Overview - Manufacturing In Maine

- Direct multiplier effect $1.33 for every $1 generated
- $58,100 average wage
- 1400 Companies in Maine
- 56,400 employed
- $5.9B GDP

Maine DOL data 2019

Lisa Martin
Covid Countermeasures Project

- Collaboration between Maine MEP, Manufacturers Association of Maine, and Advanced Manufacturing Center UMaine
- Funding from NIST through MMEP, and MTI through Mfrs Association of Maine
- Support and grow manufactures in the state by minimizing COVID’s impact.
- Ideal collaboration with complementary skill sets.
- 250 companies contacted 40 at $5K projects

<table>
<thead>
<tr>
<th>Step</th>
<th># of Companies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Outreach</td>
<td>250</td>
</tr>
<tr>
<td>Assess</td>
<td>60</td>
</tr>
<tr>
<td>Remediate</td>
<td>40</td>
</tr>
<tr>
<td>Economic Impact</td>
<td>ROI</td>
</tr>
</tbody>
</table>

Larry Robinson
COVID-19 and the ten year plan

Infrastructure

• Broadband as more are working remotely
• Child Care--more workers are needed and more people need reliable child care especially with hybrid and remote school models.

Workforce/Talent

• Outward migration from cities, Maine advantage to attract talent. BDN today, Aroostook county housing sales boom.

Innovation

• Making/ Manufacturing - onshoring more products and allow environment that facilitates new products and production especially in critical PPE

John Belding
Higher wages, benefits and significant career ladder opportunities:

- “Career Switching” -- Hospitality to Mfg,
  
  With 5,160 new workers x $58,100 (average mfg wage) equals $299,796,000 in payroll, a difference of $103,716,000 (if we can engage 5,160 hospitality workers)

- Industry Led Workforce Partnership:
  
  ❖ Overall Mfg needs-basic Mfg Tech training with state Adult Education System
  ❖ Customized training (i.e. Puritan)
  ❖ Other available training systems

- Maximize apprentice and Hybrid education models, could students be learning in real world jobs while they are studying online and in school. Can this apply to HS, Community College, and Higher Ed?
Engineers in the workforce -
- 42% increase 2006-2019 added 2170 (+155 per year) 27% above age 55+
- 1840 replacements needed next 10 years plus 1550 in new positions.
- Maine will only graduate 1600 engineers in the next 10 years

Key Take-Away: Economic Strategy is still viable post-Covid as it relates to manufacturing; recommend renewed emphasis on training, business attraction, and stable business environment. Larry
Manufacturing is the enabler of our economic strategy!
What does manufacturing look like in the next 10 years?
- Transforming from mass production to highly customized production, flexibility, and tailored products.
- Industry 4.0, AI, just in time printed products that are custom to the buyers needs.

Where can we invest now to correctly position ourselves….

Focus on what is working
What is the state missing?

New MFG technologies are driven by talent / highly skilled labor and Infrastructure.

Allow a supporting environment where Entrepreneurship can thrive with less risk from lack of healthcare and easier access to capital.

System that can accurately assess the cost of offshoring and new technologies to make reshoring cheaper.

COVID-19 exposing weak links in supply chain. Maine MFG stepped up to fill the need with assistance from MEP, AMC, and Mfrs Association.
Re-shoring- US sees need to secure products made overseas.
  ○ COVID supply chain severe disruption
  ○ Materials, defense, medical devices, chemicals

Starting the charge- Puritan, Abbott Labs, LLBean

State procurement- Maine office of procurement committed to shoring up PPE from Maine manufacturers and buying products/services in Maine

Larry, Lisa
State support

- Reinforce existing tools like Mfrs Association, MEP AMC, MTI, Adult Education, Community College, and University System.
- Investigate and fix rules, regulations, policies that inhibit growth and new workforce?
- Focus recovery efforts to reduce unemployment to 3.5%.
- Facilitate cross industry collaboration from other impacted sectors to Manufacturing.
Maximize potential in sector

- Focus on high impact and growing, Retrain retracting sectors.
For More Information Contact:

John A Belding, P.E.
Director – Advanced Manufacturing Center
John.Belding@maine.edu
(207) 581-2717
www.umaine.edu/amc

Larry Robinson
President - Maine MEP
lawrencer@mainemep.org
207-623-0680, x122
https://www.mainemep.org/

Lisa Martin
Exec Director - Manufactures Association Of Maine
lisa@mainemfg.com
207-747-4406
http://www.mainemfg.com/