

March 10, 2016

Help us put a competing measure to increase the minimum wage on the ballot in November



If you have been following the events of the past few days, you know that the Maine Legislature will soon consider a citizen-initiated referendum question to raise Maine's minimum wage. The Maine State Chamber of Commerce – with the Maine Restaurant Association, Maine Innkeepers Association, the Retail Association of Maine, and a growing coalition of Maine's leading business organizations – believe it is time for an increase in the state's minimum wage, but

not the one proposed by the Maine People's Alliance (MPA).

Instead, our coalition has proposed a more reasonable and sustainable alternative, which would be in the form of a competing measure. The proposal would call for a significant, yet sustainable, increase in the minimum wage in Maine – **up from the current \$7.50/hour to \$10.00/hour** – starting in 2017 and phased in during a four-year period:

Continued on Page 3...

Tax conformity finally gets approved and passed into law!

Maine State Chamber would like to thank Governor LePage, Republican and Democrat leadership, and the 127th Legislature

The Maine State Chamber of Commerce would like to thank Governor Paul LePage, Senate President Mike Thibodeau, Speaker of the House Mark Eves, House Democratic Leader Justin Alford, and Senate Republican Leader Ken Fredette, as well as all legislators who voted for tax conformity and additional money for education. The business community has been waiting for months before filing tax returns to see whether or not the State of Maine was going to conform to changes made by the federal government.

An agreement on tax conformity was finally reached between the Governor, Republicans and Democrats on tax conformity late Tuesday, March 8. It came in the form of two bills – one dealing with tax conformity, the other with additional education funding. **LD 1583, An Act to Provide for Tax Conformity and Funding Methods**, was enacted as emergency legislation by the Senate (33-0) and by the House (121-19). The other bill, **LD 1641, An Act To Establish a Commission To Reform Public Education Funding and**

Continued on Page 4...

ACTION ALERT!

Business community calls for competing measure on the citizen's initiated referendum to increase the minimum wage

Please contact your legislator today and urge them to **include a competing measure** on the citizen's initiated referendum to increase the minimum wage. Maine people need a more reasonable alternative!

To find your legislator, please visit
<http://maineprosperty.com/lookup.asp?g=maine>.

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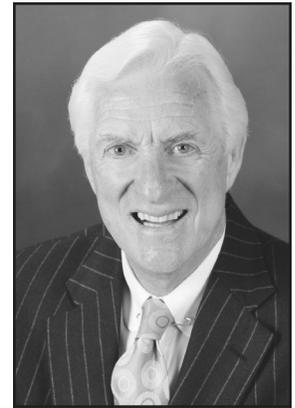
President: Dana F. Connors

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About the Maine State Chamber of Commerce:

Since 1889, the Maine State Chamber has been fighting to lower your cost of doing business. Through our Grassroots Action Network and OneVoice program, we work with a network of approximately 5,000 companies statewide who see the value in such a service and provide the financial support that keeps our access, advocacy, and assistance efforts going strong. As Maine's Chamber, we make sure that the business environment of the state continues to thrive. The Maine State Chamber of Commerce advocates on behalf of their interests before the legislature and regulatory agencies and through conferences, seminars, and affiliated programs.

A message from the president...



“We just love when a plan comes together!”

by Dana Connors

For months, we have talked about tax conformity – with legislators, businesses, employees, and anyone else who’d listen. There was an attempt to complicate the issue further by coupling it with education funding. However, in a move of true bipartisan leadership, a compromise was put forth by the Senate and House leaders and the Governor’s office to keep the proposals separate. After months of explaining its importance to Maine’s economy, we are happy to report that Governor Paul LePage (see page 1) recently signed the bill into law that passes tax conformity while also allocating \$15 million from the budget stabilization fund to education funding commitments.

We’ve also spent considerable time working with our coalition partners to develop a sustainable, practical proposal to increase Maine’s minimum wage (also on page 1). Our collective goal is to encourage legislators to put our proposal on the ballot as a competing measure, providing voters with a more reasonable alternative to the current citizen’s initiated referendum question. Passage of this proposal will also require leadership, compromise, and courage from the Legislature, and it will require support and encouragement from the business community.

We are always mindful of that fact that Maine is a place where relationships matter – a blessing for which we are thankful. We consider ourselves fortunate to be able to pick up the phone or work out these issues face to face, and that others are comfortable doing that too. When we do that, the plan comes together, and good policy rises above politics to build a better Maine. □

Minimum Wage... **(Continued from Page 1...)**

- Beginning on January 1, 2017, to \$8.50 an hour;
- Beginning on January 1, 2018, to \$9.00 an hour;

- Beginning on January 1, 2019, to \$9.50 an hour; and,
- Beginning on January 1, 2020, to \$10.00 an hour.

Unlike the MPA proposal, ours would not include indexing based on the Consumer Price Index (CPI) and would

preserve the current “tip credit” that is vitally important to Maine’s restaurant and tourism industry and the thousands of Maine people who work in this sector of our economy.

We are content to let the people decide which solution would be best for Maine businesses and Maine people, but first we need to convince legislators to allow it on the ballot.

This is a sincere and real proposal from our coalition to help Mainers, who are hard-working, proud people, and deserving of a raise that is sustainable for the Maine economy. Ultimately, doing so is good for the workforce, good for Maine families, and good for businesses.

Our coalition is committed to promoting the passage of our competing measure at the ballot box, because we know doing so will allow a reasonable wage increase in this state without putting small restaurants out of business, and will preserve current jobs, and promote the hiring of new workers.

I know we have called on you to reach out to your local legislators over the past few weeks, and we have made significant headway. But time is of the essence. Please take a moment and call or email your representative or senator and ask them to give Maine people a better choice – one that will give Maine workers a raise, but won’t put their jobs or the future of their workplace at risk. Ask them to support putting the business coalition’s minimum wage competing measure on the ballot when the question comes before them!

