On Friday, October 5, 2012, Maine’s business community paid tribute to its beloved senior senator, Olympia J. Snowe. A crowd of more than 450 gathered at the Augusta Civic Center to thank U.S. Senator Snowe for her nearly four decades of dedication, commitment, and service to the people of Maine.

The evening’s speakers included Dana Connors, the Maine State Chamber’s president; Frank McGinty of MaineHealth, the Maine State Chamber’s board chair; and, former Governor John “Jock” McKernan.

In his opening remarks, McGinty proclaimed: “Ladies and gentlemen, this is a historic occasion! For the first time in nearly four decades, Mainers won’t be able to vote for U.S. Senator Olympia Snowe this November. But making history is something Senator Snowe does well ... and often!”

Much of the evening detailed the many ways Sen. Snowe has left her indelible mark in history. In fact, she has been making history on Maine’s behalf from the very early days of her public service career. With her election to the U. S. Senate in 1994, she became the second woman senator in the state’s history, following in the footsteps of the late Senator Margaret Chase Smith. Senator Snowe is also the fourth woman in history to be elected to both houses of Congress.

“Now many would think those distinctions to be enough,” continued McGinty, “but this next one is extraordinary: Olympia Snowe is the first woman in American history to serve in both houses of a state legislature and both houses of Congress!”

Former Governor McKernan continued to list a few of the most significant of his wife’s many accomplishments. “I believe we often lose sight of the respect Olympia has earned in Washington,” he said. “Forbes Magazine named her the

Continued on Page 4...
A message from the president...

“Bonds elevate state’s business attractiveness and help Maine to better compete globally…”

by Dana Connors

As we head into another election day in just a few short weeks, candidates who are appearing on the ballot are receiving the lion’s share of the attention – as well as they should. On November 6, the 126th Legislature will be elected, and we look forward to working with those who will be in Augusta in January.

But there is one issue that usually gets higher billing in the debate this time of year in the media and in the coffee shops around the state but not as much this time around – bonds. I would like to take a minute to give the bond package some space within this edition of Impact; you will find an article outlining the package beginning on page 3.

At the end of the last legislative session, the legislature passed a modest bond package of just over $75 million in four separate questions to be considered on the November 6 ballot. The package is mostly focused on infrastructure with more than $50 million designated towards transportation upgrades, more than $7 million towards water treatment plants, and more than $11 million towards our universities, community colleges and the Maine Maritime Academy, with at least $1 million earmarked for machine tool technology to help train our skilled workforce for tomorrow.

The full package considered by the legislature was conservative in nature and fits into the formula that was used during Governor McKernan’s administration, which calls for not borrowing more than 90% of the debt that was retired in the year it was approved. This year’s amount does not approach the 90% mark and will deliver much needed improvements to our infrastructure that will elevate our business attractiveness as a state and help Maine businesses be more competitive in the global marketplace.

Though we are not seeing the type of campaign usually associated with the bond questions in years passed, it does not diminish their value any less. There are important infrastructure upgrades included in this package, and we are joined by other business associations in our support of their passage. During the next several weeks, we will be getting the word out through our grassroots network, which includes our OneVoice network with local chambers.

Enjoy the rest of this campaign season, and we look forward to working with the new legislators who are elected in November.
Four bond questions appear on November ballot

Maine State Chamber’s Board of Directors vote to support all bonds appearing on the ballot

During the winding days of the 125th Legislature, legislators voted on five bond issues, approving four – totaling $75.725 million – to appear on the ballot November 6. There was strong support for the transportation infrastructure bond, which made up the majority of the bond funding with $51.5 million approved for infrastructure upgrades. Also approved was $11.3 million for the University of Maine System, Maine Community College System, and Maine Maritime Academy; $7.925 million for drinking water and wastewater treatment facilities; and, $5 million for Land for Maine’s Future. There was also a $20 million research and development bond considered by the Legislature, but it failed by just a couple votes to get the needed two-thirds majority to appear on the ballot.

This bond package passed by the legislature to be considered by Maine citizens on November 6 is conservative in nature. There is a general rule of thumb when bonding to not borrow more than 90% of the debt that is being retired in a given year. This formula has been used regularly, dating back to the McKernan administration in the 1980s. The proposed bond package fits well within the borrowing formula.

At a recent Maine State Chamber of Commerce Board of Director’s meeting in September, the bond issues were discussed at length, and the board voted to support all four bond issues appearing on the ballot. The modest size of the overall package weighed the economic benefits of the infrastructure improvements make this package sensible to support. During the next several weeks leading up to election, the Maine State Chamber will be working with other business associations in support of the package, focused on getting the word out in regards to the importance of the need for passage of the bonds.

If you have questions about the bond package, please contact Ben Gilman by calling (207) 623-4569, ext. 108, or by emailing at bgilman@mainechamber.org.

