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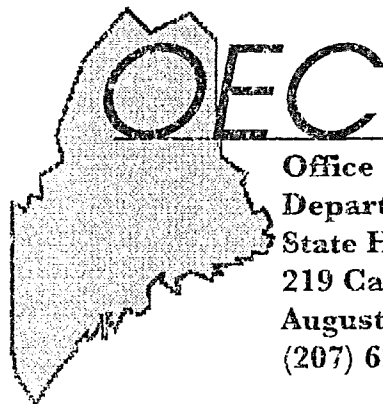
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Joint Report to the 116th Maine Legislature

Office of Economic Conversion

State Task Force on
Defense Realignment and the Economy

STATE OF MAINE
OFFICE OF POLICY AND LEGAL ANALYSIS
ROOM 101/107/135
STATE HOUSE STATION 13
AUGUSTA, MAINE 04333



April 1994

**Office of Economic Conversion,
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**Joint Report to the Maine Legislature
Office of Economic Conversion
and the
State Task Force on Defense Realignment and the Economy
April 1, 1994**

Introduction

The State Task Force on Defense Realignment and the Economy and the Office of Economic Conversion (OEC) was created by the Maine Legislature to respond to the grave economic consequences experienced by the Maine economy as a result of declining national defense expenditures and base closures. Each of these entities works to formulate responses to downsizing and to create new business opportunities and jobs for Maine citizens. In fulfillment of its statutory requirements, these groups present the following report to the Legislature on their activities for 1994.

Background

The decade of the 1980s was a time of explosive growth in the nation's defense spending. Maine's defense contractor and suppliers to defense installations and contractors benefited from this spending growth. Surges in employment and federal dollars in the Maine economy helped to fuel growth across the state but especially in York County, Bath-Brunswick-Topsham and Lewiston/Auburn.

By 1992, procurement and Department of Defense salaries accounted for nearly 9% of Maine's gross state product from a figure of less than 2% in the early 1970s. The largest beneficiary of this surge was Bath Iron Works, which received over 90% of the growth in defense spending.

These expenditures generated 62,885 direct and indirect jobs in Maine's economy in 1989. By 1992, however, direct and indirect jobs generated by defense had decreased to 55,502, a loss of nearly 7400 defense-related jobs and a figure that is over 1% of Maine's total full and part-time employment during those years. The State Planning Office's *Long Range Economic Forecast to 2005* found that defense spending, at \$1.9 billion in 1992, Maine represents 7.6% of Maine's gross state product. This makes Maine fourth in the nation in per capita defense dollars.

The *Forecast* has also projected an out-migration of 17,000 people between 1992 and 2005 due to military force reductions. The planned reductions in military forces in Maine, projected to be 52% between 1992 and 2005, will be significantly steeper than the national figure of 39%. According to the Forecast, Maine may lose as many as 9000 military jobs by 2005.

Office of Economic Conversion

The Department of Economic and Community Development's Office of Economic Conversion has undertaken a number of initiatives to construct the apparatus necessary to respond to defense restructuring. These initiatives target workers, businesses and communities affected by defense downsizing and provide financial support, assessment, technical assistance, data and staff support to these sectors.

1. Manufacturing assessment

The Department of Economic and Community Development has received a \$200,000 grant from the Office of Economic Adjustment to implement and support a program for the design and development of industrial modernization and diversification services to small and medium sized manufacturing firms.

The firms targeted have suffered or will suffer significant adverse economic effects from the defense budget reductions. The firms were identified by a Maine Department of Labor survey which asked firms to calculate the percentage of their business that was dependent on defense contracts, subcontracts or procurement.

After receiving the survey results, the Office of Economic Conversion has used this funding to coordinate and implement the strategic intent of policies and programs developed through intense planning effort of the State Task Force on Defense Realignment and the Economy. These efforts have resulted in the development of preliminary plans, technical assistance mechanisms and are supporting industry-friendly policy options that are the first steps in the renewal and retention of Maine's small firm manufacturing base.

At the firm level, this program will impact critical productions systems that differentiate superior competitive performance. To accomplish this goal, the OEC will assist firms in developing manufacturer Action Program Portfolios

to increase competitiveness in price, flexibility, quality and delivery. To better understand, consider a step-by-step look at the Manufacturing Assessment and Support Model.