Coalition members include (as of Mar. 10, 2016) the Retail Association of Maine, the Maine State Chamber of Commerce, the Maine Restaurant Association, the Maine Innkeepers Association, the Lewiston Auburn Metropolitan Chamber of Commerce, the Maine Energy Marketers Association, the Maine Grocers and Food Producers Association, the Maine Insurance Agents Association, the Maine Tourism Association, the Manufacturers Association of Maine, the Portland Regional Chamber of Commerce, the SkiMaine Association, the Mid-Maine Chamber of Commerce, the Bangor Region Chamber of Commerce, the Kennebec Valley Chamber of Commerce, the Maine Auto Dealers Association, and the Bangor Convention and Visitors Bureau. □

Frequently Asked Questions

What is Maine’s current minimum wage, and when was the last time it was increased?

- The current minimum wage rate in Maine is \$7.50, which went into effect on October 1, 2009.
- After a year-long deliberation process, which included economists, non profits, businesses, and government representatives, the Portland City Council passed an ordinance where \$10.10 would be the minimum wage beginning January 1, 2016.

Why did the coalition choose \$10 as the proposed minimum wage for Maine?

- Creating a new minimum wage of \$10.00/hour is sustainable for Maine’s economy and avoids the anticipated consequences of crossing that threshold.
- According to the Institute for Research on Labor and Employment at the University of California, if minimum wages are raised to no more than 60 percent of median wages, the net economic benefit is largely positive to both workers and business owners. Based on this model, Maine would be able to sustain a minimum wage of \$9.77/hour with Maine’s current median hourly wage is \$16.29. The proposal supported by Maine’s business community goes beyond that and brings the state closer in line with the recent minimum wage increase in Portland.

Why a competing measure and isn’t this a significant departure from past voter initiated referendums?

- Our coalition supports a meaningful increase in the minimum wage and wants to ensure that increase is sustainable for the long term. As such, we are working with the Legislature to present Maine voters with a minimum wage increase that that benefits the workforce and grows Maine’s economy. Referendum options like this have been added by the Maine Legislature throughout the 1990s, and as recently as 2003.
- Elections are about choice, and this gives voters an opportunity to choose a solution, instead of choosing defeat.

What is the “tip credit” and why is replacing it with a “tipped wage” harmful to Maine’s restaurant and tourism industry?

- Eliminating the “tip credit” will dramatically increase the cost of doing business for restaurants, and others involved in Maine’s tourism industry, by establishing a new “tipped wage” at \$5 per hour the first year and increasing each year by one dollar until the minimum wage and the tipped wage become one in the same at approximately \$13.50 per hour.
- In a state with a vibrant tourism and entertainment industry where tips are a significant source of income, replacing the tip credit with a tipped wage equal to the full minimum wage could result in a net loss of wages for workers who often earn substantially more than a minimum wage from tips or a loss of jobs due to increased costs for employers. □

Tax Conformity... (Continued from Page 1...)

Improve Student Performance in Maine and Make Supplemental Appropriations and Allocations for the Expenditures of the Department of Education and To Change Certain Provisions of the Law Necessary to the Proper Operations of Government for the Fiscal Year Ending June 30, 2017, was enacted by the Senate (33-0) and by the House (131-8). On Wednesday, March 9, both bills flew quickly through the House and Senate with little debate. Governor LePage signed both bills on Thursday, March 10.

The debate on tax conformity follows congressional action at the federal level. Back in December 2015, in a bi-partisan effort, Congress and President Barack Obama signed into law the Protecting American from Tax Hikes (PATH) act. The PATH act expanded the current Section 179 deduction limits to \$500,000 permanently and extended federal bonus depreciation through 2019. Congress and President Obama enacted this legislation in an effort to stimulate the nation's economy and to increase job creation. While LD 1583 adopts the Section 179 increase permanently, Maine has usually decoupled from the federal government and enacted its own version of bonus depreciation, called the Maine Capital Investment Credit. The new law extends this credit to 2019. The credit will be equal to nine percent for taxable corporations, eight percent for individuals in 2015, and seven percent for individuals in 2016. The total cost of implementing this tax conformity proposal is approximately \$38 million.

LD 1641 provides \$15 million in additional education funding and establishes a task force to examine the cost drivers for education.

The Maine State Chamber would also like to thank the many local and regional chambers, and others, that helped make this happen! If you have any questions, please contact Linda Caprara by calling (207) 623-4568, ext. 106, or by emailing lcaprara@mainechamber.org. □

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Education committee hears education reforms bill

EDITOR'S NOTE: The following testimony was delivered by Ben Gilman, senior government affairs specialist, on behalf of the Maine State Chamber of Commerce before the Joint Standing Committee on Education and Cultural Affairs in support of "An Act to Implement Certain Recommendations of The Maine Proficiency Education Council," at a public hearing held on Monday, March 7, 2016. We have reprinted it here for your review.

Chairman Langley, Chairman Kornfield, distinguished members of the Education and Cultural Affairs Committee, I am Ben Gilman, Senior Government Affairs Specialist at the Maine State Chamber of Commerce and a member of the business organization ReadyNation. I am pleased to be with you today to speak in support for the proposal to make certain changes and improvements in Maine Proficiency Education model but with a couple recommended changes.

Those of us who frequent this committee know all of you have spent a great deal of time during the 127th session hearing and working numerous bills addressing proficiency-based learning, standards and aligned assessments and I appreciate your attention and thoughtfulness on these complex and intertwined issues and your commitment to "right sizing" this law, and add clarity to our common goals of mapping student achievement and clearly understood benchmarks that serve not only our students, but also their parents and our communities.

I am not an education expert but I am here as a representative of the business community – who are, after all, the largest consumer of Maine's educational system outputs – Mainers who finish public school and then seek college or career training, or both, to enable them to enter into our workforce – hopefully in a career they choose.

Just as our workforces have changed and adapted over the years to meet the new needs – driven now by our place in an ever changing and technologically driven global economy – so should the way we teach our young people. Gone are the days when rewarding seat time and root memory are

enough for bright futures. Rewards students for what they learn and can demonstrate under Maine's Proficiency Based Education model is more aligned with work worlds they will be entering.

