



2022 IMPACT REPORT

MAINEMEP 
we teach manufacturing
mainemep.org

Our Mission

At Maine MEP, our mission is to facilitate economic development in Maine by providing vital services to Maine's manufacturers, helping them become more efficient, productive, profitable and globally competitive.

Maine MEP (Manufacturing Extension Partnership) is the most comprehensive resource available for manufacturers in Maine. Whether working with high-tech companies or start-up artisans, Maine MEP forges close and collaborative relationships with our clients to meet their particular needs.

Economic Impact

This past year, Maine MEP has guided businesses as they emerge from the shake-up of the pandemic and face new challenges. Our team has continued to help Maine's manufacturers adapt, stay nimble and thrive.

In turn, these manufacturers generate an immense positive impact on the overall economic development profile of our state. It's no exaggeration to say that, with Maine MEP's help, our small and medium manufacturers keep Maine's economy moving and growing.

IN 2022, MAINE MEP CLIENTS REPORTED:



\$80M

INCREASED &
RETAINED SALES



\$104M

INCREASE IN
INVESTMENTS



\$8M

SAVED COSTS



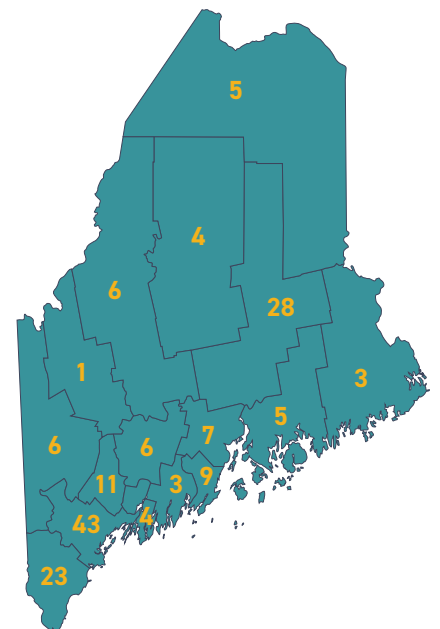
1200

JOB'S CREATED
OR RETAINED

160

OVER 160 NEW
PROJECTS STARTED

(Number of projects by county)



FROM THE PRESIDENT



We all know the last few years have been rough. But that only makes Maine's 10-year Economic Development Strategy, which rolled out in 2020, and its focus on talent and innovation more relevant than ever.

In 2022, Maine MEP doubled down on leading the implementation of that strategic plan in the manufacturing sector. Like most other businesses, manufacturers in Maine have struggled to find skilled workers to fill roles from shop floors to management. Our project managers work with clients to find solutions—including production efficiency, high-tech tools, leadership training and improving organizational culture—that get the job done and allow for growth.

This was also a year in which Maine MEP continued to develop and nurture impactful partnerships. We are proud to collaborate with community colleges to train and prepare individuals without manufacturing experience for entry level roles in the industry. Maine MEP's hands-on training experiences mimic a manufacturing operation and demonstrate Lean manufacturing philosophy and techniques.

And we remain committed to expanding innovation, which is one way manufacturers can navigate a reduced workforce. In 2022, we completed a 3-year, \$1 million grant in partnership with the Advanced Manufacturing Center at the University of Maine to build the technical capability of the Center for Additive Manufacturing of Metals (CAMP). Because we know that small businesses and entrepreneurs typically have limited capital or ability to invest in large-scale equipment, Maine MEP sought funding through the National Institute of Standards and Technology (NIST) to build CAMP's capacities.

In addition to investments in building capacity for innovation, Maine MEP continues to provide essential services to Maine manufacturers. These services include leadership development, quality system implementations, food safety consulting, Lean implementations, strategic and succession planning. We also assist manufacturers in accessing grant opportunities. I hope you will enjoy reading about a few of our success stories in more detail in this report.

Maine MEP is always happy to make introductions and connections between the incredible manufacturers and other leaders in our state. Please feel free to reach out to us at any time.

Larry Robinson,
President, Maine MEP

KEEPING UP WITH THE OCEAN'S BOUNTY



ATLANTIC SEA FARMS

In order to accommodate growing kelp harvests during a pandemic year that reduced restaurant demand, this woman-owned small business needed solutions. Maine MEP helped the innovative company design an efficient new facility—21,000 feet bigger than their former building—that can process exponentially more farmed kelp while keeping down costs.

About Atlantic Sea Farms

Atlantic Sea Farms' founders created the first commercially-viable seaweed farm in the United States in 2009, with the goal of diversifying how coastal waters are used and providing a domestic, fresh, healthy alternative to imported seaweed products. Atlantic Sea Farms' woman-led team of eighteen operate a processing facility in Biddeford where they create a wide variety of healthy food products with products sourced from Maine farmers and fishing families.