This model, currently being developed, coordinated and implemented by OEC, draws on federal funds, private sector expertise as well as a comprehensive manufacturing assessment survey to formulate strategies for the defense-impacted firm. After initial client contact, firms enrolled in this program have undergone an intensive operations assessment. The assessment examines existing processes and equipment as a springboard for the development of a manufacturing renewal process.

The renewal process brings the small firm into contact with technical assistance and a number of programs designed to help them increase their competitive posture. Depending on the firm and its needs and capabilities, OEC efforts can link it to private and public sources of capital, supplier development programs, extension service technical support, and market development and identification.

The Manufacturing Assessment efforts have laid the groundwork for a program that has received a significant level of federal funding and has allowed the OEC to develop a strategy for linking firms in need with existing services that benefit the manufacturing firm. In addition, OEC efforts will coordinate the implementation of this model with several ongoing DECD projects including Defense Industries Coalition Challenge Grant Program, Defense Diversification Revolving Loan Fund, Defense Conversion Marketing Center, Sectoral Strategic Planning Initiative, Technology Reinvestment (TRP) Access Assistance and a Flexible Manufacturing Network Support Program. These programs are currently under development or are pending federal funding.

2. Community Support

Through its staff, the OEC is providing ongoing support, data and planning help to affected communities in Maine. Currently, OEC staff assist the Loring Development Authority, the Bath-Brunswick-Topsham Economic Development Council and the KEYS Coalition in their efforts to adjust to reduced defense dollars in their communities.

Regular staff attendance at the meetings of these groups provides communities with updates on OEC activities as well as research support, and notice of federal funding possibilities. It also provides communities with the opportunity to voice concerns and needs.

To date, the OEC has provided advance strategic planning funding, data to assist communities in applying for federal funding and staff support hours to assist communities in their adjustment and planning efforts.

3. Monitoring Federal Funding Opportunities

OEC grant-writing efforts in its first year of operation, have resulted in grant awards of \$200,000 for the development of its manufacturing assessment program. The OEC continues to monitor all possible sources of federal funding to ensure that the state of Maine receives portions of any federal dollars allotted to facilitate defense conversion efforts.

The Office of Economic Conversion has assisted the Department of Economic and Community Development in the implementation of a Community Development Block Grant program that provides planning grant funding for communities experiencing the secondary impacts of defense downsizing.

4. Training Efforts

The OEC is developing strategies to provide training opportunities to workers, communities and businesses affected by defense downsizing. The trainings, in the form of seminars or one-day events, are designed to draw on the collective knowledge of all organizations working on economic conversion and other relevant topics to acquaint affected sectors with available services.

Development efforts have begun with the creation of a seminar to train business service providers, extension agents and business counselors. The focus of the seminar will be a survey of Maine's defense dependency history and projections for the future while educating attendees about the characteristics and particular needs of defense-dependent firms. A significant portion of the program will be devoted to outlining programs designated for defense conversion and in particular, businesses.

Seminars for dislocated or defense industry workers will focus on presenting opportunities and retraining and reeducation efforts. Major topics planned for coverage include business start-up and self-employment opportunities, emerging employment opportunities, Maine's technical college and university system along with more advanced seminars on business planning and organization. The purpose of this training will be to address the questions of retraining, adjustment and new opportunities for Maine's dislocated workers.

The third prong of this effort will provide opportunities for community leaders to train and benefit from success stories of other states, cities and towns that are farther along in their conversion efforts. Efforts are underway to identify speakers and conversion programs in other states that could offer lessons, knowledge and creative responses to the issues defense-dependent communities face.

By developing these programs, the OEC hopes to bring to communities, businesses and workers lessons learned from other conversion efforts and opportunities for these sectors to transition to non-defense commercial activity.

5. Intra-agency Coordination of Service Delivery

As part of its legislatively-mandated duties, the OEC works with other state and federal service providers to ensure that businesses, workers and communities in need of conversion assistance are aware of the services available to them. To this end, OEC staff has met and developed lines of communication with the Department of Labor, the Maine Science and Technology Foundation, the Small Business Development Centers, Business Answers, the Finance Authority of Maine and the U.S. Small Business Administration. In addition to networking with these organizations, the OEC has and will continue to utilize their respective talents by inviting their participation in State Task Force on Defense Realignment and the Economy activities and planning as well integrating their knowledge into training sessions developed by the OEC.

The OEC is currently involved in program initiatives with the Maine Science and Technology Foundation in the areas of manufacturing technology and telecommunications.

