

PRESS RELEASE

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Maine State Chamber celebrates and recognizes the accomplishments of Maine businesses

Eight annual Awards presented to businesses, manufacturers, entrepreneurs, as well as local chamber executives and volunteers

BANGOR – At its Annual Awards Dinner, held in Bangor on October 26, The Maine State Chamber of Commerce presented eight prestigious recognitions to companies and individuals from communities across this state.

“We are filled with hope and encouragement tonight,” noted Dana Connors, president of the Maine State Chamber of Commerce. “These companies are examples to us all: Some have overcome great odds to succeed and thrive; others have employed innovation and creativity to adapt in the ever-changing marketplace; and, still others understand how having the right attitude makes a world of difference.”

2011 Alton “Chuck” Cianchette Business Hall of Fame...

The 2011 Alton “Chuck” Cianchette Business Hall of Fame will be presented to the family of **Robert H. Reny, Sr.** in his memory and in recognition of his lifelong contribution to Maine’s business community. This annual award, in honor of Alton “Chuck” Cianchette, recognizes the contributions of an individual who has demonstrated public service leadership as well as business success. *Accepting the award in memory of Robert H. Reny was his son, John Reny, president of R.H. Reny, Inc.*

Robert H. Reny, Sr. opened his first store in Damariscotta, Maine in 1949. Today Reny’s employs 525 employees and has 16 store locations in Maine. Reny’s is one of the very few family-owned businesses that still exist in the State of Maine.

Bob Reny was an icon throughout Maine, receiving numerous awards and countless recognition. Just some of his many accomplishments include: being a member, and president, of the Maine Merchants Association, as well as a Maine Merchants Association Retailer of the Year in 1981. He was on the board of directors, and was one-time chairman, of the Maine Chamber of Commerce and Industry. He was also a member of the Small Business

Administration National Advisory Council. He was on the board of directors for Central Maine Power Co., Damariscotta Bank and Trust, and was a Paul Harris Fellow in Rotary.

U.S. Senator Olympia J. Snowe and former Governor John R. McKernan, Jr. issued a statement on the passing of Bob Reny in 2009, remarking that Reny had been “a dear friend to us since our days in the state legislature. Bob was a true entrepreneur and visionary business owner whose pioneering spirit turned a unique business idea into a staple of communities throughout Maine.”

2011 Maine Investor Awards...

Four **2011 Maine Investor Awards** will be presented to **Affiliated Healthcare Systems; Boyne Resorts; D&G Machine Products, Inc.; Fisher Engineering**. The Maine Investor Awards recognize Maine businesses for outstanding contributions to the growth of their companies and the state’s economy. We salute those that invest in the development of their community and our state.

Affiliated Healthcare Systems: Affiliated Healthcare Systems (AHS) – with corporate offices in Bangor & regional locations in Portland, Maine, and Rutland, Vermont – is the entrepreneurial, taxable subsidiary of Eastern Maine Healthcare Systems (EMHS). From \$20 million in annual sales and four divisions in 1991, AHS is expected to generate in 2012 more than \$140 million in annual sales from its 17 operating divisions and joint ventures. With more than 750 employees located in Maine, AHS is especially proud of the fact that 14 of its 16 senior leaders are Maine “kids.”

AHS creates, develops and expands health-related businesses that serve the overall clinical mission of EMHS. Principally, AHS both provides cost-effective support services to the EMHS family and offers its entire menu of services on a competitive basis elsewhere throughout New England. AHS operating divisions and joint ventures include a continuing care retirement community, reference lab, web design and management, medical supplies/equipment, medical supplies logistics, debt collection, retail pharmacies, drug testing, employee assistance programs, workforce training and education, freight & courier services, medical transcription, ground ambulance, emergency dispatch/billing, commercial warehousing and medical equipment repair services.

AHS clients include more than 900 physicians, clinics and hospitals for its healthcare support services, and more than 800 commercial customers for its drug testing, freight/ courier, EAP, workforce training, web design, and debt collections programs. Its three-year growth goal is to create an average of two new Maine-based companies or joint ventures annually.