Challenge

Atlantic Sea Farms experienced a sharp decline in orders from restaurant and retail accounts hit hard by the pandemic. Despite these challenges, the team remained committed to fulfilling the harvest contracts they had with local fishermen and lobstermen and staying on track with their strategic growth goals. As a result, the 2021 harvest proved too large for their current processing space. Atlantic Sea Farms CEO Briana Warner contacted Maine MEP for help planning an efficient expansion plan that would create space for growth while minimizing costs.

Solution

Maine MEP project manager Bill Whittier worked with the Atlantic Sea Farms team to develop a plan for a new facility with hugely expanded processing space. Using the Systematic Layout Planning process and Lean manufacturing principles, Bill took the team through a process to chart relationships between the processing activities, plan space for each activity and adjust the relationships and space to develop an efficient layout plan. The new facility and layout plan has been designed and constructed to allow for not only the current processing needs but also future growth.

Result

\$2.1M new investment in one of Maine's legacy industries

\$350,000 in costs saved

27 Maine fishing families supported by serving as suppliers

"We have benefited tremendously from working with Maine MEP as we scaled up capacity. The fact that the team knows Maine, took time to learn about our business, and provided consulting services with reasonable pricing has meant that we could make incredible improvements without breaking the bank. Maine MEP is a trusted and valued resource for our business."

—Briana Warner, President and CEO

WALKING THE WALK OF “CONTINUOUS IMPROVEMENT”



MAINE WOODWORKS

Maine Woodworks and Maine MEP have enjoyed a longstanding relationship: we've coached the furniture-maker in developing a culture of continuous improvement and employee engagement based in Lean philosophy that has guided the way they've approached production, sales and supply chain issues.

About Maine Woodworks

Maine Woodworks creates cottage-style furniture that is bench-crafted and built to order in Saco, Maine. They use regionally sourced, sustainably harvested hardwood, environmentally friendly finishes, and a combination of time-tested and modern-day joinery. A social enterprise of Creative Works, a 501(c)(3) nonprofit organization that supports individuals with disabilities, Maine Woodworks employs an integrated workforce made up of people both with and without disabilities.

Challenge

Maine Woodworks originally approached Maine MEP in 2016 for assistance with increasing production volumes and profitability while operating within their existing space. The company's leadership then sought a facility design to increase capacity and create a road map to allow for production growth, and even more recently, Maine Woodworks has come back to Maine MEP to train the full staff on Lean manufacturing concepts to put into practice in the new space and empower their integrated workforce to participate in finding solutions.

Solution

Working with Maine Woodworks' leadership, Wayne Messer performed a thorough facility review to free up usable manufacturing space. The team broke down product offerings into product families, developing ideal flows and optimal layouts for materials and workers. The new layout incorporates point-of-use storage and minimal product handling in a clean, organized work environment. Through this process, the team developed a better understanding of Lean concepts and came away with ideas to improve efficiencies. Maine MEP has also connected Maine Woodworks to funding that supported sales training and supply chain consulting. Wayne continues to act as an advisor on production challenges.

Result

15 jobs created and retained

\$60K in unnecessary investment avoided

15% improvement in first pass yield

“By partnering with Maine MEP to create a Lean culture, our employees are more engaged and consistently seek out new processes. Maine Woodworks is grateful for Maine MEP's continued support. With their help, we are poised for significant growth that will strengthen our mission of empowering people with disabilities to contribute to their communities.”

—Matt Hickey, Chief Executive Officer

OUR TEAM

AT THE HEART OF MAINE MEP ARE OUR SKILLED PROJECT MANAGERS

Our project managers come to us with years of hands-on experience in the manufacturing industry and proven success in their fields, and continue to stay on top of the latest technologies, best practices and certification requirements. Their assistance allows smaller manufacturers to tap into an extremely high level of expertise and partner with an individual who is genuinely invested in their success.

OUR NEWEST PROJECT MANAGER

Jay Burkhart joined Maine MEP in 2022, bringing over 25 years of corporate experience to our team in new product start-ups, manufacturing and distribution enterprises, operations management, regulatory certification, project management and consulting. Jay's expertise is wide, ranging from ISO 13485 compliant medical device manufacturers and distributors to apparel manufacturers and the supermarket industry. Along with this deep and varied experience, Jay specializes in offering his clients perspective and mentorship. He has trained and led teams in inventory control processes, assembly and manufacturing facilities and purchasing controls. Outside of work, Jay enjoys kayaking and hiking with his daughters at his family's camp on Sebago Lake and exploring the hidden corners of Maine.