We know that Maine currently has a skills gap. According to a ReadyNation report, if current education and labor market trends continue, Maine will face a deficit of at least 15,000 high-skilled workers to fill the jobs of the future. We also know that 14 percent of Maine students fail to graduate from high school on time and that way too many of them who enter college need remedial math and English classes.

Maine businesses tell us every day that they have high-wage jobs with good benefits they cannot fill because of the lack of qualified workers.

Other employees tell us that they provide on-the-job training for their workers – but are finding with higher and higher frequency that young people entering the work places lack deeper learning skills: the ability to be a good communicator, a good problem solver, a good team member, and the ability and interest to learn new skills.

Many tell us that one of largest problems they face is just getting workers to show up consistently on time.

If Maine is to compete, and succeed, in the global marketplace, these trends must be reversed.

We also know that 66 percent of job openings this decade (between 2010 and 2020) require post-secondary education. Positions in STEM are growing in Maine and 86 percent of these jobs require post-secondary education. Yet only 57 percent

Continued on Page 8...

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03/10/2016 III Impact III 5

More than 250 businesses participate in Maine State Chamber's eighth annual Business Day at the Statehouse

This year's event another huge success with businesses of all sizes from across the state represented



On Thursday, March 10, 2016, employers from across Maine gathered at the Statehouse in Augusta for the Maine State Chamber of Commerce's eighth annual Business Day at the Statehouse. The event was a huge success again this year, with more than 250 businesses of all sizes from across Maine represented. The annual event provides a prime opportunity for Maine business leaders to discuss their priorities with lawmakers and state government officials, with the ultimate goal of better working together to strengthen the state's economy and keep Maine competitive.

Participating businesses had the unique opportunity to connect face-to-face with legislators. Employers emphasized the importance of preserving and retaining existing jobs, strengthening Maine's economy through the creation of new opportunities, and keeping Maine businesses competitive in today's economy. Businesses also had the chance to showcase what they do to legislators and state government officials.

"The State Chamber's eighth annual Business Day at the Statehouse was a

huge success again this year with big turnout out from Maine's business community," said Dana Connors, president of the Maine State Chamber of Commerce. "Each year, businesses of all sizes and from all parts of Maine take advantage of this opportunity for their voices to be heard in Augusta. We all share the common goal of improving Maine's business climate so our economy and our state's businesses can grow and thrive. Business Day at the Statehouse provides an excellent opportunity for Maine businesses to share ideas with legislators and state government officials, and we look forward to this event each year."

Governor Paul LePage's Senior Policy Advisor John Butera spoke at the event, along with members of Maine's legislative leadership, sharing their perspectives on recent legislative activities to advance the Maine economy and foster job growth. Each commended the Maine State Chamber for its participation in the legislative process and urged employers to educate legislators on the ways legislation may affect their businesses. □





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Local and regional chamber executives



Education Reforms...
(Continued from Page 5...)

of working age adults in Maine have that level of education.

Maine needs a high school education system that provides rich, relevant, and core academic curricula that prepare students for education and careers beyond high school, while also providing students with practical job skills, hands-on experience and connections to local employers.

We understand the need to adapt Maine's law and MDOE rules regarding Proficiency Based Education so that it moves beyond aspirational and are workable for Maine schools and Maine students. We agree that math and English Language Arts proficiency should be a high school graduation requirement. As a parent I also understand the need to give student voice and choice and allow them to pursue other areas of proficiency that they are most interested in. Given the trajectory of Maine's future job growth, we ask that you to also require proficiency in science. In addition to science, there is a need to have an informed society – we believe social studies should be required as well. Beyond that, the standards should be more flexible and gives students choice for where they want to focus their academic growth. Requiring four core subject areas and then selecting two more from the other four makes sense from our perspective. We also believe that this bill addresses the need for more flexibility for CTE students.

The bottom line is: The future of Maine's economy depends upon the caliber of our workforce. As this committee works to "right-size" requirements for high school graduation, we must do so in a way to make sure that more students are not just completing high school, but are graduating college- and career-ready. We believe this bill heads in the right direction and with some modifications will equip them for success in both postsecondary education and their future careers. □



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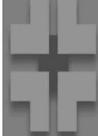




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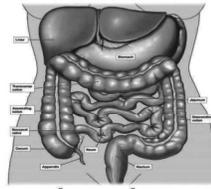
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House Democrats vote to fund Maine clean elections with tax haven proposal

Maine State Chamber supports Republican proposal to fund Maine clean elections

On Tuesday, March 8, the Maine House of Representative voted 77-67 to engross **LD 1634**, *An Act to Provide Tax Revenue to Offset Transfers to the Maine Clean Election Fund*. The bill comes from the Taxation committee with a report divided 6-6 along party lines. As drafted the bill would offset the transfer of \$3 million from the General Fund to the Maine Clean Election Fund by requiring corporations that file unitary income tax returns in Maine to include income from certain jurisdictions outside the United States in net income when apportioning income among tax jurisdictions. The bill is now in the Senate where it is on the list of unfinished business and will likely be debated next week.

As you recall, Maine voters passed last November the Maine Clean Election referendum question (55% to 45%) that requires the Taxation committee to report out a bill, within 45 days of the effective date of the law, to permanently eliminate \$6 million of “corporate tax expenditures” over the biennium (\$3 million per year) to fund clean elections. The measure also requires that the \$6 million in business tax expenditures *must* come from “low performing” incentives identified by the Office of Program Evaluation and Government Accountability (OPEGA).

The Taxation committee worked on a bill for several weeks. The committee struggled with deciding where to get the resources to increase the Maine Clean Elections Fund. First the referendum did not define “corporate tax expenditures,” so it was unclear what constituted that definition. As a result, the term “corporate tax expenditures” could have included any one of the 400-plus tax expenditures that are currently on the State’s books. Second, OPEGA has not even begun to conduct its performance review of tax expenditures, so it would be premature for OPEGA to recommend the elimination of any tax expenditure prior to conducting the review.