AHS earned “Best Places to Work in Maine” recognition in both 2009 and 2010 and “Gold Award” status in 2010 from the Wellness Council of America in recognition of its achievements in health promotion. ***Accepting the award on behalf of Affiliated Healthcare Systems was Miles Theeman, President and COO.***

Boyne Resorts: Founded by Everett Kircher in 1947, Boyne Resorts remains a privately held family company now under the leadership of his four children. Boyne Resorts purchased Sunday River and Sugarloaf from The American Skiing Company in 2007. The company soon became the largest ski resort operator in North America in terms of number of resorts, and third in number of skier visits at almost 3.8 million visitors. Boyne Resorts also holds or held numerous patents on snowmaking technologies and has unveiled its latest technology in the Boyne Low E Fan Gun throughout its Eastern resorts.

The company has invested in both mountains and has managed to grow each year, despite the economic climate. Since 2007, Boyne Resorts has reinvested more than \$30 million into Sunday River, including a new lift, slope lighting, zipline tours, and lodging upgrades. Major improvements in snowmaking and grooming include 75 low energy fan guns and two groomers, lift improvements. Boyne's more than \$11 million at Sugarloaf include a new, state of the art quad chairlift, four new groomers, and substantial improvements to the resort's snowmaking infrastructure. In addition, Boyne has begun a massive terrain expansion onto neighboring Burnt Mountain, making Sugarloaf the largest ski resort east of the Rocky Mountains. Working with the Sugarloaf Mountain Condominium Center Association, Boyne has reinvested more than \$600,000 into the Sugarloaf Mountain Hotel.

For the past several years, Sugarloaf and Sunday River have dedicated over a million dollars a year to help drive tourism to Maine from across the country and international markets. From national print ad campaigns to overseas sales trips, Sugarloaf and Sunday River combine to draw over three-quarters of a million people to Maine's ski slopes each year.

Throughout the past half decade, Sunday River Resort has worked to be a positive and contributing member of the surrounding communities in which its team members live and work. In 2010, Sunday River reinvested over half a million dollars back into its communities through its many charitable giving programs. Sugarloaf is also active in its local community, serving as one of the largest employers in all of Franklin County, and aiding worthy local organizations through donations from the Sugarloaf Region Charitable Trust. *Accepting the award on behalf of Boyne Resorts were Dana Bullen, General Manager for Sunday River, and John Diller, President of Sugarloaf.*

D&G Machine Products, Inc.: From its origins in the one-car garage behind David Gushee's house, D&G Machine Products, Inc. has grown and evolved into a team of more than 130 highly skilled people dedicated to providing customers with engineering excellence, product quality, and on-time performance.

D&G Machine is an incredible example of business success! Focusing on what they do best, the company has grown to be recognized internationally for its quality products, which are used in applications around the globe.

Founded in 1967 by David Gushee and Fred Loring, D&G is now a privately-held company incorporated under the laws of the State of Maine. Originally specializing in the production of custom tooling and dies for

capital equipment manufacturers located in and around Portland, they added fabrication and welding during the first five years to complement our rapidly expanding machining capabilities. They also introduced field services to expand their capabilities. In response to the emerging high-tech market of the 1970s and the demand for more sophisticated design and engineering services, D&G soon added prototype design and engineering analysis to their credentials.

Having outgrown the garage by 1972, D&G expanded its operations to the South Portland waterfront. By 1993, they had outgrown the South Portland facility and then moved to its present Westbrook location. In just five years, D&G had outgrown that 55,000 sq-ft facility, and added 35,000 additional square feet. And then again in 2001, they added a 12,000 sq-ft facility to house their light-manufacturing center.

To remain competitive, their first CNC vertical milling center went online in 1980, followed shortly by CNC turning and horizontal milling centers. In 1994, their first full 5 axis CNC machining center was added to a long list of high-tech CNC machine tools. Later in the 1990s, they became certified to ISO-9002, making its quality program recognized worldwide.

As the company matured, it has effectively managed and controlled production growth through strict quality, production, cost control, and accounting systems. These systems have been integrated, giving managers accurate information when they need it.

