

Celebrations

Houlton enters its third century valuing the past while planning for the future.

2007 marks the 200th anniversary of the founding of Houlton. The year-long celebration and the numerous events planned for the Maine Downtown Center's annual conference on June 1, 2007 will highlight the rich history of Houlton and serve as a reminder to all why we choose to live, work, and play in the County. Happy Birthday, Houlton.

For more information, please contact the Greater Houlton Chamber of Commerce at 207-532-4216 or visit www.greaterhoulton.com

Louisiana-Pacific Corp.

was one of six Maine companies presented with a 2007 Governor's Award for Business Excellence at the 56th Annual Colby Institute for Leadership luncheon.

The Governor's Award for Business Excellence is a symbol of commitment to the community, employees and manufacturing excellence.

Since the New Limerick plant was established in 1982, the company has never had a major layoff, reduction in workforce or extended downtime.

continued p. 2

Synergy Solutions

Selects Northern Maine

Synergy Solutions, an Arizona-based supplier of outsourced teleservices solutions, has selected the former MBNA facility in Fort Kent for the location of its next Customer Contact Center.

Corey Conklin, Founder and Chief Operating Officer of Synergy Solutions, stated that "...the company is excited about this opportunity to expand its business in Fort Kent and we are looking forward to a long relationship with our employees and the community. We're pleased to be here. The response to our inquiry and the support we received have been excellent."

Synergy offers inbound and outbound call center services for its clients in the financial services and telecommunications industries. With its management team in place, the company has hired approximately 75 people to serve clients in the financial and public opinion sectors. The company expects to eventually employ about 120 people.

Working with Maine & Company, APP facilitated the prospect and introduced Synergy Solutions to the community. The Career Center assisted with the employee recruitment process. The Northern Maine Finance Corporation (NMFC) purchased the facility, with loan funds from Northern Maine Development Commission (NMDC), and then developed an affordable lease proposal that ultimately made it possible for

Synergy Solutions to locate in Fort Kent. Bob Clark, President of NMFC and Executive Director of NMDC, stated, "The resources brought together by the different organizations is a perfect example of how the Partnership can assist a company to locate in Northern Maine and be successful."

"This project is another good example of the strength of the APP team working together to bring a project to fruition," said Kris Doody, APP's Chairperson. "We are very excited to have Synergy Solutions join the many other fine businesses in Aroostook County."

The Aroostook Partnership for Progress welcomes Synergy Solutions to Aroostook County. We look forward to maintaining our relationship for many years to come.



L to R: Congressman Mike Michaud, Corey Conklin, Founder and CEO of Synergy Solutions, Governor John E. Baldacci and DECD Commissioner John Richardson

KeyBank, NA recently received two national prestigious awards. Business Ethics Magazine named KeyCorp to the "100 Best Corporate Citizens List for 2007" in the U.S. The list is drawn from 1,100 publicly-held U.S. companies. Key was also named to "DiversityInc" magazine's "2007 Top 50 Companies for Diversity." More than 300 companies participated in the "DiversityInc" Top 50 survey.

Huber Engineered Woods LLC's (HEW)

Easton, ME, operation has been recognized by the Federal Occupational Safety and Health Administration (OSHA) for achieving Merit status in its Voluntary Protection Program (VPP). OSHA awards VPP certification to companies committed to superior safety and health practices in the workplace. Standards for certification are very high, with only a small percentage of U.S. companies meeting OSHA's criteria; Huber's Easton location is the 23rd in Maine to achieve OSHA VPP status.

HEW also announced plans for a \$39 million dollar capital project. The project will allow HEW to redesign, upgrade and add equipment for operational efficiency. HEW has been part of Easton since 1981 and currently employs approximately 130 people. The mill manufactures specialty building products.

continued p. 3

I Care Pharmacy

Set to open Pharmaceutical Packing and Distribution Center in Northern Maine

ICare Pharmacy, a provider of mail-order prescription fulfillment services, has selected Aroostook County for its northeast location. The company will initially focus on servicing MaineCare clients from its Fort Fairfield location, creating 40 jobs and investing \$9 million in the region. Additional jobs and investment will be needed as the company grows to service clients throughout Maine and in other New England states.