6. Communication and Outreach

In an effort to make businesses, individuals and communities aware of efforts to address defense dependency, the OEC is researching available services in an effort to develop marketing pieces that will make affected sectors aware of the OEC and other services that they could utilize.

As important as the content of these pieces will be efforts to distribute them. To date; OEC has plans to utilize mailing lists from a number of organizations to "spread the word" about programs and training, including FAME, the Chamber of Commerce and the Maine Municipal Association.

7. Data Gathering and Archives

The OEC strives to assist interested individuals in finding and using data related to conversion issues, Maine's economic picture, services, national defense information and referrals to service providers and organizations. To date, staff have assisted communities in securing data for grant proposals, provided statistical data for researchers and media and mailed copies of relevant reports to interested individuals and libraries. This ongoing effort will continue to expand as the OEC collects more data, particularly in the area of strategic planning and community initiatives for economic conversion.

8. Staff Support to the State Task Force on Defense Realignment and the Economy(STF)

OEC has provided staff support to the STF in the form of meeting scheduling, preparation of documents and logistical planning. This function is an ongoing duty of the OEC in its effort to facilitate the Task Force's planning sessions.

9. Legislation

The OEC has assisted the Maine Legislature in developing and amending the legislation creating the Loring Development Authority (LDA). Through consultations with the Federal Aviation Administration, the OEC advised staff in the Office of Policy and Legal Analysis of the legislative changes necessary to ensure the transfer of the air base to the LDA.

The State Task Force on Defense Realignment and the Economy

The State Task Force on Defense Realignment and the Economy (STF) was created to monitor changes in the defense spending picture and to develop and propose a comprehensive strategy for a state response to contraction in military spending. The STF has undertaken a planning process designed to acquaint itself with Maine's defense dependency issues and to clarify its goals, objectives and charter.

Drawing on STF work described in the March 1993 Report of the State Task Force on Defense Realignment and the Economy, the STF began new meetings in January 1994. These meetings have resulted in the following strategy and fact-finding efforts in preparation for presenting recommendations to the Governor and the Maine Legislature in 1995.

1. Visits to Affected Communities and Base Locations

An important component of this educational and fact-finding process is accurate and current views of the facilities and affected communities in Maine. The STF is conducting its meetings in locales around the state to get a better understanding of affected communities and base facilities. STF members will be touring facilities with an emphasis on dual-use, joint-use and conversion possibilities.

2. Briefings on Existing Services for Defense-Dependent Communities, Businesses and Workers

Fact-finding sessions will also draw on expertise from state agencies for help in articulating creative strategies for coping with defense downsizing as well as an understanding of the existing state structure for dealing with this issue. To date, the STF briefings on current state services that have applications for the conversion arena include the Rapid Employment Training Initiative (RETI) and the Business Visitation Program.

3. Training and Research Updates

The third fact-finding component will rely on knowledgeable experts outside of the state system for information on successful conversion strategies as well as any additional information on Maine's and the country's defense spending

landscape. To date, the STF has had briefings on the work of the Maine Science and Technology Foundation and a recent study of defense-dependent firms by Coastal Enterprises, Inc.

4. Development of a Communications Strategy

Planned in conjunction with the OEC, the STF will be advising and assisting the OEC in the development of an effective strategy for making Maine citizens communities and businesses aware of the services and program available for assistance on conversion issues. Necessary components of this campaign will include cooperation from business and labor groups, brainstorming to identify difficult-to-reach sectors and development of lines of communication between service providers so that an integrated response can be developed.

5. Legislative Initiatives to Facilitate Conversion

The STF will be assisting the Legislature by developing proposals for necessary legislation. From examples like the creation of the Loring Development Authority to the creation of the Office of Economic Conversion, an actively-interested Maine Legislature can contribute to the success of conversion efforts by passing laws that encourage conversion. The STF will examine Maine's legal fabric to ensure that state law is not an impediment to creating a response to defense-downsizing. Where appropriate, the STF intends to propose legislation that might ease portions of the economic pain caused by defense realignment.

Conclusion

Formulating a response to the devastating effects of defense downsizing on Maine's economy is both a difficult and formidable task. The activities of the OEC and the STF during the past year have begun the development of a state apparatus to focus resources, both federal and state, on affected areas.

