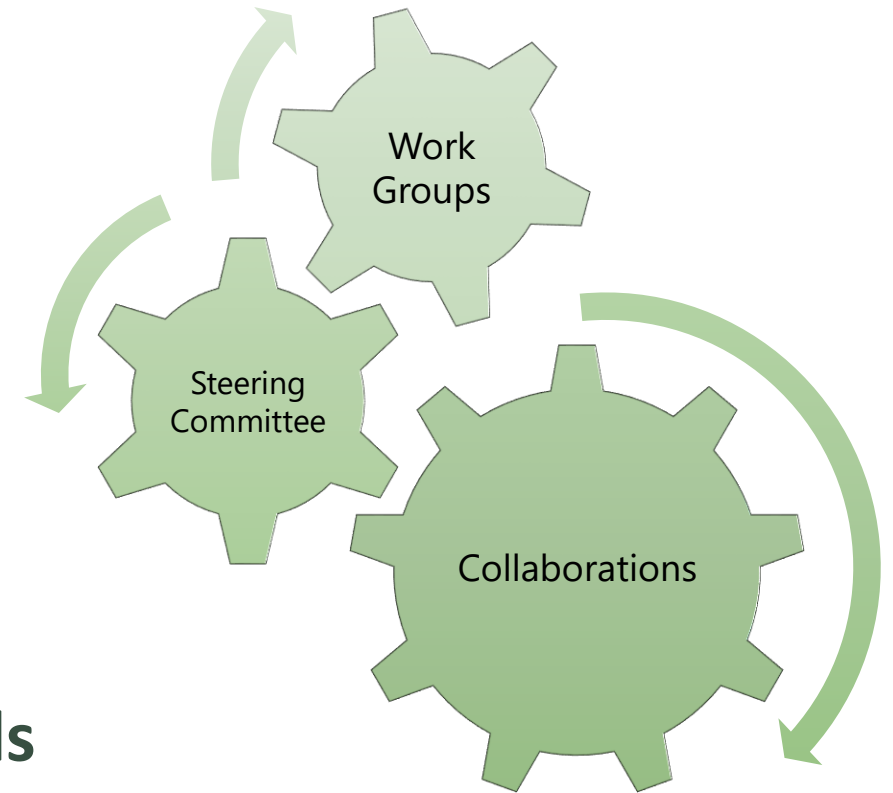
- ✓ On any level of the plan – vision, goals, strategies, actions
- ✓ Time-limited or for the long haul
- ✓ Layering in recommendations and elements from additional inputs

## What it is not intended to be

- State Procurement
- One-on-one partnership with DECD
- Primarily transactional
- Vendor relationship
- Something you haven't started
- Stressful

# Collaboration – Why Bother?

- ✓ “We are already doing that!”
- ✓ “We need to tell our story better”
- ✓ “We can help, why don’t they ask us?”
- ✓ “If we only had...we could do...”



Communication Flow  
Collaborative Materials  
Sharing of Resources  
Co-creation of solutions