JAY BURKHART

OUR TEAM AND THEIR PROJECTS

Working with small and medium sized manufacturers in Maine means that our project managers get to know clients from all over the state and all sectors of industry. Below are just a few of the clients we've been working with recently.



FOREST WENTWORTH

Mölnlycke, Brunswick - Mölnlycke designs, manufactures and supplies innovative surgical and wound care products and solutions that enhance performance in healthcare.

Juneberry, Portland - Juneberry's tabletop fire pit uses a refillable campfire insert to create a safe, hassle-free way to enjoy a campfire in an intimate space.

Brant and Cochran, South Portland - This company uses time-tested techniques and high quality, American-made materials to forge and restore axes—including the only Maine wedge pattern camp axes made today.



BILL WHITTIER

Grandy Organics, Hiram - Grandy Organics creates delicious, all-natural organic granola, trail mix, roasted nuts and oatmeal using renewable energy.

Duvaltex, Guilford - Duvaltex is North America's largest contract textile manufacturer, providing innovative textile solutions for the commercial, hospitality, institutional, and healthcare markets.

Raye's Mustard, Eastport - This fourth generation family-owned company makes small-batch gourmet mustard in North America's last remaining traditional stone-ground mustard mill.



WAYNE MESSER

GO Logic, Belfast - This Midcoast-based business specializes in super-insulated, efficient, predesigned, prefabricated architecture and construction.

Thomas Moser, Auburn - Thomas Moser is a high-end furniture design and manufacturing operation offering timeless pieces and craftsmanship.

Auburn Manufacturing, Mechanic Falls - This company is the industry's leading expert in the manufacture of high performance textiles for extreme temperature protection.



JIM FAY

The Baker Company, Sanford - Baker is at the forefront of engineering, testing and production of reliable laboratory contamination control equipment.

Pineland Farms Dairy Company, Bangor - Pineland produces dairy products including milk and cream blends, as well as cheddar, jack, Swiss and feta cheeses and a line of cheese curds.

Yokogawa Fluid Imaging Technologies, Scarborough - Using its FlowCam technology, Yokogawa develops innovative hardware and software to monitor water, help make vaccines and injectable medicines safer, and improve other product quality.



ROB CLEMENT

Zero Energy Maine Homes, Millinocket - Affordable, ecological homes built with Maine-made materials, Zero Energy Maine Homes is a project of Our Katahdin, a community and economic development nonprofit.

The Good Crust, Canaan - Making delicious pizza dough from 100% Maine grains, The Good Crust also creates meaningful manual work opportunities for people with unique needs.

Troy Industrial Solutions, Brewer - Troy Industrial Solutions offers complete metal fabrication services to support almost any project, including custom design and expert repair.



JOHN KARP

Bourgeois Guitars, Lewiston - The craftspeople at Bourgeois create exquisite, heirloom guitars in popular sizes and tonewood pairings for players around the world.

Maine Wood Heat, Skowhegan - This family-owned business are makers of artisanal mobile woodfired ovens and masonry heaters for both residential and commercial use.

Flowfold, Gorham - Flowfold produces everyday, sustainably-made gear. Their product line began with a wallet, and grew to a variety of bags, as well as dog leashes and collars.



BOARD MEMBERS

Greg Boyd

President & CEO
Alternative Manufacturing Inc.
(AMI)

Joan Dolan

*Director of Apprenticeship
& Strategic Partnerships*
Maine Department of Labor

Sally Garand

Vice President,
Community Banking
Camden National Bank

Denise Garland

Deputy Commissioner
Maine Department of Economic
& Community Development

Scott Knapp

Former President
Central Maine Community College

Jack Lesko

Director of Engineering
Research & Professor
The Roux Institute

Kristine Logan

Executive Director
Midcoast Regional Redevelopment
Authority (MRRRA)

David Mika

Engineering Manager
ALCOM

Julia Munsey

*Director, Membership &
Corporate Development*
Maine International Trade Center
(MITC)

David Nemi

Marketing & Sales Manager
Franklin Printing

Jonathan Robertson

Chief Commercial Officer
Southworth International Group, Inc.

Harvey Smith

Former VP of Operations
Kennebec Technologies

Nancy Strojny

Assistant District Director
SCORE Maine

Maine Manufacturing Extension Partnership (MEP) is supported by the National Institute of Standards and Technology (a subsidiary of the U.S. Dept. of Commerce) and the state of Maine. Maine MEP is a partner organization of Maine's Department of Economic and Community Development and collaborates with other economic development organizations to provide integrated services to Maine manufacturers.



207-623-0680
1-800-MEP-4MFG
contact@mainemep.org
mainemep.org

Connect with us today for a
no-cost on-site assessment!