Here is the list of bond questions as they will appear on the November 6 ballot, as well as the Maine State Chamber’s position on each bond:

**Question 2: Bond Issue**
Do you favor an $11,300,000 bond issue to provide funds for capital to build a diagnostic facility for the University of Maine System; for capital improvements and equipment, including machine tool technology, for the Maine Community College System; and for capital improvements and equipment at the Maine Maritime Academy?

The Maine State Chamber of Commerce Board of Directors voted to support Question 2.

**Question 3: Bond Issue**
Do you favor a $5,000,000 bond issue to purchase land and conservation easements statewide from willing sellers for public land and water access, conservation, wildlife or fish habitat and outdoor recreation, including hunting and fishing and deer wintering areas, and to preserve working farmland and working waterfronts to be matched by at least $5,000,000 in private and public contributions?

The Maine State Chamber of Commerce Board of Directors voted to support Question 3.

**Question 4: Bond Issue**
Do you favor a $51,500,000 bond issue for improvements to highways and bridges, local roads, airports and port facilities, as well as for funds for rail access, transit buses and the LifeFlight Foundation, which will make the State eligible for at least $105,600,000 in federal and other matching funds?

The Maine State Chamber of Commerce Board of Directors voted to support Question 4.

**Question 5: Bond Issue**
Do you favor a $7,925,000 bond issue to be expended over 2 years for revolving loan funds for drinking water systems and for wastewater treatment facilities, which will make the State eligible to secure $39,625,000 in federal grants?

The Maine State Chamber of Commerce Board of Directors voted to support Question 5.

Maine Economic Research Institute announces Maine legislator ratings

**Votes on bills critical to Maine’s economy were tabulated to give each legislator a score**

The Maine Economic Research Institute (MERI), a non-partisan, not-for-profit organization administered by the Maine State Chamber of Commerce and created to conduct research, analysis, and reporting on economic issues, recently released its legislator ratings through its publication Roll Call.

Bills tracked during the 125th legislative session of the Maine State Legislature included critical economic issues such as tax policies, the cost of doing business in Maine, economic development, health care, transportation, regulatory reform, and more. Legislation selected was driven by what Maine employers, small and large, say is critical to their success, their ability to create jobs, and what is fundamental to Maine’s economy.

The results of legislators’ voting records were compiled and rated at the end of the 125th legislative session. Each legislator was assigned an economic score. A full list of legislator scores is published in Roll Call which is available Continued on Page 6...
54th most influential woman in the world. She is consistently rated one of the most respected and bipartisan Senators. Olympia has become the most popular politician in Maine because there’s nothing she wouldn’t do for the people of this state—And they know it!”

As he continued, Gov. McKernan cited many of Sen. Snowe’s economic policy successes as well. “Of course, Olympia has always believed our security begins at home with a vigorous economy,” he attested. “So as former chair and now ranking member of the Senate Small Business Committee, she’s battled for regulatory reform; expanded access to capital for small businesses; and, promoted growth for our small, innovative high-tech firms.”

Before he concluded his remarks, Gov. McKernan referenced the Senator’s next endeavors, stating: “And when you hear how she intends to now work from the outside to give voice to the 88% of Americans who believe Congress is broken and must be fixed, you will understand why I describe her as the 21st Century female version of John Paul Jones—because she clearly “has not yet begun to fight!”

Following the governor’s comments, attendees watched a short tribute video featuring messages from Maine residents, Democratic and Republican senators, and former President George H.W. Bush. The comments consistently centered on Sen. Snowe’s hard work and drive to find bipartisan solutions to national problems.

Perhaps, Gov. McKernan summarized the theme best in his introduction of the video: “In it you will see that her worrying about both America’s place in the world and Maine’s place in America has made an enormous difference in the lives of people in both Maine and America.” That was her promise to the people of Maine during her first campaign to the Senate. She has kept it indeed.

By the end of the video, the crowd was on its feet as Sen. Snowe took the Continued on Page 7...
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Preti Flaherty proudly supports the Maine State Chamber of Commerce

At Preti Flaherty, it’s our job to help reduce the burden of legal issues. Whether it’s resolving a dispute or structuring a joint venture, we work with companies and entrepreneurs to clear the way for business growth.

Learn more at www.preti.com.
Back when small business in Maine was strictly local, every town had a place where people gathered to talk about what was going on in their world. It could be an old-fashioned country store or a coffee shop, a local barbershop or garage, the grange or a fish pier.

Today, small companies do business far beyond their hometown, and are affected by rules, regulations, prices and trends from Augusta, Washington and beyond. The Maine Corner Store brings a commonsense perspective on these issues to an online venue, in an atmosphere of coffee-shop camaraderie. We invite small businesses from all over Maine to gather here to learn from each other, talk with business experts, and find ways to overcome and take advantage of legislative policies.

Visit MaineCornerStore.org!

**MERI Roll Call...**  
(Continued from Page 3...)

to Maine Chamber members.