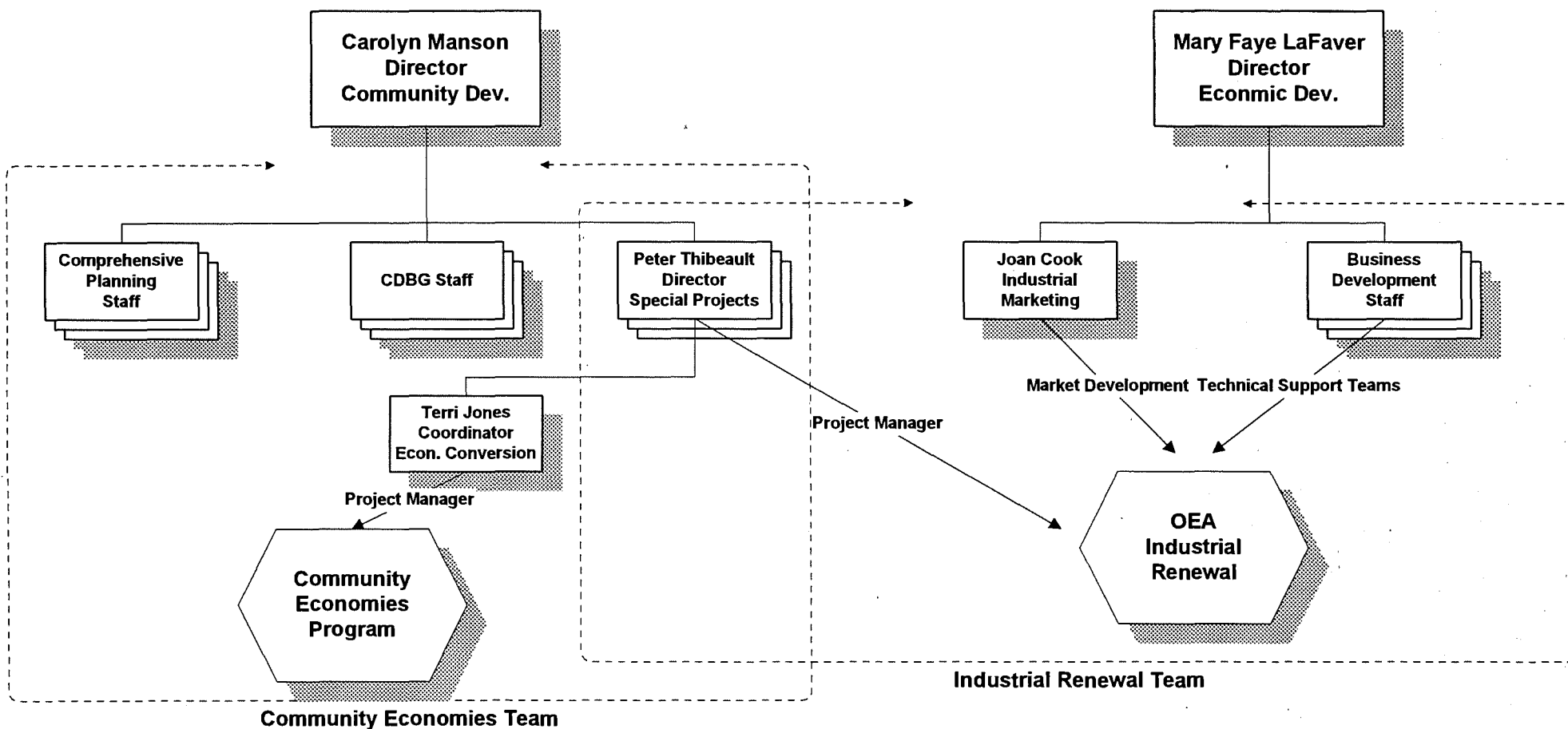
The continued presence of each of these groups will benefit Maine during 1994-95. It will assist the state in competing for and receiving vital federal dollars to assist conversion efforts, both advance planning and funds for the reuse of facilities like Loring Air Force Base. It will also continue a monitoring function, allowing the state, the Governor and the Legislature to respond to the changes and the opportunities presented by conversion.

Maine's defense dependency developed over years of high military spending. With the work of the STF and OEC, Maine is at the forefront of state efforts to assist its citizens, businesses and communities in grappling with downsizing effects. The careful construction of state services and a comprehensive response will be the mission of the STF and the OEC during 1994-95.