Ultimately, Republicans proposed to require the measure be funded from the general fund rather than from eliminating corporate tax expenditures. Whereas, the Democrats on the committee voted to

fund the measure through adopting language similar to what was found in **LD 341**, *An Act to Prevent Tax Haven Abuse*.

The Maine State Chamber strongly opposed that bill during the first regular session in 2015. The bill eventually died in non-concurrence. Like LD 341 (as drafted), LD 1634 would have established a “black list” of countries, labeling them as “tax havens,” where there was a premise that companies located there to avoid paying taxes on income generated. The “blacklisting” of countries was arbitrary and discriminatory. It targeted some countries, but not others.

Maine companies would have been subjected to tax on income generated in those countries and Maine income tax as well, essentially double taxation. Even though the bill tries to avoid it, it would be literally impossible to do. The U.S. has always adopted what is called the “arms-length” or “waters-edge” approach to taxing income. In that situation, the tax is imposed in the country where the income is generated. This legislation would have interfered with federal tax treaties already in place and would have threatened U.S. trade relations. Last year, in response to a similar proposal, the embassies of Liechtenstein and Luxemborg both wrote letters to Taxation committee members and to the Legislature urging them to vote against this legislation.

While Maine voters did approve the statewide clean elections referendum question (Question 1) on the ballot in November 2015, the vote was a lot closer than early polls showed. The gap was narrowed substantially due to the work by the “No on Question 1” coalition formed by the Maine State Chamber and 14 other business associations statewide, representing thousands of Maine employers across the state. Coalition members were not opposed to clean elections – they were all opposed to the funding mechanism contained in Question 1.

If you have any questions, please contact Linda Caprara by calling (207) 623-4568, ext. 106, or by emailing lcaprara@mainechamber.org. □

Maine State Chamber welcomes new finance assistant



Lyndsay Taylor joined the staff of the Maine State Chamber of Commerce in January 2016, after moving to Maine from Texas. As the chamber’s finance assistant, Lyndsay provides support in the preparation of financial reports, account transactions, and member services.

“We are very pleased to have Lyndsay on our team,” comments Dana Connors, president of the Maine State Chamber. “Her continued degree aspirations and her previous experience are an asset to our team and will provide the necessary support to our financial coordinator.”

She holds a Bachelor of Business Administration with a specialization in Accounting from Texas Lutheran University in Seguin, Texas, and is currently pursuing her Masters of Science in Accounting with a specialization in Taxation. While in college, she worked for a CPA firm in Gonzales, Texas, assisting individuals and businesses with their tax accounts and has extensive experience in retail and customer service.

“I am pleased to be joining the team at the Chamber and look forward to getting to know our members better,” Taylor states. “I look forward to continuing my career here and to helping with the promotion of a positive business climate in the state of Maine.” □

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Chamber's broadband symposium explores role of Maine's broadband infrastructure in growing our economy

Maine's broadband infrastructure has been a hot topic of discussion during the 127th Legislature, and Maine's broadband infrastructure is a key component to growing our economy. In response to this, the Maine State Chamber of Commerce hosted a symposium on Maine's broadband infrastructure issues on Friday, February 12 at the Senator Inn at Augusta. At times in Augusta, issues can take on a life of their own, and the simple act of convening an event, such as the broadband symposium, can spark conversation and discussion that otherwise would not happen – this event did just that!

The event was well-attended by businesses, policymakers, and members of the Maine's telecommunications industry. Attendees heard from several expert panelists, including:

- Jessica Zuffolo from the Universal Service Fund Corporation out of Washington, DC, brought the perspective of how Maine can take advantage of federal programs available to rural states seeking to grow their broadband network; and,
- Bruce Leitchman from the national Leitchman Research Group presented his recent research findings on the state of the telecommunications industry from a national perspective.

During the more than three hours of presentations and networking, attendees were able to hear from representatives from the landline industry, cable industry, wireless industry, the satellite industry, the ConnectME Authority, the Telecommunications Association of Maine, and the Maine Municipal Association. The dialogue was rich and in depth and the Maine State Chamber would like to thank all that participated and helped make this event possible. Some of the presentations from the event are available on our website at www.mainechamber.org.

Thank you to the following sponsors for their generosity in bringing this timely forum to our members:

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If you have any questions about the event or on Maine's broadband infrastructure issues, please contact Ben Gilman by calling (207) 623-4568, ext. 108, or by emailing bgilman@mainechamber.org. □



Legislative Strictly Social

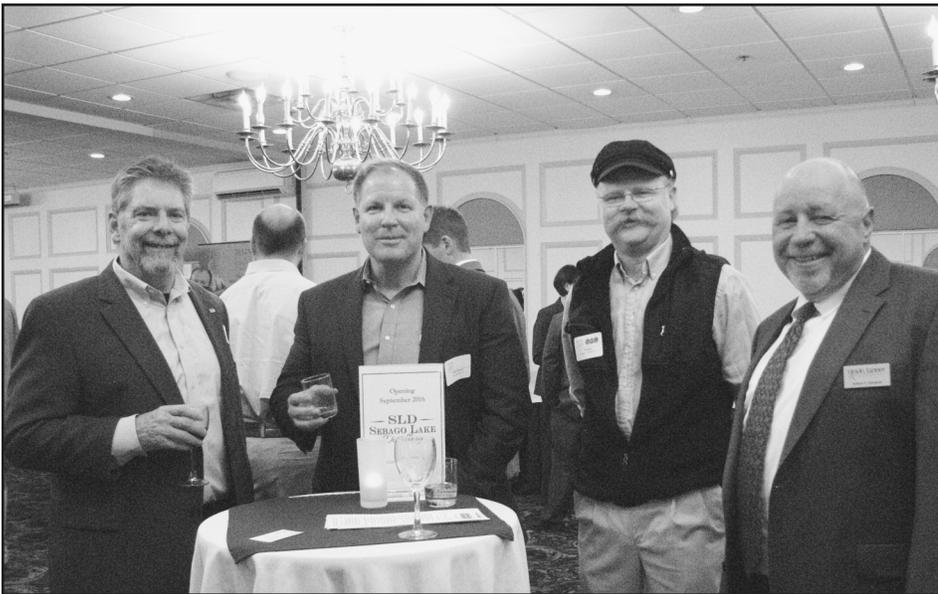
Tuesday, March 8, 2016

5:00 to 7:00 p.m.