Maine State Senators receiving the highest MERI ratings are Sen. Debra Plowman (R-Penobscot), who received the highest score of 91.75, and Sen. Richard Rosen (R-Hancock), who received a 90.29. Senators with the lowest ratings are Sen. Cynthia Dill (D-Cumberland), with a score of 18.58, and Sen. Christopher Johnson (D-Lincoln), with a score of 8.08.

Maine State Representatives receiving the highest MERI ratings are Speaker Robert Nutting (R-Oakland), with a score of 95.44, and Rep. Wayne Parry (R-Arundel), who scored the highest at 96.25. Representatives with the lowest ratings are Rep. Mark Bryant (D-Windham), who received a score of 17.31, and Rep. Kimberly Monaghan-Derrig (D-Cape Elizabeth), who received a 13.34.

“The economic scores and ratings resulting from MERI’s performance evaluations are a vital tool for Maine businesses and the general public in determining how their legislators rank on issues that affect Maine’s economy,” said Peter Vigue of Cianbro and chairman of MERI’s board of directors. “In today’s challenging economic environment, it is more important than ever to know how each legislator ranks on business issues.”

“All the 125th Legislature was favorable to economic issues and pro-business growth, which is seen in the high scores of several senators and representatives,” said Dana Connors, president of the Maine State Chamber of Commerce. “We saw legislators from both parties come together to support economic growth in Maine. Our House and Senate leadership really moved the legislature to tackle big economic issues, and Maine businesses overall are pleased with the results.”

MERI continues to be committed to a healthy economy and quality jobs. The organization’s primary focus is on how state policies affect Maine’s economy.

For more information or to obtain a printed copy of *Roll Call*, please contact Ben Gilman by calling (207) 622-9075 or by emailing bgilman@mainechamber.org. An electronic copy of *Roll Call* is available online at www.me-ri.org.
stage, with the emotion visible on her face and in her voice. “I want to convey one thing above all else – between that video and your incredibly warm welcome here at the Maine State Chamber Annual Dinner,” she noted. “I’m reminded once again that there could be no higher honor or greater privilege than to serve this magnificent state over the past 40 years in the highest levels of the halls of Congress.”

“It’s been an honor to fight for all of you, because you are the embodiment of the American Dream,” Sen. Snowe continued. “And it occurs to me, the American Dream is something I also know a little bit about myself — as I could never have envisioned starting out that I would one day be standing before you as a United States Senator.”

On her decision in February to not seek re-election to a fourth term in the United States Senate, Sen. Snowe offered these insights into that conclusion, her future plans, and her commitment to building bridges in order to achieve progress and prosperity:

“As I said at the time, I find it profoundly regrettable that today’s excessive political polarization in

Continued on Page 8...
Washington is preventing us from achieving solutions precisely at a time of monumental challenges for our nation. As I’ve remarked to my colleagues in the Senate, we’re surrounded by all of this history, yet apparently we haven’t been inspired by it enough to rise to the heights we are capable of reaching. To the contrary, unfortunately we have miniaturized the Senate instead of maximizing its potential during these economically perilous times.

But let me be clear. I’m not leaving the Senate because I’ve ceased believing in its power, or I no longer love the institution — but precisely because I do love it. I’m just taking my fight in a different direction from the outside, to help return the Senate to its roots as a place of refuge from the passions of politics…to the Founding Fathers’ vision of a forum where the political fires are tempered, not stoked. And if there’s one message I want to leave you with, it’s that we do not need to accept that partisanship-at-all-costs has to be the “new norm” — we can reverse the tide. Because even as the atmosphere in Washington today is all-too-often regrettable, I am convinced it is not irreparable.

What it will demand is all of us providing a political reward at the ballot box for those who work toward common ground, and a political penalty for those who don’t. That’s why I’m writing a book as a call-to-arms for reclaiming our government. I plan to speak across the country on the necessity for reaching across the political aisle. And I’ve established a political committee to support candidates who above all else believe, as I have, in building consensus and using elective office to its fullest potential. It’s not about whether it’s a Republican idea or a...
For the most current information, visit www.mainechamber.org

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2012 Annual Dinner...
(Continued from Page 8...)

Democrat idea, but whether it’s a good idea. It’s not about what’s in the best interests of a single political party, but what’s in the best interests of the people of the United States of America – all of us.

Rather than simply retreat into the false haven of political absolutism, the only way to set our country on right course is to listen to one another and work together whenever possible. That’s why I’ve long said it is time we stop talking about the “red” and the “blue” and start uniting under the “red, white and blue” – for history proves that the obstacles before us are not insurmountable if we refuse to be intractable. We live in a can-do nation … that was born because it came together, rose up, and threw off, at the time, the largest standing army in the world. A nation where neither the Western frontier nor the frontier of space could contain our people. Where the world turned for leadership during the torments of the 20th century. And every time – every single time – we have responded assertively, decisively, convincingly.