"This is exciting news for the Partnership, the County and the State," said Kris Doody, APP's Chairperson. Not only will I Care make a difference in the County, but it will provide a benefit to many MaineCare clients throughout

the State. I Care has an excellent track record in Alaska and the company wants to replicate that success in Aroostook County.

APP team members worked with the company and the Governor's office to bring this project to fruition. "Sometimes it pays to be in the right place at the right time," said Walt Elish, President & CEO of APP. "We approached the company when they were considering opening a facility in Northern Maine. Shortly thereafter, APP became aware of an opportunity for them to serve MaineCare clients and introduced company officials to DECD. It's truly a win-win for the Company, the County and the State of Maine."

Message from the President

Good things are happening in Northern Maine.



Walt Elish

This past March, the U.S. Census Bureau released its 2006 population estimates for Aroostook County. In previous years this may not have been an exciting topic of discus-

sion. However, with this year's data, there is reason to be excited and optimistic about the future of the County. Estimates show that our population has stabilized and outmigration has slowed considerably. This news is a far cry from the population loss experienced by the County during the 1990s.

The population turn around is reflected in the rise in business development activity in the County. Within the past few months, three new businesses decided to make Northern Maine their home and existing businesses from New Limerick to Madawaska are investing in their facilities and creating additional quality job opportunities. Cultural and arts initiatives are taking hold throughout the County and real estate executives indicate that more inquiries for available property are com-

ing in from people looking to move into the County.

In addition, Fort Kent and Presque Isle were recently selected to host World Cup biathlon events in 2009, bringing hundreds of athletes from more than thirty countries to the region. As in 2004 and 2006, the County will be on the international stage for these exciting events. On this note, the County owes a great deal of gratitude to Max Saenger for his efforts in implementing the Maine Winter Sports Center vision in Aroostook County. Max's efforts were recognized by the Vancouver Organizing Committee (VOC) for the 2010 Winter Olympics. The VOC decided to hire Max to oversee the overall preparation of the biathlon venue for the Games. Good luck, Max. You'll be missed.



Resort Development Opportunities Gain National Attention

APP's efforts to market Northern Maine for a resort development gained national attention recently when three national journals published articles about APP's resort initiative. "Vacation Ownership World," "Developments," and "Vacation Industry Review" each featured a different aspect of the proposed resort development project. "These respected and recognized magazines shined a bright light on our project and Northern Maine," said Kris Doody, APP Chairperson. "This kind of publicity is difficult to get and we're taking every opportunity to capitalize on it." "Each article focuses on a different aspect of the project; however, one common theme among the articles is the partnership that is forged between the public and private sectors to try and make this project a reality," said Bob Clark, Executive Director of NMDC and APP's Vice Chair. "This is quite unique in the resort industry."

"Vacation Ownership World" is a well-known publication that covers trade news and trends in resort development. Developments is the American Resort Development Association (ARDA) publication. ARDA is the Washington D.C.-based professional association representing the vacation ownership and resort development industries. Vacation Industry Review is a publication of Interval International.

For additional information and copies of the articles, contact APP at 207-498-8731 or Progress@APPme.org.



Residents of Aroostook County will benefit from an agreement established recently by the leaders of the **Maine Community College System** and the **New Brunswick Community College Network**. The agreement enables residents of Northern Maine to enroll in programs of study offered by local community colleges on both sides of the border, making it possible for Maine residents to enroll in programs not currently available at Maine's community colleges. Among the offered courses are: international business, international tourism, vocational forestry, and agriculture.