Appendix

Appendix Listing

1. Organizational Chart for Economic Conversion Division
2. Matrix of Responsibilities for Office of Economic Conversion Activities
3. Conceptual Framework Linking Government Policy, Programs and Capital Formation with Manufacturing Strategy and Performance
4. Manufacturing Assessment & Support Model
5. State Task Force on Defense Realignment and the Economy Members List
6. Statistical Data
 - Direct Defense Civilian Employment in Maine, 1989 and 1992
 - Indirect Civilian Employment from Defense Facilities and Contractors, 1989 and 1992
 - Percent Change in Direct and Indirect Employment at Military Facilities and Contractors, 1989 and 1992, Tabular format
 - Portsmouth Naval Shipyard Employment and Payroll for 1992 and 1993 by Maine Town, Tabular format
 - Total Civilian Employment at Portsmouth Naval Shipyard, 1989 - 1994 (proj.), Graph
 - Listing of Prime Military Contractors for Maine, FY '91, '92 and '93 with dollars amounts of contracts, provided by the Office of Economic Adjustment



Dislocated Workers Program
Defense Conversion Adjustment Programs for Workers
ARPA Training Programs
New England Supplier's Network

Department of Labor
Programs

Economic Conversion Division

A Conceptual Framework Linking Government Policy, Programs, and Capital Formation
with Manufacturing Strategy and Performance