That is our heritage of triumph and accomplishment. That is the basis for what should be an unbounded hope for our future. I’m convinced we can once again have a government that works, and I intend to work to ensure that happens. After all, if a young girl of a Greek immigrant and a first-generation American who is orphaned at the age of nine could grow up to serve in the greatest deliberative body the world has ever known, than I dare say that, in America, truly anything is possible.”

In addition, attendees received a special gift to commemorate the historic significance of U.S. Senator Snowe’s contribution to Maine and the Nation. “As a small token of our great admiration, we
commissioned this keepsake coin in commemoration of your stewardship of and dedication to Maine and the Nation,” said Connors. The coin reads: “In gratitude for her years of service to the Citizens of Maine, 1973-2012.”

As the event drew to a close, Helen Cianchette joined Connors and McGinty to present the Alton “Chuck” Cianchette Business Hall of Fame Award – named after her late husband – to U.S. Senator Olympia J. Snowe, someone who truly demonstrates leadership through her compassion, courage, and commitment to the Great State of Maine.

Ironically, without knowledge that she was receiving this award, Sen. Snowe referenced Chuck Cianchette in her remarks as a prime example of leadership. Alton “Chuck” Cianchette helped men and women throughout the state to understand the true qualities of leadership. For many people in Maine, Cianchette defined the term, and so does Senator Snowe.

“It is not hard to see the parallels here,” noted McGinty in his presentation of the award. “I believe that every characteristic attributed to Chuck Cianchette is also present in Olympia Snowe.”

Chuck Cianchette was a leader because he exemplified the very best qualities in a leader – compassion, courage, and commitment – in every area of his life – in his eight years with the Maine Legislature, where he voted his conscience; in his work with Cianbro Corporation, a company he founded in 1949 with his three brothers; and most importantly, in his private and family life, as his wife and his children provide such a tremendous testament to his enduring legacy. Wherever he was involved, people who worked with him learned how to reach for consensus and find solutions.

“For all she has done in her career, she has never once forgotten the people of Maine,” McGinty stated during his remarks. “For that, the employers and employees of this great state will always be grateful.”
Kaplan University celebrates opening of third Maine location

Augusta expansion provides greater access to higher education for Maine students

On October 3, 2012, Kaplan University, a leader in higher education innovation, held a ribbon cutting ceremony to celebrate the opening of its newest Maine location in Augusta. The new location, at 14 Marketplace Drive, is Kaplan University’s third in the state, joining two existing campuses in South Portland and Lewiston.

Governor Paul LePage and Dana Connors, president of the Maine State Chamber of Commerce, spoke at the ribbon cutting ceremony along with Dr. Wade Dyke, president of Kaplan University, and Christopher Quinn, president of Kaplan University-Maine.

“Now with three institutions statewide, Kaplan University continues to grow. This clearly indicates that Mainers are eager to improve their skills and broaden their employment opportunities,” said Governor LePage. “I applaud Kaplan University and the people of Maine for their work to strengthen our economy.”

“I am both excited and pleased to welcome Kaplan University to Augusta. Kaplan is committed to making a difference by providing more educational choices to Maine residents. Employers across this state are in need of skilled and educated workers. Matching the skills needed in our workforce with the jobs available is key to economic success, and Kaplan will help us reach that goal. I thank them for their confidence in Maine by opening their new Augusta location and wish them much success as Kaplan and Maine moves forward,” said Maine Chamber of Commerce President Dana Connors.

“Featuring contemporary learning labs as well as a firearms training simulator, our newest location further demonstrates our longstanding commitment to providing the very best outcome-based learning opportunities for Maine students. These programs help area employers and support the local economy,” said Dr. Dyke.

“Kaplan University’s expansion and investment comes at an important time for the state, as Maine’s workforce will need over 40,000 additional college graduates in the next ten years just to replace the highly qualified workers retiring in the next decade. Our program offerings are focused on preparing students for a job or advancement in their current careers, and we’re absolutely delighted to be helping grow the local economy by providing more educational opportunities for Maine residents,” said Kaplan University Maine President Christopher Quinn.

Seventh annual “Best Places to Work in Maine” announces its #1 companies in the state

Westbrook-based Cintas Corporation is ranked #1 “Best Places to Work in Maine” in the large company category. PeoplesChoice Credit Union, located in Saco, took the same honor in the small/medium category at The Society for Human Resource Management’s (SHRM) Maine State Council’s awards and recognition dinner held on Thursday, October 11 at the Ramada Conference Center in Lewiston.

The assessment process, administered by the Best Companies Group, evaluated each company’s employee policies and procedures, as well as responses from the company’s employees to a survey. In August, the Best Companies Group released a list of the 42 companies that made the cut as the overall Best Places to Work. The program marks the most recent step in a long-term initiative to encourage growth and excellence throughout all Maine companies.