The Senator Inn & Spa,
Augusta

On Tuesday, March 8, 2016, the Maine State Chamber hosted its annual Legislative Strictly Social networking reception at the Senator Inn & Spa in Augusta. The Legislative Strictly Social is an ideal way for Maine business leaders to interact with legislators, business associates, Maine State Chamber members, and government representatives in a relaxed setting. □





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Bangor Savings Bank; Cross Insurance; Hannaford Supermarkets; Hoyle, Tanner & Associates, Inc.; Maine Better Transportation Association; Maine Manufacturing Extension Partnership; Maine Street Solutions; Maritimes & Northeast Pipeline; Martin's Point Health Care; Pierce Atwood LLP; Spectra Energy; Telecommunications Association of Maine; Verrill Dana, LLP ☐



Special reception highlights growing contribution of Maine brewers, distillers and vintners to Maine's economy —

Just prior to the Maine State Chamber's Legislative Strictly Social on Tuesday, March 8, a casual and informal reception was held for legislators to meet with members of Maine's growing spirits production industry. The exclusive event was sponsored by Verrill Dana and Maine Street Solutions.

Attendees sampled locally-made beer, wine and distilled spirits while meeting with the talented entrepreneurial craftsman to learn about the industry and what it means to Maine's economy. The following craft manufacturers joined us to showcase their products and share their stories:

- Baxter Brewing Co., Lewiston;
- Bigelow Brewing, Skowhegan;
- Cellardoor Winery, Lincolnville;
- Cold River Vodka & Gin, Freeport;
- Dirigo Brewing, Biddeford;
- Gritty's, Portland;
- Maine Craft Distilling, Portland;
- New England Distilling, Portland;
- Northstar Brands, LLC, Portland;
- Sebago Lake Distillery, Gardiner;
- Shipyard Brewing Co., Portland;
- Sweetgrass Farm Winery & Distillery, Union;
- Tree Spirits of Maine, Oakland; and,
- Wiggly Bridge Distillery, York. □



Several local / regional chambers welcome new executive directors



In the past year, several local/regional chamber executives have moved on or retired. They include the Lewiston Auburn Metropolitan Chamber (formerly the Androscoggin County Chamber of Commerce), the Kennebec Valley Chamber of Commerce, the Penobscot Bay Regional Chamber of Commerce, the Bangor Region Chamber of Commerce, the Boothbay Harbor Chamber of Commerce, the Old Orchard Beach Chamber of Commerce, the Franklin County Chamber of Commerce, the Yarmouth Chamber of Commerce, and the Greater Freeport Chamber of Commerce. To provide our members an opportunity to get to know these new local/regional executive directors, we will be featuring a few of them each month in our *Impact* newsletter.

An affiliate of the Maine State Chamber of Commerce, the Maine Association of Chamber of Commerce Executives provides a forum where chamber executives meet to share ideas, network with peers, and build partner-

ships with other chambers of commerce across Maine. For more information, please contact Amy Downing by calling (207) 623-4568, ext. 104, or by emailing adowning@mainechamber.org, or visit <http://www.macce.biz/>.

Greater Freeport Chamber of Commerce: Stephanie Petkers...

In July 2015, Stephanie Petkers became the fifth Greater Freeport Chamber of Commerce executive director, taking over for Sande Updegraph who had been actively involved in the Chamber and economic development in Freeport for many years. Following a 25-year career in marketing for the elevator industry, Petkers, opened The Wishful Moon, a gift shop on School Street in Freeport featuring a variety of Maine made gifts and art including her own line of aromatherapy bath products, in 2013. She closed the store in February 2015 and, after a short project assignment in marketing at Parkview Hospital, took on the executive



Stephanie Petkers
Greater Freeport Chamber

Continued on Page 17...

NINTH ANNUAL PAUL D. MERRILL BUSINESS ETHICS LECTURE

The University of New England invites you for an annual celebration of the life and ideals of business and community leader Paul D. Merrill.

Sponsored by UNE's Department of Business

Investing as a Social Change Strategy



A LECTURE BY

Joseph Keefe

President and Chief Executive Officer of Pax World Funds

Thursday, April 7, 2016, at 4 p.m.

Reception immediately following the lecture at the UNE Art Gallery

Eleanor DeWolfe Ludcke '26 Auditorium
UNE Portland Campus | 716 Stevens Avenue

RSVP Recommended.

Contact Mary Johnson at mjohnson30@une.edu or (207) 602-2483.



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(207) 602-2592

MAINE STATE SCIENCE FAIR



2016 SPONSORSHIP OPPORTUNITIES

Your sponsorship enables The Jackson Laboratory and Maine Mathematics & Science Alliance to present the 2016 Maine State Science Fair at the Cross Insurance Center in Bangor.

78

Pt

195.08

Platinum Sponsor | \$10,000+

This level of recognition will include the highest visibility in promotional materials throughout the event.

Benefits at this level include:

- Named award to the top winner of the Maine State Science Fair
- Premier logo placement in all pre- and post-event advertising and promotional efforts, including on the Maine State Science Fair website, program and event signage
- Opportunity for joint press release and presentation of awards at closing ceremony
- Recognition from the podium

22

Ti

47.87

Titanium Sponsor | \$5,000

Support the participation of our Maine student winners at the Intel International Science & Engineering Fair (ISEF).