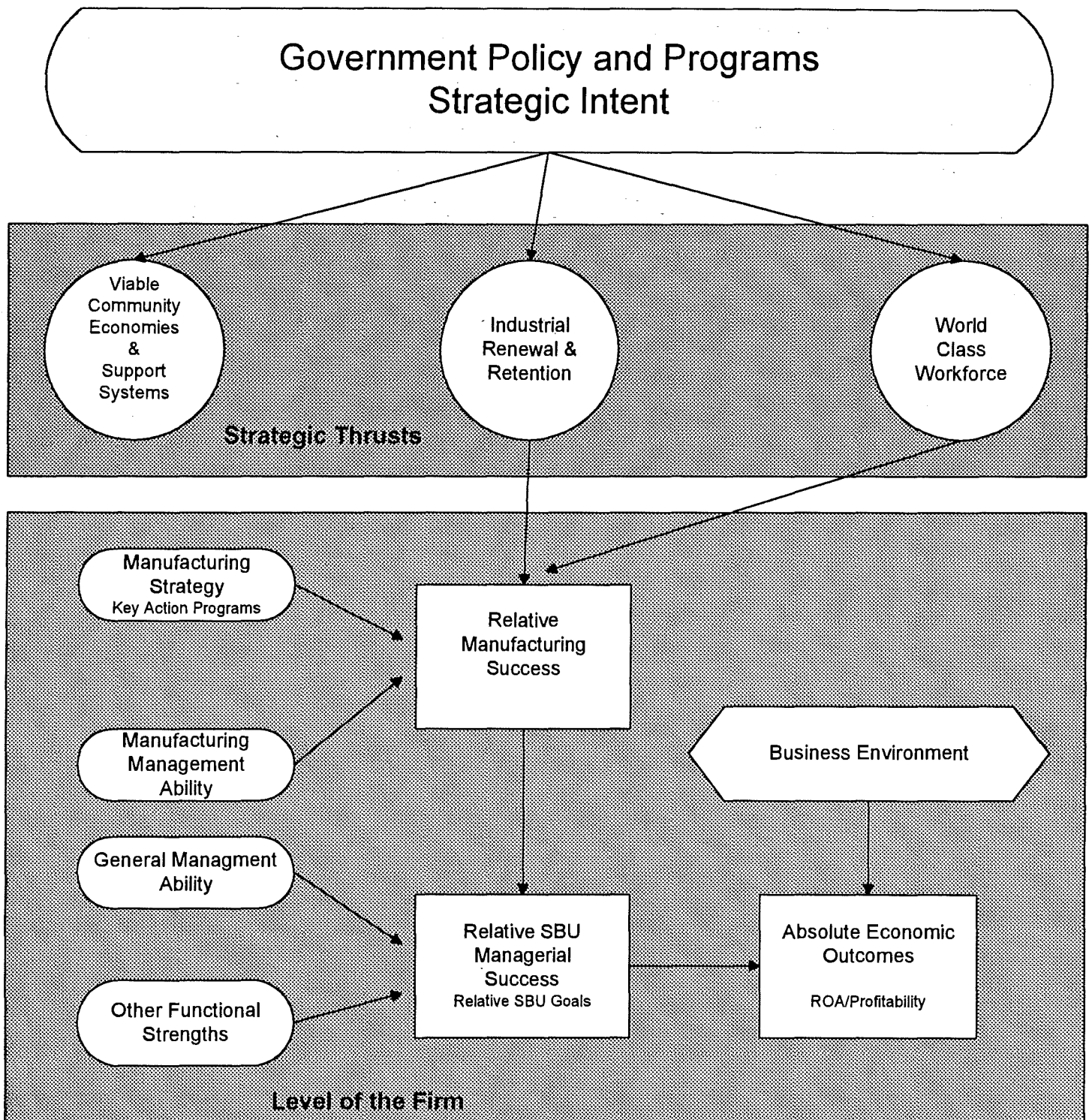
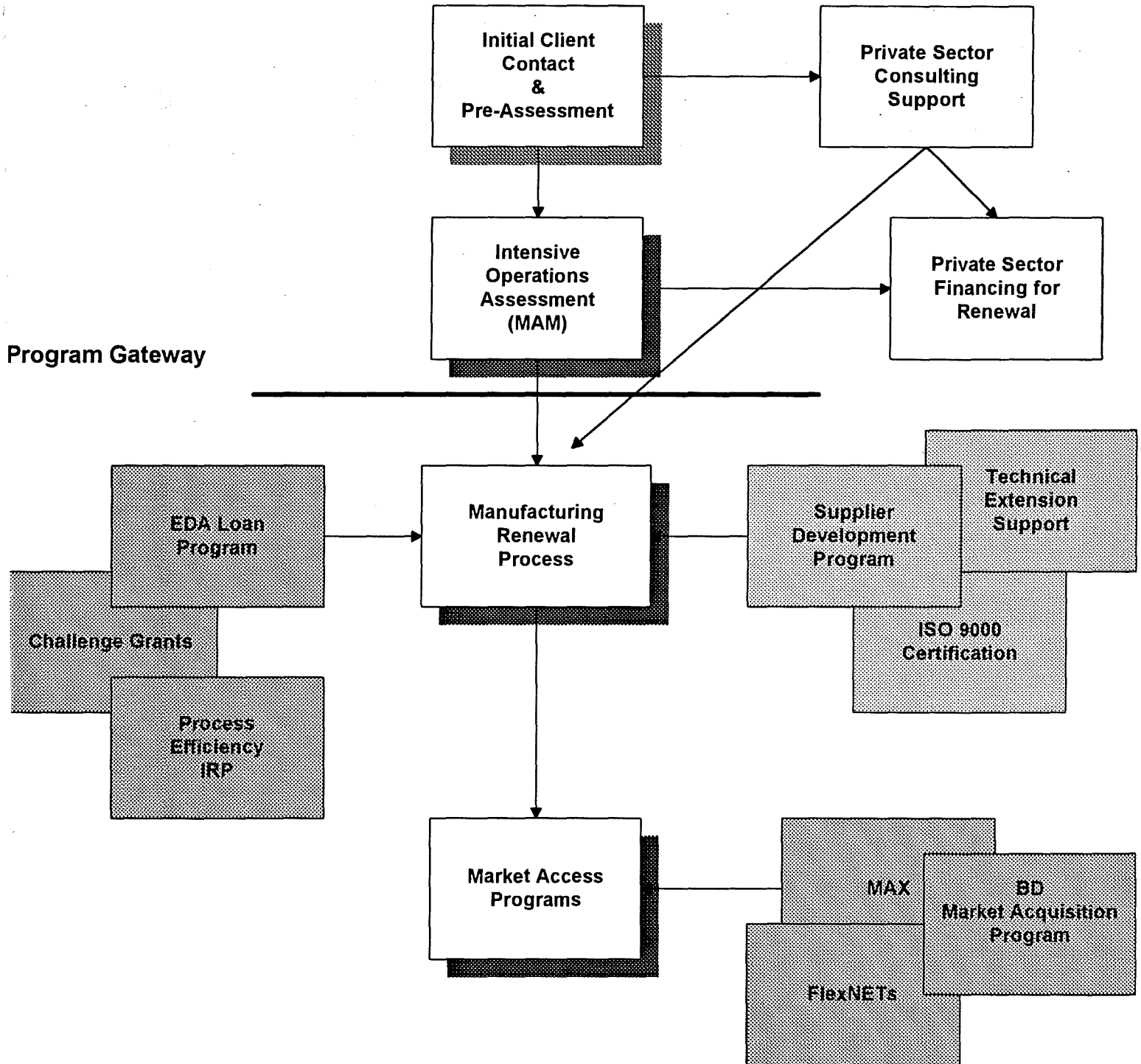