The rankings for all 42 companies that made the “2012 Best Places to Work in Maine” list were announced at the recognition dinner to a packed house of more than 450 people:

Large Company Category (250+ U.S. Employees)
1 Cintas Corporation, Westbrook;
2 Consigli Construction Co., Inc., Portland;
3 Edward Jones, Eliot;
4 Bangor Savings Bank, Bangor;
5 Unum, Portland;
6 New Balance Athletic Shoe, Inc, Norway;
7 Androscoggin Home Care & Hospice, Lewiston;
8 Tyler Technologies Inc, Yarmouth;
9 athenahealth, Inc., Belfast;
10 CIANBRO, Pittsfield; and,
11 Hollywood Casino Bangor, Bangor.

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Kaplan Ribbon Cutting...
(Continued from Page 11...)

Quinn, who gave the welcoming remarks and served as master of ceremonies.

A tour of the new 19,500 square foot location, which represents a multimillion dollar investment by Kaplan in Maine was led by Executive Director Matt Cote, after the speaking program and ribbon cutting ceremony.

Students at the Augusta location can pursue on-ground and online programs of study, as well as hybrid online and in-class instruction, that mirror a wide array of associate’s, bachelor’s and master’s degree programs, including degrees in Business Administration, Accounting, Paralegal Studies, Early Childhood Development, Criminal Justice, Medical Assisting and Nursing. Additionally, Kaplan University provides students with a myriad of services to help them succeed in school and their careers, including academic advising and career services.

Kaplan University has approximately 200 Maine-based employees, including faculty, at its three locations.

Best Places to Work...
(Continued from Page 11...)

Small/Medium Company Category
(15 to 249 U.S. employees)
1 PeoplesChoice Credit Union, Saco;
2 Turner Barker Insurance, Portland;
3 Biddeford Savings Bank, Biddeford;
4 Maine Savings Federal Credit Union, Hampden;
5 Hall Internet Marketing, Portland;
6 Town & Country Federal Credit Union, South Portland;
7 Machias Savings Bank, Machias;
8 Hurley Travel Experts, Inc., Portland;
9 Bigelow Laboratory for Ocean Sciences, East Boothbay;
10 Plixer International, Inc., Sanford;
11 Winxnet, Portland;
12 Mechanics Savings Bank, Auburn;
13 FISC Solutions, Lewiston;
14 Skowhegan Savings Bank, Skowhegan;
15 Holden Agency Insurance, Portland;
16 Garrand, Portland;
17 Bernstein Shur, Portland;
18 Putney, Inc, Portland;
19 BONNEY Staffing Center, Inc., Portland;
20 Kepware Technologies, Portland;
21 Bar Harbor Bank & Trust, Bar Harbor;
22 CashStar Inc., Portland;
23 Gorham Savings Bank, Gorham;
24 MPX, Portland;
25 Allen Insurance and Financial, Camden;
26 Maine Credit Union League/Synergent, Portland;
28 Infinity Federal Credit Union, Westbrook;
29 MOUNTAIN, LTD, New Gloucester;
30 MedTech Media, Scarborough;
31 GreenPages Technology Solutions, Kittery; and,
32 PRC Industrial Supply, Portland.

Sustainability
To Us, It’s Only Natural

Plum Creek is proud to support a sustainable environment, economy and community for today and future generations. Through responsible forest management, meeting the supply needs of the forest products industry, and supporting local community projects, sustainability is our way of doing business.

To learn more about our sustainable forestry efforts in Maine, please visit www.plumcreek.com/maine.

The 2012 Best Places to Work in Maine program, sponsored by Bernstein Shur, recognizes companies who have established and consistently fostered outstanding workplace environments. Partners endorsing the program include Best Companies Group, the Maine State Chamber of Commerce, MyJobWave.com, and Mainebiz.

The program also helps companies that want to improve their score. The Best Companies Group’s “Employee Feedback Report” is presented to each participating company, even if it did not make the list. The report summarizes employee engagement and satisfaction data, the “Maine Benchmark Report,” and the transcript of employee written comments. The report is used by many organizations to make significant improvements in their workplace culture.

Further details about the “Best Places to Work in Maine” program and the awards banquet can be found online at www.bestplacetoworkinme.com. For more information, please contact Kelly Nelson at (207) 784-5441 or Jessica Palladino at (207) 396-7645.
Maine State Chamber staff completes on term as president of national board —

Joyce LaRoche, vice president of membership and marketing at the Maine State Chamber, recently concluded her year-long term as board president for the Association of State Chamber Professionals (ASCP). The ASCP consists of the nation’s top membership, marketing, communications, and non-dues professionals from state chambers of commerce (and other organizations with similar missions, but varying names). ASCP provides chamber professionals access to proven methods and new approaches, through industry leaders and outside resources, to grow their chambers in both membership numbers and total revenue. Also, ASCP provides the most direct, cost-effective methods of branding, marketing, communications, and technology for chamber professionals to be successful at their jobs.

