

MAINE STATE LEGISLATURE

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Maine Quality Centers Program Report

In 1994 the Maine Legislature created the Maine Quality Centers (MQC) as a program within the Maine Technical College System. The dual statutory mission of the program is "...to meet the workforce education and training needs of new and expanding businesses in the State and provide new employment and career advancement opportunities for Maine people." The statute goes on to define three primary purposes for the program; *job creation, workforce preparation and creating partnerships*. The program is designed to serve the employer's need for additional skilled workers, give trainees portable work skills to compete in today's workforce and establish and maintain relationships that support regional economic growth. This report summarizes the program's activities for projects that were active in calendar year 1998 and their status through June 30, 1999.

Forty-six MQC projects were active in calendar year 1998. The first line below reports actual calendar year 1998 expenditures through the Maine Technical Colleges for services supporting these projects. Some projects began prior to 1998 and some remained active after 1998. The remaining is a summary of the combined totals of the projects, regardless of the calendar or fiscal year. A table of individual project data is attached. What follows is a summary of the forty-six projects active in 1998.

- Combined project expenditures during calendar year 1998: \$1,558,531
- Combined total project investment over multiple fiscal years: \$4,857,623
- Combined total projected job creation: 3,119
- Combined total trainees as of 6/30/99: 3,954
- Combined total hires as of 6/30/99: 3,183
- Average project wages: \$9.38
- Projects closed as of 6/30/99: 19
- Combined total est. increase in wage & capital investment: \$992,523,084

How Maine Quality Centers works

The program is coordinated by a State Director with individual project services delivered by one of the seven colleges of the Maine Technical College System. Each Technical College has a designated MQC liaison to work with projects in addition to other duties. Project funding supports applicant recruitment and screening as well as customized training activities. Most services are provided directly by the Technical College although the statute provides for coordination with other education and training providers if necessary. The program's FY 99 budget was \$1.2 million.

The training is provided at no cost to both employer and trainee. If the employer finds a trainee fails to meet any certified competency of the training, the Technical College must provide additional training without charge. To date there has been no request for additional training under this statutory guarantee. The program focuses on the growth of

full-time employment with competitive wage and benefit packages. By statute the decision to hire trainees rests with the employer.

Interested businesses are required to complete an application. The application includes basic company information, employment levels and information about the anticipated need for new positions. The creation of eight or more full-time new jobs is a threshold for application. Small employers with similar needs but smaller growth may form a consortium to obtain services. Job descriptions, wage and benefit information and a letter of intent to hire are also requested. The State Director, often with the assistance of the regional Technical College, reviews the information and follows up with the employer.

The application is reviewed for the number of net new jobs, skill level of new positions, wage and benefit levels, training required and other pertinent labor market considerations. Once an application is initially approved a "concept" letter notifies the business and the Technical College of the decision and instructs them to proceed in developing a training plan.

The training plan defines the customized services and training of the individual project and is developed in partnership with the business. Course offerings can earn trainees academic credit if appropriate. Training locations vary based on the project's need but can be at the Technical College, the employer's site, a local secondary school or another convenient location. Training schedules also vary from full time, evenings or a weekend based on what best accommodates the employer and trainees. The business is encouraged to play an active role in all recruitment and training activities. Training can occur prior to or after the business makes a hiring decision based on the demands of the project. A single project may include multiple cycles of training to different groups. Throughout the training the Technical College and the employer monitor the project and make adjustments as required.

The program works with economic development entities, other service providers, and industry representatives to recruit and coordinate services to qualified employers and trainees. An increasingly global economy requires both employers and employees to keep skills current to be competitive. MQC provides employers with the ability to focus on training new workers during a time of growth, trainees with marketable skills and the state with stronger partnerships between employers, workers and education.

Program activities

Individual MQC projects vary in length and training schedules and so frequently cross academic, fiscal and calendar years. The primary considerations in scheduling training is what makes the most sense based on the employers needs and the probable applicant pool. Training and hiring cycles also vary by projects since some businesses hire prior to training while others choose to hire from a group of trained applicants.

The attached table summarizes all projects that were active in calendar year 1998 even though there may be activity in other years. Each project is summarized in its entirety and includes the projected total number of hires and actual data reported through the end

of FY99. The year listed reflects the date the project was approved and if a second date appears, it represents the date of an amendment. Individual columns capture both the total value of the project, an expenditure that may be made over multiple fiscal years and the actual expenditure level for calendar year 1998. The chart also includes an employer estimate of the value of the planned workforce expansion's increase on annual payroll and capital investment.

MAINE QUALITY CENTERS - PROJECTS ACTIVE IN 1998

(PROJECT STATUS AS OF 6/30/99)