Benefits at this level include:

- Named scholarship for one of the top three science fair winners to attend Intel ISEF in Phoenix
- Opportunity for photo and co-presentation of award at closing ceremony
- Logo placement on the Maine State Science Fair website, program and event signage

79

Au

196.97

Gold Sponsor | \$2,500

Provide the premiere award to the winner of one of a dozen competition categories. Benefits at this level include:

- Named award in one of a dozen competition categories
- Opportunity for a photo and co-presentation of award at closing ceremony
- Logo placement on the Maine State Science Fair website, program and event signage

47

Ag

107.87

Silver Sponsor | \$1,000

Demonstrate your support of students, teachers and judges at lunch during the Science Fair.

Benefits at this level include:

- Logo/listing on signage at lunch and table tent displays
- Listing on the Maine State Science Fair website, program and event signage

29

Cu

63.55

Copper Sponsor | \$500

Join us in presenting the coffee breaks during the Maine State Science Fair.

Benefits at this level include:

- Logo/listing on the coffee break table tent displays
- Listing on the Maine State Science Fair website, program and event signage



To reserve your sponsorship, please contact Mallory Sullivan by email or phone at mallory.sullivan@jax.org or 860-837-2346.



WWW.MAINE-STATE-SCIENCE-FAIR.ORG



March 19, 2016

7:30 a.m. - 4:00 p.m.

Cross Insurance Center
Bangor, ME



“The Bottom Line” explores timely issues crucial to Maine’s economy

Maine employers are affected every day by issues such as transportation, technology, education, energy, health care, environment, and taxation, just to name a few. That is why the Maine State Chamber launched its television show, *The Bottom Line*, in February 2013. *The Bottom Line* takes an in-depth look at a wide variety of business related issues, their impact on jobs here, and highlights positive aspects of Maine’s economy. Host Dana Connors is joined monthly by various experts to essentially “bottom line” the various facets of these and other complex issues that ultimately create jobs and growth in our state.

The *Bottom Line* airs three times per week on Time Warner’s public access station, channel 9 for TWC customers. You can watch it on Thursdays at 7:00 p.m. and on Sundays at 9:00 a.m. and 6:30 p.m. It is also available on our homepage at www.mainechamber.org. Each episode of *The Bottom Line* is archived at www.mainechamber.org/bottomlinearchive.php.

This month on *The Bottom Line*, host Dana Connors continues last month’s broadband discussion with Dick Thompson, interim chair of the ConnectME Authority and chief information officer for the University of Maine System; Mike Reed, CEO of FairPoint Communications; and, Jeff Nevins, director of regulatory and external relations and community broadband development for FairPoint Communications.



If you’d like to support this initiative, we have a special underwriter opportunity available. Each of the two annual \$2,500 underwriters will receive:

30-second Ad Spot:

Each of our two possible 30-second ads will run approximately 12-16 times per month (every Thursday at 7:00 p.m. and every Sunday at 9:00 a.m. and 6:30 p.m.). The underwriter is responsible for the production of the video.

Legislative Week Ahead:

Your logo and website link will be placed on our email broadcast, sent weekly during the legislative session (January through April 2016) to approximately 2,000 subscribers.

Show Highlight:

We welcome your participation as a show guest to highlight your positive economic story in one half-show segment during the year.

Other Mentions:

Annual underwriters will be listed in opening and closing credits on every show, as well as in our newsletter and social media.

For more information about *The Bottom Line*, please contact Melanie Baillargeon, director of communications, by calling (207) 623-4568, ext. 110, or by emailing melanieb@mainechamber.org. Underwriter inquiries can be sent to Melody Rousseau, sponsorship and advertising sales manager, by calling (207) 623-4568, ext. 102, or by emailing melodyr@mainechamber.org. □



Andrew Smaha
Yarmouth Chamber

Chamber Directors... (Continued from Page 15...)

director position. Stephanie holds a degree in Business Administration and Marketing from Bryant University and an MBA degree from University of Hartford. She lives in Orrs Island with her husband Jon who is a physical therapist at Midcoast Parkview Health in Brunswick. They enjoy time with their four dogs and watching the New England Patriots.

**Yarmouth Chamber of Commerce:
Andrew Smaha...**

Andrew Smaha joined the Yarmouth Chamber of Commerce in late August 2015 and is one of many new economic development professionals focused on enhancing and promoting the business climate in town. He began his career as a freelance producer on a number of live entertainment and television productions in Boston and Los Angeles, followed by a five-year stint developing new revenue-generating programs at the world’s most financially and creatively successful theme parks (Paramount Santa Clara, Busch Gardens Williamsburg and Sea World Orlando). In this live-event setting, Andrew grew a knowledge base in regional events, business development, community operations, guest service and relationship-building with major corporate partners.

Andrew returned to his home state of Maine in 2008 as assistant dean for business and community partnerships at Southern Maine Community College. During his

Continued on Page 18...

Chamber Directors...
(Continued from Page 17...)

tenure there, he created and managed new event operations with the primary goal of opening up the college's amazing physical and scholarly assets to thousands of potential donors in the area. In 2011, Andrew joined a Falmouth organization as the conference director, directing fully strategized projects while managing teams from production, marketing, data, operations, and sales from conference concept to completion.

Andrew carries a sincere passion for building strong Maine communities; creating impactful content; developing successful coalitions; managing complex research-driven projects; and forging relationships that drive engagement and success. He loves meeting people and learning what makes them tick. He enjoys listening to internal and external stakeholders, determining their level of partnership opportunity, and then designing a relationship that mutually benefits the goals. In short, he has passion, energy, joy, and the desire to shine a light on what makes the town of Yarmouth an unrivaled economic beacon for the state of Maine. □

Mid-Maine Chamber of Commerce
presents

2016 Business to Business Showcase

Mid-Maine's Premiere Tradeshow!

Thursday, March 24th ♦ 12:00 to 6:00 p.m.
Colby College Field House

- ♦ Statewide networking
- ♦ More than 140 business exhibitors
- ♦ \$1,000 Cash Prize
- ♦ Gov. LePage to address the crowd

FMI call 873-3315 or visit www.midmaineb2b.com



Now Accepting Applications for MEMIC's Scholarship to Help the Families of Seriously Injured Workers

As Maine's leading workers' comp insurer, MEMIC knows that a workplace injury can have a profound impact on the worker's family. MEMIC's Harvey Picker Horizon Scholarship was created to help families confronted by a significant injury to see a brighter future on the horizon.