Showcase Aroostook

APP Hosts Global Real Estate Advisory Firm

The Aroostook Partnership for Progress (APP) successfully showcased Aroostook County to executives from CB Richard Ellis (CBRE), Synergy Solutions and the Maine Department of the Economic & Community Development (DECD) in early March. CB Richard Ellis Group, Inc., an S&P 500 company, is one of the world's largest commercial real estate services firm. Operating



L to R: CBRE Senior Managing Director Jonathan Sangster and Congressman Mike Michaud

globally, the firm holds a leadership position in virtually all of the world's key business centers. DECD is the State's business development agency and an integral partner of APP's business recruitment activities.

"Hosting senior executives from CBRE, Synergy Solutions and DECD was a great opportunity for us," said Kris Doody, APP Board Chair and CEO of Cary Medical Center.

"*Showcase Aroostook* is a key element of APP's strategic business plan and fundamental to marketing the County. Having business executives experience firsthand our excellent workforce, pro-business attitude and community spirit, greatly enhances APP's ability to attract business to the region."

Showcase tours are flexible and designed to meet specific company interest and consultant's schedules throughout the year. To learn more and to arrange a tour, contact APP at 207-498-8731 or Progress@APPme.org.

Tourism in Aroostook

Aroostook County Tourism (ACT), a nonprofit organization dedicated to tourism marketing for Northern Maine, continues to work to attract visitors to the region. Working under the framework outlined in the region's five year tourism business plan, ACT continues to market the region in a multi-media marketing campaign. Working in conjunction with many private businesses as well as State and local entities, ACT utilizes traditional print and tradeshow advertising while expanding its web based efforts to reach additional markets. For more information or to download our new Regional Tourism Guide, please visit our website at www.visitnorthernmaine.com



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Newest Investor

Time Warner Cable, New England Division

Time Warner Cable (TWC) recently became APP's newest investor. Ms. Melinda Poore, VP of Government & Public Affairs, presented TWC's \$5,000 pledge in support of APP's mission to attract additional jobs and investment to the County. Ms. Poore noted that TWC is making considerable investments in the County and the success of APP activities has the potential to positively impact the company and other businesses. We're pleased to become a partner in this important initiative for Aroostook County, added Ms. Poore.

Aroostook County on DVD

The Aroostook Partnership for Progress has available a virtual tour of Aroostook County on DVD. The promotional video explores all that Aroostook County has to offer potential businesses and developers.

For a free copy of the Aroostook County DVD, please contact APP at progress@APPme.org.

To receive this newsletter electronically, please send your email address to Progress@APPme.org

Investor Profile – Sheridan Corporation

As the Sheridan Corporation celebrates its 60th anniversary in 2007, the Fairfield-based, full-service construction company also toasts a history of over 2,000 projects, including the recently completed Advanced Engineering Wood Composite Center for the University of Maine, Orono, one of the first Leadership in Energy and Engineering Design (LEED) projects in Maine.

Founded in 1947, Sheridan's work ethic runs deep, from the company's early days in Aroostook County, where skill, hard work, honesty, and a clear vision paved the way to success. Fueled by this steady and diversified growth, the company moved to Fairfield in 1958, and soon after established an office in Portland.

Sheridan's traditional Maine values have helped build a strong employee-oriented organization with equally strong client relationships. Whether constructing a warehouse or a complex research and development center, the company has made a significant mark on northern New England's landscape.

Mitch Sammons, VP of Finance & Administration of Sheridan, understands the potential for economic growth in the County.

He recognizes that the promotion of economic development is no easy task, having seen a number of community and regional economic development programs rise and fall over the years. Mr. Sammons believes the people at APP definitely have the skills, qualities, and the commitment necessary to bring success to the region.

According to Mitch Sammons, "The Company decided to become an investor in APP because of these beliefs, and knowing that with the right people in place, improving prosperity is inevitable."

Happy 60th anniversary to the Sheridan Corporation; and, here's to your success for many years to come. APP appreciates your support.



Featured Property



Former Maine Brands Facility Littleton, Maine

27,200 sq ft
6 acres; 60'x75' paved lot
economic incentives
ample available workforce