At the recent conference, held in Coeur d’Alene, Idaho, Joyce was recognized for her service to the organization serving on the board for six years. “Serving on the ASCP board, and particularly this past year as board president, has truly been an honor and a tremendous opportunity,” stated LaRoche. “Involvement with the organization has been invaluable in its networking and the many resources that allowed me to bring ideas to our chamber to help us better serve our members and Maine’s business community.

“Additionally, looking around the country at state chambers, this opportunity really opened my eyes to the quality and professionalism in the services and programs offered by the Maine State Chamber.” She continued. “I am proud to represent the Maine State Chamber at a national level.”

Maine State Chamber President Dana Connors noted: “I want to extend my congratulations to Joyce for her year as president of ASCP. While the role has its challenges of managing the needs of 50 states, the success of the year brings with it individual praise as well as tremendous dignity and honor for the Maine State Chamber.”

In attendance at the annual conference were chamber professionals representing more than 35 states. The annual ASCP conference provides an opportunity for its member professionals to network with other state chamber professionals from around the country, to share resources, ideas and best practices. The conference agenda also provides an opportunity to hear from national speakers of other organizations as well as service providers that may help enhance a chamber’s value to its members. Additionally, the conference provides an opportunity for ASCP members to attend joint meetings with members of the Council of State Chambers (COSC), which is comprised of state chamber presidents and CEOs from across the country.

Attending the conference on behalf of the Maine State Chamber were Dana Connors, president; Joyce LaRoche, vice president of membership and marketing, and Amy Downing, member services and program manager.

As the vice president of membership and marketing at the Maine State Chamber, LaRoche oversees member recruitment and retention, as well as new initiatives the chamber takes on such as Chamber BlueOptions, a health insurance program created in partnership with Anthem; and, InternHelpME.com, a web-based platform designed to help retain Maine’s youth and talent. For additional information, please contact Joyce LaRoche by calling (207) 623-4568, ext. 113, or by emailing jlaroche@mainechamber.org.

Margaret Chase Smith Policy Center names Maine State Chamber President Dana Connors as Distinguished Maine Policy Fellow —

The Margaret Chase Smith Policy Center at the University of Maine honored Dana Connors, president of the Maine State Chamber of Commerce, as a Distinguished Maine Policy Fellow on Thursday, September 27.

Connors participated in several UMaine events, beginning with a tour of the university’s Technology Research Center in Old Town. Connors also led a seminar, “The Role of a State Chamber in Economic Development: Examples from Maine,” and concluded the day with a reception at the Foster Center for Student Innovation.

The Margaret Chase Smith Policy Center Distinguished Maine Policy Fellows Program brings distinguished Maine policy leaders to campus to share their expertise and experience with the University of Maine community. Distinguished Maine Policy Fellows are individuals with a past or current career as a policymaker in the state.

Since 1994, Dana Connors has served as president of the Maine State Chamber of Commerce, the state’s most respected and influential business advocacy organization, representing more than 5,000 small and large businesses statewide. Prior to joining the Maine State Chamber, Connors served as commissioner of the Maine Department of Transportation and city manager of Presque Isle. Connors is a native of Easton and a UMaine alumnus who received a bachelor’s degree in public management.
E2Tech honors Maine’s environmental and energy leaders in business, public sector, and educational innovation

The Environmental and Energy Technology Council of Maine (E2Tech) celebrated a decade of history and accomplishments with a dinner and special program at the Mariner’s Church Banquet Hall on Thursday, September 20. During its 10th Anniversary event, E2Tech presented three organizations with the first-ever “E2 Can Do!” awards. Ocean Renewable Power Company (ORPC), Efficiency Maine Trust (EMT), and the Chewonki Foundation were recognized for their demonstrated leadership in the business sector, public sector and education.

ORPC is a statewide example of the strength of Maine’s clean technology business sector. The privately-held company has grown into a world leader in tidal, river and deep-water ocean current power generation systems and projects. On September 13, Bangor Hydro Electric verified that ORPC was delivering tidal energy from their Cobscook Bay Project to the grid. This is the first time in the western hemisphere that ocean energy not using a dam has been delivered commercially to the electricity grid. ORPC has positively impacted the state’s economy, contributing more than $18 million via spending in 13 of Maine’s 16 counties and creating and retaining more than 100 jobs statewide. There are now 85 Maine businesses working with ORPC, and these partners, contractors, consultants and suppliers continue to expand, achieve success, and offer new services as a result. John Ferland, vice president of ORPC, accepted the award.

Efficiency Maine is an independent agency dedicated to promoting the efficient and cost-effective use of energy in

Continued on Page 18...
E2Tech schedules electric and natural gas vehicle forum for October 25

In Cumberland County, as in the rest of Maine, the transportation sector is the largest single source of energy costs, energy consumption, and greenhouse gas emissions. In 2007, $631 million was spent on gasoline and diesel fuel for transportation in Cumberland County’s 26 communities.