Visit memic.com by April 29, 2016 to apply.



MEMIC President and CEO John Leonard with Katie Smith, 2014 scholarship recipient.

Skowhegan company ships first products to Walmart stores

— **Maine-made products selected through Walmart's \$250 billion commitment to U.S. manufacturing**

The pet department at Walmart stores will soon feature products made in Skowhegan, Maine. Dog Not Gone Visibility Products will ship the initial order of the company's Tick Repelling Safety Dog Vest to the world's largest retailer next month. To commemorate the milestone, state and local dignitaries and business leaders helped "Load the First Truck" at a companywide event on February 24, 2016, at 40 Dane Ave in Skowhegan.

"Our products have always done well in Maine and New England," said company co-owner and CEO Julie Swain. "Large scale national exposure is what we need to take our company to the next level. There is no faster path to national retail presence than Walmart." Dog Not Gone's products were among the top new products featured at Walmart's 2015 Open Call and U.S. Manufacturing Summit, as part of Walmart's 2013 U.S. Manufacturing Commitment to buy an additional \$250 billion in U.S. products over 10 years.

"Our customers have told us that,

second to price, where products are made influences their purchase decisions. We are focused on buying great quality products that create jobs in communities across the U.S. It makes sense for our customers, our communities and our company. Dog Note Gone's tick repelling vest was purchased at our 2015 Open Call, an event to help find innovative items made in the U.S. supporting American jobs," said Cindi Marsiglio, vice president, U.S. sourcing and manufacturing at Walmart.

Dog Not Gone's signature Tick Repelling Safety Dog Vest is made from fabric that is permanently treated with permethrin, a proven tick and biting insect repellent. Made in high visibility colors with reflective striping, the Tick Repelling Safety Dog Vest offers visibility in any light and offers protection against tick-borne illnesses such as Lyme disease. Success in the market test will result in the company's products being featured in more stores within the next six months.

Continued on Page 20...



Pictured above, Dog Not Gone co-founder, Bill Swain (far right), and his children, Maggie and Will, join Michael Hersey (holding box) of the Maine DECD in loading the first truck.

For the most current information, visit www.mainechamber.org

Connect with us daily on these social media platforms!



www.mainechamber.org



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www.linkedin.com/groups/Maine-State-Chamber-Commerce-3686793

Dog Not Gone... (Continued from Page 19...)

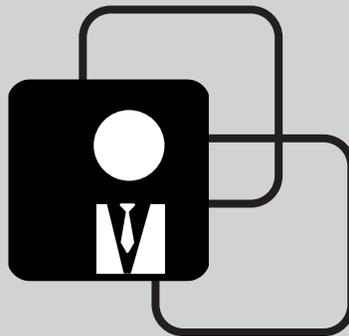
The Swains purchased the assets of the former Dirigo Stitching in 2014 with the goal of reestablishing the company's presence in textile manufacturing. In addition to Dog Not Gone's products, Maine Stitching Specialties, the Swain's manufacturing partner, produces consumer goods for other small companies and markets its own line of window treatments and decorative bedding for hotels and privacy curtains for health care and assisted living clients nationwide. In its first year of operation, the company more than doubled sales and grew its workforce from seven to 22. Expansion into greater numbers of Walmart stores will result in immediate job openings for skilled stitchers, production assistants, and stitcher trainees.

For more information on Dog Not Gone Visibility Products, please visit www.dognotgone.com. □

About Dog Not Gone: *Founded in 2005, Dog Not Gone Visibility Products is a market leader in pet safety products for visibility, security and insect protection. With designs created by outdoors-people and a commitment to American craftsmanship, the company's products have been embraced by pet owners looking for the most effective way to keep their dogs visible day and night. Dog Not Gone's Safety Dog Vests feature an exclusive double Velcro closure to ensure the vest fits perfectly and will not come off even in the thickest cover. Genuine 3M reflective striping glows brightly to ensure dogs are highly visible after dark when a pet owner is walking in the woods or along the road.*

About Walmart

Wal-Mart Stores, Inc. (NYSE: WMT) helps people around the world save money and live better – anytime and anywhere – in retail stores, online, and through their mobile devices. Each week, nearly 260 million customers and members visit our 11,535 stores under 72 banners in 28 countries and e-commerce websites in 11 countries. With fiscal year 2016 revenue of \$482.1 billion, Walmart employs more than 2 million associates worldwide. Walmart continues to be a leader in sustainability, corporate philanthropy and employment opportunity. Additional information about Walmart can be found by visiting <http://corporate.walmart.com> on Facebook at <http://facebook.com/walmart> and on Twitter at <http://twitter.com/walmart>. Online merchandise sales are available at <http://www.walmart.com> and <http://www.samsclub.com>.



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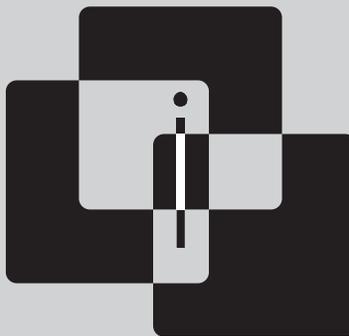
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- Recruitment** An internship program is a powerful recruitment tool, with more than 50 percent of interns accepting an employment offer from their host company.
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Get started today with InternHelpME.com!

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A program managed by the Maine State Chamber Purchasing Alliance, Inc.

WORKPLACE WELLNESS

HEALTHY EMPLOYEES MAKE CENTS!

March is National Nutrition Month

Words like “refined,” “saturated,” and “solid” are great to hear if they’re describing jewelry, paint colors or the foundation of a house. The same isn’t true if you’re trying to follow a healthy eating plan. Refined sugar and flour in breads add empty calories and no fiber; and, large amounts of saturated fat are not heart-friendly, especially solid fats, like butter and lard. The result: Too many calories and not enough nutrients.