Figure 1

Manufacturing Assessment & Support Model



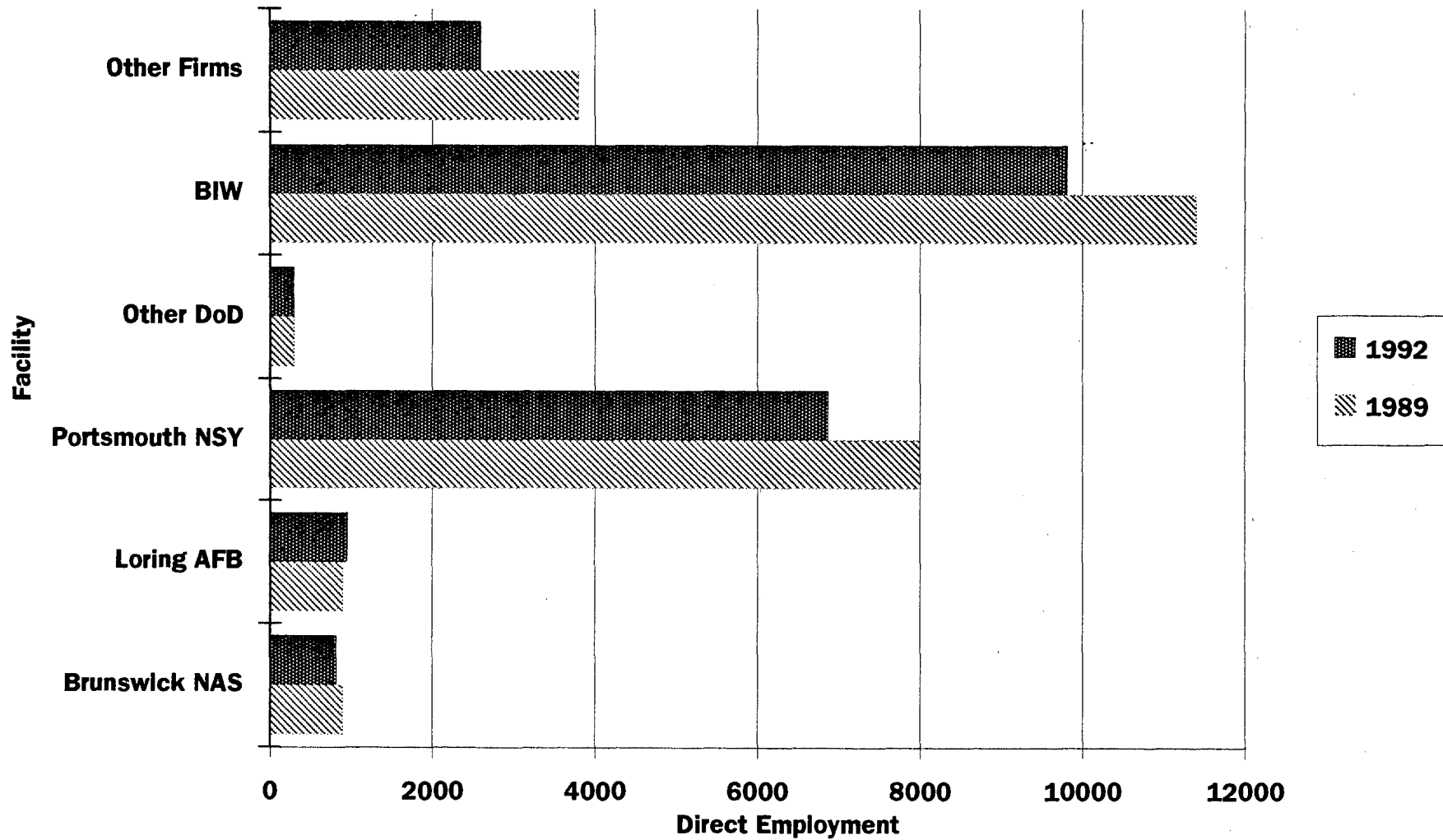
State Task Force on Defense Realignment and the Economy

Members List

Commissioner Michael Aube, Department of Economic and Community Development,
Chair