President Obama recently announced new standards that will boost average fuel economy to 54.5 miles per gallon by model year 2025. The President has also made a goal of putting 1 million electric vehicles (EVs) on the road by 2015. In addition, Maine recently adopted goals to reduce its oil dependence 30 percent by 2030 and 50 percent by 2050.

Cars and trucks of all sizes, including medium and heavy-duty fleet vehicles, are now being powered by alternative fuels such as compressed natural gas (CNG) and electricity that help reduce our dependence on expensive oil.

On October 25, the Environmental and Energy Technology Council (E2Tech) is partnering with the Maine Clean Communities (MC2), a program of the Greater Portland Council of Governments (GPCOG), to provide a panel of local experts that will provide up-to-date information on what is happening with EV and CNG vehicles and infrastructure development in the Greater Portland area and throughout Maine. Panelists include John Carroll from Central Maine Power, Adam Lee with Lee Auto Malls, and Dolores Rebollo with the Granite State Clean Cities Coalition. Following the program, a display of EVs and CNG vehicles will be available for viewing by attendees. MC2 will also offer a workshop on electric vehicles specifically for fleets.

For information and registration, please visit http://www.e2tech.org/events?eventId=553014&EventViewMode=EventDetails.

Maine Business Leadership Network members encouraged to participate in National Disability Employment Awareness Month

October is National Disability Employment Awareness Month (NDEAM), and all members of the Maine Business Leadership Network (BLN) are encouraged to participate. The purpose of National Disability Employment Awareness Month is to educate about disability employment issues and celebrate the many and varied contributions of America’s workers with disabilities.

Held annually, National Disability Employment Awareness Month is led by the U.S. Department of Labor’s Office of Disability Employment Policy (ODEP), but its true spirit lies in the many observances held at the grassroots level across the nation every year. Employers of all sizes and in all industries are encouraged to participate in NDEAM.

For specific ideas about how Maine Business Leadership (BLN) members can support National Disability Employment Awareness Month, visit the ODEP website at www.dol.gov/odep/. Suggestions range from simple, such as putting up a poster, to comprehensive, such as implementing a disability education program. Regardless, all play an important part in fostering a more inclusive workforce, one where every person is recognized for his or her abilities — every day of every month.

The Maine Business Leadership Network (BLN) will be participating in Maine’s Disability Mentoring Day in Bangor on Monday, October 22 — one of 200 such events happening across the U.S. These events connect both students and job seekers with disabilities with employers each year. Key elements include hands-on activities, job shadowing, mock interviews, and mentoring. This experience has helped thousands of past participants cultivate lasting relationships and secure employment.

For more information on why hiring people with disabilities makes good business sense, please contact Maine BLN Director Jim Baumer by calling (207) 215-1492 or by emailing director@mainebln.org.
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getting the recommended screening tests is so important. The increased use of mammography means the number of breast cancers found early is growing.

Male Breast Cancer...

Though breast cancer is overwhelmingly in women, men can develop it too. In the United States, that ratio is one man to every 100 women who are diagnosed. It was estimated in 2008 that almost 2,000 men would be diagnosed with the disease and about 450 would die of it.

Resources...

Affordable or free mammograms may be available in your area through various public and private health programs. For information, call the National Cancer Institute’s Cancer Information Service toll free at 800-4-CANCER. Or go to the American Cancer Society’s (ACS) website at cancer.org and enter your zip code to find your local ACS office.

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 contact Amy Downing at ext. 104 or adowning@mainechamber.org.

Know the Symptoms...

Symptoms of breast cancer vary from person to person. Some people may have no symptoms at all, which is why screening exams for breast cancer look for evidence of the disease before signs and symptoms appear. There are three main screening tests: mammograms, clinical breast exams, and breast self exams. Your health care provider can tell you which exams are best for you and how often you should have them.

Looking at Risk Factors...

Risk factors aren’t causes of breast cancer, but they are associated with a greater chance of developing the disease. Having one or more risk factors doesn’t mean you will get breast cancer. In fact, most women who have several risk factors never get the disease. There are some risk factors you can’t control, like your age and your family background. Other risk factors are within your control—things like limiting your alcohol intake and increasing the amount of physical activity you get. Other ways to reduce your risk include eating a healthy diet and getting screened regularly.
E2 Tech News...

order to save money for Maine residents and businesses, grow the economy, and create jobs. Efficiency Maine’s energy-saving programs reduce the use of electricity and heating fuels through energy efficiency improvements and the use of cost-effective alternative energy. Efficiency Maine has delivered more than $1 billion in lifetime energy savings since 2002 while increasing investments and creating jobs. Michael Stoddard, EMT executive director, accepted the award on behalf of the organization.