1998 Projects	Location	College	Date	Projected Jobs	# Trained	# Hired	Average Wage	1998 Expenditures	Total Project MQC Investment	Projected Private Investment In Expansion
Brewer Automotive	Brewer	EMTC	1996	67	66	55	\$7.00	\$788	\$180,100	\$9,800,000
Maine Composites Alliance	Various	EMTC	1996	16	16	9	\$8.50	\$1,243	\$48,000	\$183,040
Lemforder Corporation	Brewer	EMTC	1996	125	57	54	\$6.75	\$21,235	\$172,700	\$25,000,000
Metal Trades Coalition	Various	YCTC	1996	217	132	123	\$8.50	\$75,918	\$380,670	\$9,700,000
National Semiconductor Corp.	S. Portland	SMTC	1996	450	846	792	\$14.00	\$231,503	\$850,000	\$800,000,000
Watts Fluid Air *	Kittery	YCTC	1996	20	32	22	\$12.00	\$10,486	\$51,459	\$2,725,000
Spurwink School	Various	SMTC	1997	70	29	16	\$10.60	\$3,538	\$125,000	\$2,207,850
Championship Floors *	Loring	NMTC	1997	30	17	17	\$11.30	\$77,615	\$88,588	\$1,508,000
Freshway *	Mars Hill	NMTC	1997	50	32	14	\$7.50	\$7,635	\$56,726	\$14,000,000
EnvisioNet *	Augusta	KVTC	1997	120	156	119	\$10.00	\$30,400	\$177,777	\$3,340,000
New England Tool *	Fryeburg	CMTC	1997	18	24	24	\$8.00	\$6,500	\$43,337	\$1,335,000
Pratt & Whitney *	N. Berwick	YCTC	1997	38	38	36	\$10.71	\$1,200	\$49,709	\$10,500,000
Blue Cross/Blue Shield	Bangor	EMTC	1998	40	30	30	\$11.44	\$41,612	\$75,000	\$845,000
Catholic Charities Maine	Augusta	KVTC	1998	24	25	26	\$10.17	\$3,158	\$54,000	\$500,000
CNA Consortia	Portland	SMTC	1998	76	44	13	\$8.50	\$110,357	\$110,357	\$456,000
cyberTours , Inc.	Kennebunk	YCTC	1998	52	28	26	\$7.50	\$31,227	\$68,700	\$475,000
Dingley Press	Lisbon	CMTC	1998	100	45	29	\$11.00	\$42,207	\$121,741	\$20,500,000
New Balance	Pittsfd/Wilto	CMTC	1998	255	351	171	\$8.50	\$80,624	\$270,416	\$4,500,000
NEWFAB, Inc.	Auburn	CMTC	1998	30	10	7	\$11.00	\$3,960	\$52,875	\$225,000
North Coast Internet	Lubec	WCTC	1998	15	19	7	\$7.69	\$12,079	\$26,500	\$227,500
Northeast Paper Services	Portland	SMTC	1998	23	8	8	\$16.00	\$18,532	\$54,639	\$2,750,000
Olamon Industries	Old Town	EMTC	1998	29	10	15	\$8.64	\$7,216	\$50,700	\$1,010,948
Rich Tool & Die	Scarborough	SMTC	1998	39	30	30	\$7.00	\$5,457	\$68,269	\$3,856,560
RMC (Remstar)	Portland	SMTC	1998	10	4	4	\$11.50	\$10,574	\$22,000	\$300,000
Spencer Press	Wells	YCTC	1998	52	11	11	\$7.82	\$56,197	\$74,000	\$1,140,000

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(PROJECT STATUS AS OF 6/30/99)

1998 Projects	Location	College	Date	Projected Jobs	# Trained	# Hired	Average Wage	1998 Expenditures	Total Project MQC Investment	Projected Private Investment In Expansion
Tambrands	Auburn	CMTC	1998	164	511	356	\$11.38	\$77,913	\$291,175	\$37,800,000
Techknowledges, Inc.	Augusta	KVTC	1998	17	14	5	\$14.00	\$24,077	\$31,840	\$250,000
Brunswick Technologies Inc.	Brunswick	SMTC	1998	25	4	4	\$8.50	\$6,114	\$35,730	\$2,260,000
Care & Comfort*	Waterville	KVTC	1998	16	20	15	\$8.00	\$18,102	\$20,846	\$280,000
Community Living *	Saco	KVTC	1998	8	7	10	\$7.25	\$10,660	\$10,660	\$175,000
Crowe Rope *	Winslow	KVTC	1998	9	9	7	\$10.00	\$14,683	\$17,722	\$183,040
Ellot Preschool *	Ellot	YCTC	1998	10	7	6	\$7.50	\$710	\$17,800	\$913,700
Goodwill Industries *	Portland	SMTC	1998	16	12	12	\$14.50	\$8,168	\$35,783	\$453,432
Johnna Bowen *	Benton	KVTC	1998	25	56	25	\$7.50	\$23,710	\$33,577	\$492,824
Maine Poly, Inc. *	Greene	CMTC	1998	10	13	8	\$7.00	\$7,609	\$12,550	\$160,000
Oakes & Parkhurst *	Winslow	KVTC	1998	8	7	6	\$8.78	\$7,724	\$9,910	\$1,272,190
Prescott Metal *	Biddeford	YCTC	1998	25	8	8	\$11.25	\$408	\$43,971	\$290,000
Sitel *	Loring	NMTC	1998	200	500	500	\$7.00	\$108,134	\$200,000	\$3,500,000
Specialty Minerals *	Madison	KVTC	1998	8	8	8	\$13.00	\$17,836	\$17,836	\$6,430,000
Willow Rehab *	Waterville	KVTC	1998	10	11	9	\$6.62	\$7,012	\$7,178	\$130,000
Yale Cordage, Inc. *	Biddeford	YCTC	1998	8	8	5	\$7.75	\$7,194	\$9,826	\$668,000
ATX Forms	Caribou	NMTC	1997-1998	31	26	28	\$8.00	\$12,521	\$44,440	\$390,000
Jackson Laboratory	Bar Harbor	EMTC	1997-1998	230	191	191	\$7.89	\$159,120	\$290,000	\$9,353,000
Motivational Services, Inc.	Augusta	KVTC	1997-1998	33	36	32	\$8.00	\$29,300	\$45,476	\$162,000
Electronic Manufacturing Syste	Westbrook	SMTC	1997-1998	75	81	22	\$7.32	\$19,227	\$93,900	\$3,900,000
ICT	Lstn/Wilton	CMTC	1998-1999	225	365	268	\$8.50	\$107,048	\$314,140	\$6,375,000
46 PROJECTS	TOTALS			3119	3954	3183	\$9.38	\$1,558,531	\$4,857,623	\$992,523,084

* Project Closed