Today, D&G Machine is positioning itself for future growth by continuing to invest internally in the latest machine tool technologies such as its two brand new Mazak Integrex Mill Turn machining centers. Added in 2011, these two machining centers account for a \$2 million investment. Additionally, D&G is looking to the future by expanding into and growing its Gorham fabrication facility into a state of the art “Welding Center of Excellence” by supplying diverse industries such as Power Generation and U.S military with high quality machined fabrications. *Accepting the award was the company’s president, Duane Gushee.*

Fisher Engineering: Fisher Engineering is the North American leader in the design, manufacture and sale of snow and ice control equipment for light trucks. The company operates manufacturing facilities in Milwaukee, Wisconsin, and Rockland, Maine, and has been manufacturing FISHER® snowplows for more than 60 years. As a division of Douglas Dynamics, Inc., the company now markets three brands WESTERN®, FISHER® and BLIZZARD® – which are among the most established and recognized in the industry. Fisher Engineering’s focus is on its customers through dedication to industry best quality, service, and innovative products.

In 2010, the Rockland facility completed construction of 52,000 square feet of additional manufacturing space, along with 65,000 square feet of additional on-site storage space, now giving the total facility 210,000 square feet of building. With the physical expansion in 2010 came the Maine production of BLIZZARD® snowplows, along with all three brands of sand and salt spreaders.

The manufacturer also pursued a Lean Business Unit Manufacturing strategy during the plant upgrades, which resulted in 80% of the facility undergoing a complete re-layout. Since announcing its plan, Fisher Engineering has added more than 100 positions – from shop floor associates to professional, managerial, and engineering roles. Today, total staffing in Rockland numbers close to 300, and the company still needs a few more! *Accepting the award on behalf of Fisher Engineering was the company's HR manager, Jennifer Andrews.*

President's Recognition Award...

Dana Connors, president of the Maine State Chamber of Commerce, will present his annual **President's Recognition Award** to UNUM. This honor is presented to a company or individual for their demonstrated involvement in the promoting the mission and activities of the Maine State Chamber of Commerce. *Accepting the award on behalf of UNUM was Michael Simonds, senior vice president of growth operations.*

A true community partner, Unum contributes significant financial and human resources annually to various statewide efforts and causes. At Unum's core 160 years ago, integrity, determination, innovation and leadership remain as relevant to their business today. A company of 2,900 people in Maine, Unum is a leading provider of employee benefits products and services. They believe strongly in the positive impact they have on the businesses and employees they help protect and the lives they touch.

Unum's total charitable giving for 2010 was \$6.7 million, and of that, \$1.7 was donated in Maine. Employees pledged an additional \$600,000 to United Way and volunteered 40,000 hours to non-profit organizations. Approximately 150 executives serve on nonprofit boards throughout the state. In addition, Unum donated \$590,000 worth of in-kind contributions through office furniture and supplies to various nonprofits throughout the state.

A repeat recipient of Best Places to Work in Maine, Unum has a strong focus on education to help prepare students for college, career and citizenship. A commitment to the Gulf of Maine Research Institute provides funding to support field trips for students. Support for Jobs for Maine's Graduates includes a sleep-over in the corporate headquarters in Portland for about 150 eighth graders in JMG's Project Reach program. Unum also supports the Maine Coalition for Excellence in Education and the Compact for Higher Education. A strong partner with The Mitchell Institute, Unum hosts its MILE II weekend, a leadership/career event that builds connections for current Mitchell scholars and Mitchell alumni.

Unum also supports STRIVE U in Portland and had a recent graduate from that program intern with its Community Relations department to help build skills to help gain full-time employment. The company supports the Boys and Girls Clubs of Southern Maine with a charitable donation, as well as a monthly volunteer commitment for one of its clubhouses in Portland. Mentoring is a big piece of its volunteer effort, and students from the South Portland schools come to Unum each week for one-on-one mentoring. Employees also volunteer for the Portland Mentoring Alliance, Long Creek Youth Development Center and LearningWorks.

2011 Chamber Executive of the Year...

The **2011 Chamber Executive of the Year** will be presented to **DANIEL BOOKHAM, executive director of the Penobscot Bay Regional Chamber of Commerce**. Each year this award recognizes a local chamber executive's hard work and dedication on efforts such as economic development initiatives, successful events, and an improved bottom line, as well as demonstrated involvement in collaborative ventures in support of local/regional chambers.