The Chewonki Foundation provides educational experiences that foster an understanding, appreciation, and stewardship of the natural world. Chewonki has been one of the key players in educating Maine businesses, residents, policymakers, and students on waste management, renewable energy, sustainability, energy efficiency, and other project areas since 1915. Willard Morgan, president of Chewonki, accepted the award and praised Peter Arnold who was sustainability manager for Chewonki and one of the founding Board members of E2Tech. Grant Ferrier, president of Environmental Business International, Inc. (EBI) rounded out the evening with an overview of the $300 billion U.S. environmental industry and the emerging $600 billion climate change industry. Ferrier provided his perspective on the future of the environmental and energy sectors and a candid assessment of market statistics, business trends, public policies and the hottest client sectors.

Photos of the 10th Anniversary Dinner can be found online at www.e2tech.org/events?eventId=458106&EventViewMode=EventDetails.

U.S. Senate debate delivers policies and positions on energy, environmental and economic issues

On September 13, the Environmental and Energy Technology Council of Maine (E2Tech) hosted one of the first debates with the three major candidates for the US Senate seat being vacated by Olympia Snowe: State Senator Cynthia Dill (Democrat), Former Governor Angus King (Independent), and Secretary of State Charlie Summers (Republican). Jeff Thaler, co-chair of the E2Tech Board, served as the moderator for the debate. Topics covered a broad range of environmental, energy, economic development and technology questions including natural gas, climate change, renewable standards and incentives, gasoline prices, nuclear waste, energy subsidies, clean air and water, research and development, market-based policies and green jobs.

Please watch the full debate at http://www.e2tech.org/events?eventId=529258&EventViewMode=EventDetails.
Maine State Chamber thanks renewing members, welcomes new members

The Maine State Chamber appreciates the investment its members make each year, and their continued commitment to strengthening the voice of Maine business. With your support, we will continue to be a strong organization that effectively represents the best interests of the Maine business community.

September 2012

Aetna, Inc., South Portland, Maine
Affiliated Healthcare Systems, Bangor, Maine
B & G Strategic Communications, A Division of Power Engineers, Freeport, Maine
Bancroft & Company, Cumberland Center, Maine
Burnham & Morrill Co., Portland, Maine
CIANBRO, Pittsfield, Maine
Cives Steel Co., New England Div., Augusta, Maine
Evonik CYRO, LLC, Sanford, Maine
General Dynamics Bath Iron Works Corp., Bath, Maine
Harbor Ridge Condominium Association, Southwest Harbor, Maine
Huber Engineered Woods, LLC, Easton, Maine
Huhtamaki, Inc., Waterville, Maine
Hutchins Trucking Co., South Portland, Maine
Kaplan University, South Portland, Maine
KeyBank Maine, Portland, Maine
L.L. Bean, Inc., Freeport, Maine
Lewiston-Auburn Economic Growth Council, Lewiston, Maine
Maine Association of Broadcasters, Augusta, Maine
Maine Drilling & Blasting, Gardiner, Maine
Maine Today Media, Inc., Portland, Maine
Northeast Packaging Company, Presque Isle, Maine
Phibrook & Associates, Rockland, Maine
Pierce Atwood LLP, Portland, Maine
Pioneer Plastics Corporation, Auburn, Maine
Samoset Resort, Rockport, Maine
Savage Safe Handling, Auburn, Maine
Toy Industry Association, Inc., New York, New York
Unitel, Inc., Unity, Maine
University of New England, Biddeford, Maine
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The Maine State Chamber of Commerce invites you to a special event:

**FEDERAL HEALTH CARE REFORM: After the Supreme Court Decision**

Wed., November 28, 2012 • 8:00 a.m. to 12:00 p.m. • Augusta Civic Center

The national health care reform legislation that passed in Congress nearly two years ago has been the topic of considerable discussion, debate, and even litigation. This past summer, the nation held its collective breath in anticipation of the United States Supreme Court ruling on the constitutionality of the Affordable Care Act (ACA). The court’s narrow ruling in favor of the act cleared the way for the law’s implementation to continue to move it forward. But where are we in the process of implementation?

2013 will be a critical year, both in Maine and nationally, in the life of the ACA and for Maine businesses and individual citizens. Many important choices will need to be made as we head into the watershed 2014 implementation year. What do businesses need to know now; what should they be doing now to meet the coming changes and requirements of the ACA; and, what are the next steps?

Please join the Maine State Chamber of Commerce for an informative and timely presentation on the status of the national health care reform law post-SCOTUS and after the 2012 elections. We will be joined by a panel of experts who will provide you with the most up-to-date information on what the future may hold for your business and your employees. You won’t want to miss it!

This is a free event, but seating is limited so pre-registration is a must! To register or for more information, please contact Amy Downing by calling (207) 623-4568, ext. 104, or by emailing adowning@mainechamber.org.

**AGENDA**

(subject to some modification)

- 8:00 a.m. Continental Breakfast and Registration
- 8:30 a.m. Welcome
- 8:45 a.m. Speaker Presentations
- 10:45 a.m. Morning Break
- 11:00 a.m. Q&A Panel Discussion