A healthy eating plan should include a variety of foods from the basic food groups (grains, vegetables, fruits, fats, milk, and meats and beans) that provide the most nutrients from the calories we consume. Following a healthy eating plan helps your body guard itself against serious conditions, including heart disease, stroke, diabetes, high blood pressure, osteoporosis and certain cancers. Combine this good habit with 30-60 minutes of physical activity most days of the week and you can also help keep your weight at a normal level.

This is excellent news for all of us. It means that, one meal at a time, we have the power to potentially control the course of disease based on the lifestyle choices we make. Understanding good nutrition basics can help us make better food selections now. Consistently making better

food selections over time can become a habit. And, a habit of nutritious eating and exercising can add up to a lot of time spent enjoying a better quality of life.

Learn more about what’s in your food and why eating a variety of essential nutrients is vital to your good health and wellness. Check out the “Fitness and Nutrition” articles and other tools by visiting anthem.com.

When employees feel good, they tend to perform better. That’s why most Chamber BlueOptions’ plans come with employee discounts on health products and services, as well as an online health and fitness program. Just contact your Anthem-appointed insurance producer for more information, or go to the Chamber’s BlueOptions web page (www.mainechamber.org/blueoptions) to find a producer.

For more information on the Chamber BlueOptions health plan, please contact Joyce LaRoche, executive director of the Maine State Chamber Purchasing Alliance, by calling (207) 623-4568, ext. 113, or by emailing jlaroche@mainechamber.org, or Amy Downing, program coordinator, by calling (207) 623-4568, ext. 104 or by emailing adowning@mainechamber.org. □

**Resources provided by Anthem.com*

***This information is intended for educational purposes only, and should not be interpreted as medical advice. Please consult your physician for advice about changes that may affect your health.*

E2Tech explores scenic impacts of development on Thursday, March 24



The Maine Judicial Supreme Court scuttled a \$100 million wind project planned for Penobscot County, with 16 wind turbines generating 48 megawatts of electricity, because it was found to impinge on scenic views from nine nearby lakes. Around the same time, Portland voters decisively rejected a controversial ordinance meant to protect scenic views of Casco Bay threatened by intruding building developments.

What do these decisions have in common? Both involved projects with significant economic development potential for local communities. Both involved well-funded campaigns that brought often-adversarial groups together to support or defeat development initiatives. And both were based on wildly divergent – and often subjective – assessments of impacts on scenic views.

On Thursday, March 24 at Congregation Bet Ha’am in South Portland, E2Tech takes a look at state and local policies, practices, and methodologies to evaluate the visual impacts associated with wind, road, building, and other types of development projects. Public acceptance and confidence in development policies are likely to be enhanced when there is clear guidance for developers, planners, and regulatory decision makers, as well as protection of important scenic and cultural resources. However, policies vary widely based on jurisdiction (e.g., state vs. local), regulatory framework, size of projects, economics, and other considerations. This is intended to be a science-based forum on a very subjective issue!

Please register online at <http://www.e2tech.org/event-2120201>. For more information, please contact Jeff Marks by calling (207) 956-1970 or emailing jeffmarks@e2tech.org. □

Participate in democracy...

Maine's Path of Legislation

Source: State of Maine's web site



Maine State Science Fair is seeking judges for its high school science and engineering competition in Bangor on March 19, 2016

Volunteer Description for Judges:

- Review your assigned project abstracts prior to the event to familiarize yourself with the projects before you interact with the students.
- Participate in a webinar on March 11 at 11:00 a.m. to learn about your role as a judge at the science fair.
- Attend the Maine State Science Fair on Saturday, March 19 from 8:00 a.m. to 3:00 p.m. The event includes orientation, judging, free lunch, and an awards ceremony.

What's Your Area of Expertise?

Maine State Science Fair is seeking judges for the following nine categories: Animal Sciences, Behavioral and Social Science, Chemistry and Materials, Computer Science, Environmental Science, Energy, Engineering, Physics and Astronomy, and Plant Sciences.

For more information, please visit www.maine-state-science-fair.org and click on the "Judges" tab, or contact Stefany Burrell by emailing sburrell@mmsa.org. Please register by Monday, February 29. Maine State Science Fair is sponsored by The Jackson Laboratory and Maine Mathematics & Science Alliance. □

Legislative Week Ahead

Check it out at
www.mainechamber.org/legweekahead.php



**Introducing
 an important
 partnership...**



**MAINE
 STATE
 CHAMBER
 of
 COMMERCE**

NAWIC Maine is honored to welcome the Maine State Chamber of Commerce as a partner in our annual event. The **Construction Showcase of Maine**, NAWIC Maine's premier event, will take place on **Wednesday, April 13 and Thursday April 14, 2016**, at the **Augusta Civic Center**. Plan to join us as we gather to celebrate the start of the construction season; network and display the many aspects of the construction industry; and present a number of professional development and training opportunities. We invite the members of the Maine State Chamber of Commerce to join us. **Please visit www.nawicmaine.org** to view our Showcase Agenda, and to **download a complimentary ticket** to this event. □

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**2016 REGIONAL
BUSINESS BREAKFAST
MEETINGS**

from 7:30 a.m. to 9:00 a.m.

Lewiston/Auburn:

Tuesday, April 26 ♦ Hilton Garden Inn

Greater Portland:

Date TBD ♦ Anthem Blue Cross & Blue Shield

Greater Bangor:

Tuesday, May 3 ♦ Husson University

Northern Maine:

Wed., May 4 ♦ University of Maine Presque Isle

Maine State Chamber's annual **Regional Business Breakfasts** bring "the Chamber to your region," enabling us to hear first-hand about the concerns of each region's local businesses, as well as providing an opportunity to present the latest public policy information that employers there need to know. *Space is limited and "first come, first served."*

Please **RSVP** to Amy Downing by emailing adowning@mainechamber.org.