In 2009, Daniel Bookham became the executive director of the Camden-Rockport-Lincolville (CRL) Chamber of Commerce. From his first day on the job, it was clear that he was a collaborator, a stabilizer, a diplomat, and a leader. In fact, his ability to manage change, to adapt, and to focus on results, as well as his resiliency as a leader, has turned the chamber around. Under Dan's leadership and through his example, the chamber staff has jelled as a team and turnover has ceased. Together, they have embraced new challenges and exceeded expectations.

A 600+-member, \$400,000 organization, the CRL Chamber had traditionally operated at a small deficit each year and utilized a line of credit in order to cover cash flow shortfalls. Shortly after his arrival, Dan was able to reorganize operating procedures, reduce expenses, and create a balanced budget. Last year his operating budget reflected income greater than expenses, yielding a positive cash flow and creating its first operating reserves. The CRL Chamber experienced a 20-percent increase in membership in the past two years, in a soft and declining economy. Further, no event during his tenure has lost money or failed to cover expenses.

Perhaps most notably, Dan recently became executive director of the Penobscot Bay Regional Chamber of Commerce, which was created through a merger of the CRL Chamber and the Penobscot Bay Chamber in nearby Rockland-Thomaston. Throughout the processes, Dan showed tireless attention to the tiniest of organizational details, a commitment to building bridges, and a resolve for open communication.

Dan's effective leadership style, creativity and successful results have created confidence and transformed the merger process. Dan felt strongly that the word "collaboration" should and would replace the word "competitor," and that any effort to regionalize should be a process, not an annual discussion. Combining these chambers into a single entity creates the fourth-largest chamber in the state of Maine, with a membership base of more than 1,000 members, and an operating budget approaching \$1 million.

Dan refuses to focus on the activities of only Camden, Rockport and Lincolville. Instead, he continues to promote the region as the critical piece of expanding the economic activities for members. Dan is the informal coordinator of economic development programming in the Midcoast region. The seasonal nature of these coastal communities has been altered forever.

2011 Chamber Volunteer of the Year...

The **2011 Chamber Volunteer of the Year** will be presented to **FLOYD ROCKHOLT of Eagle Hill Stamp & Coin in Presque Isle**. This award honors an individual who is actively dedicated to the vitality of their local chamber. Nominated by Theresa Fowler of the Central Aroostook Chamber of Commerce, Floyd Rockholt has been in business in downtown Presque Isle for 28 years.

He has been an active member of the Central Aroostook Chamber of Commerce, formerly the Presque Isle Area Chamber of Commerce, and has served multiple terms on its board of directors during those 28 years.

Floyd not only is an adept business owner but at the same time is extremely generous with his time for others. His great sense of humor adds light to tense situations. He is never confrontational and always a professional. He has patience, integrity and has earned the respect of those who interact with him.

A trusted and dedicated friend, Floyd thinks of others always before himself and can be found giving his time and energy to the many events, projects and committees connected to the Chamber throughout the year. Floyd's help, positive energy, and unselfish attitude ensure success at every event. The word "no" does not seem to be in his vocabulary!

Floyd is arguably one of the Chamber's most active Directors and often represents the Chamber at members' ribbon-cutting exercises (sometimes up to a few per month). In addition to being the Treasurer and responsible for financials, he also serves on the Executive Committee. Floyd has a very good business sense as evidenced by the success of his own business and brings much added value to meetings. Floyd plays by the rules and adheres to the by-laws, reminding the board regularly when it is not in compliance. He is fiscally responsible and we trust and respect him for this immensely. His longevity on the board serves to act as an anchor holding the group true to its values. This characteristic is invaluable to the newer members of the board.

He is involved in several community organizations, in addition to the chamber of commerce, including Rotary, ACAP, and the Presque Isle Development Fund. In addition to his formal commitments to the various organizations, he willingly gives his time and advice to anyone who asks him. Floyd is very humble and shies away from the spotlight. When the Chamber and the community have to depend on help to get things done, they know they can count on Floyd being there!

About the Maine State Chamber of Commerce...

The Maine State Chamber of Commerce represents a diverse network of 5,000 businesses statewide and advocates on behalf of their interests before the Legislature and regulatory agencies and through conferences, seminars, and affiliated programs. Through its OneVoice program, the Maine State Chamber represents thousands of businesses with fewer than 10 employees. Its Grassroots Action Network works to involve members and their employees in the legislative process through outreach campaigns.

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