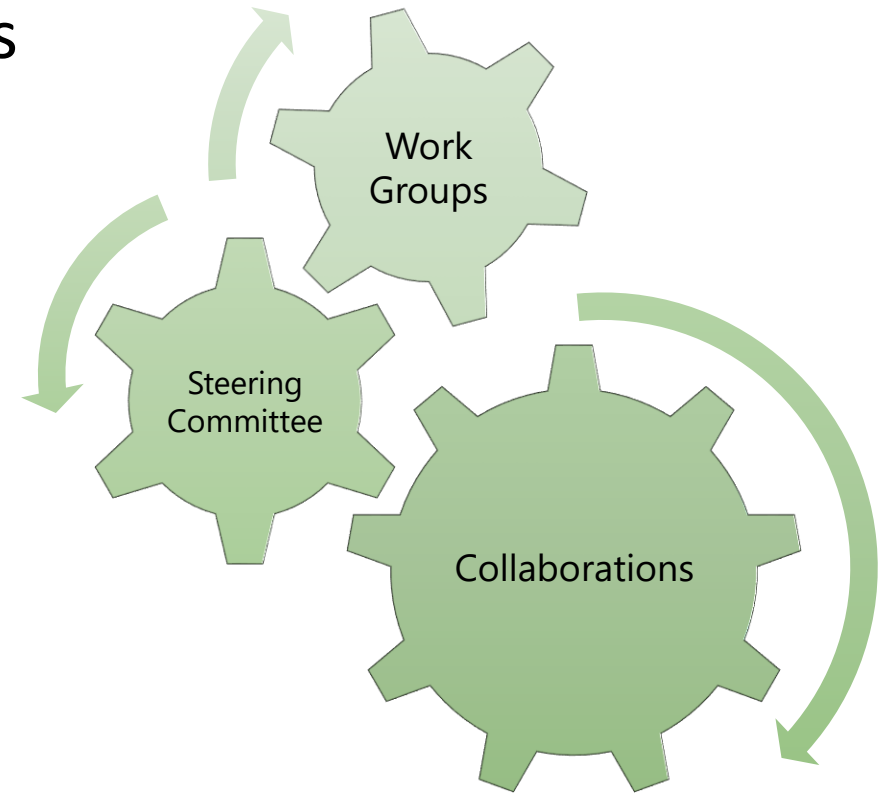
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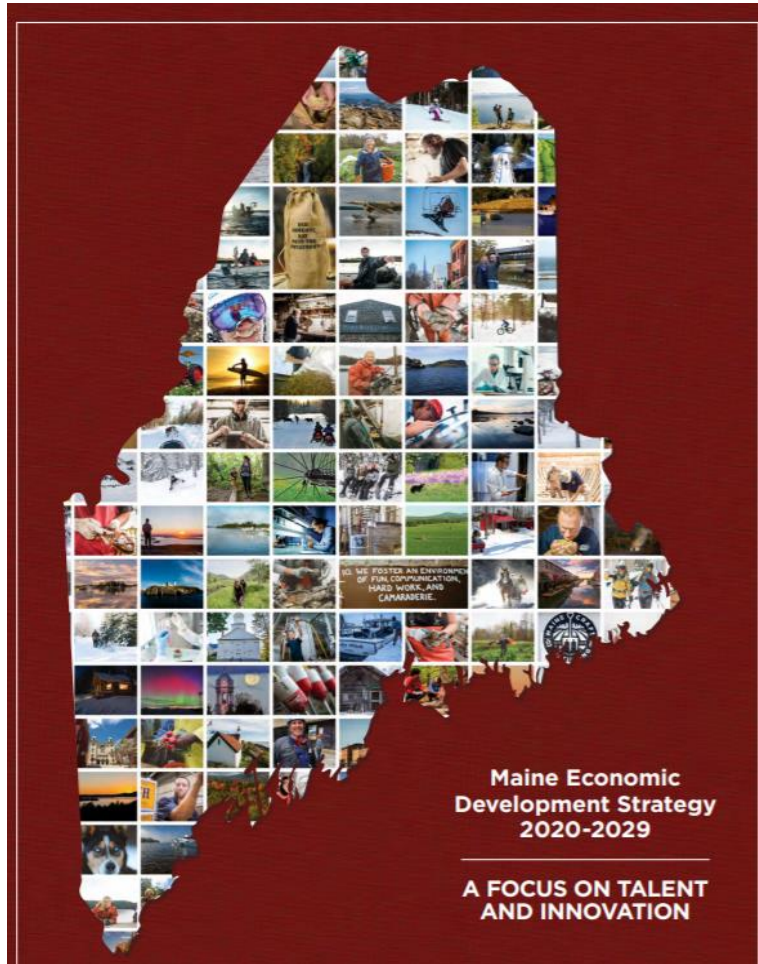
# I submit, what happens next?

- ❖ Reviewed by DECD for clarifying questions
- ❖ Reviewed by Steering Committee
- ❖ Shared with appropriate work groups

## Case-by-Case depending on submission:

- ask you to lead
- give you support
- connect you with others
- say “no, thanks”
- “formalize”





**Look here for the process**

**<https://www.maine.gov/decd/strategic-plan>**



## Economic Development Coordination

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Questions?



Department of Economic  
& Community Development