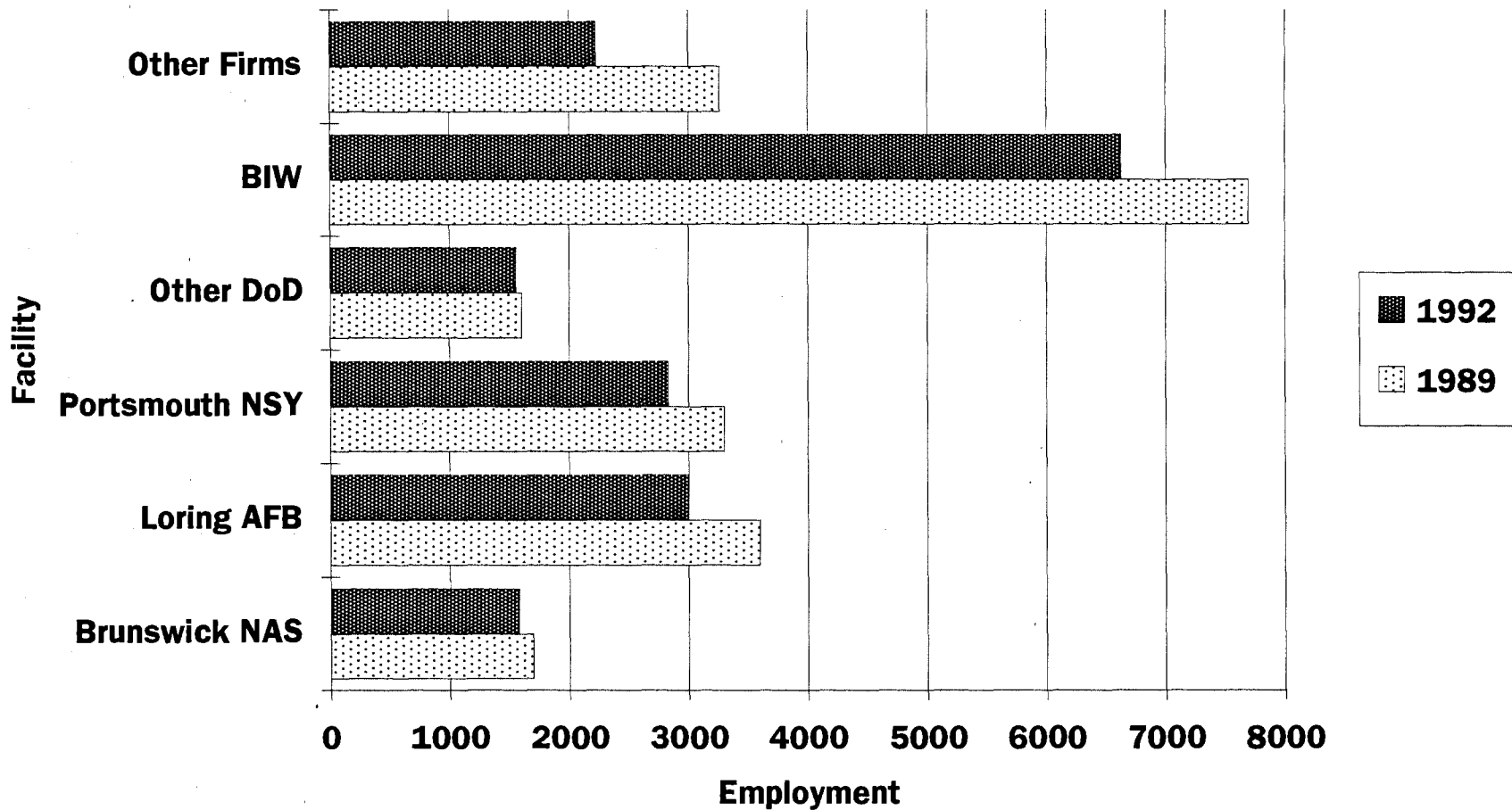
TASK FORCE MEMBER	Term Expires
Stephen Adams, Director, State Planning Office	N/A
Charles Morrison, Department of Labor	N/A
John Fitzsimmons, Executive Director, MVTI College System	N/A
General Nelson Durgin, Department of Defense and Veteran Services	N/A
Jane Titcomb, Department of Professional and Financial Regulation	N/A
J. Michael Huston	8/15/94
Peter Danton	8/9/94
Nicholas Karvonides, ECP (appointed by Pres. of the Senate)	3/14/95
Wanda Plummer, Bath/Brunswick Chamber of Commerce	7/13/94
Senator Mark Lawrence	3/14/95
Mark Glaze	9/27/94
Robert Clark, NMRPC	7/28/94
Roland Martin, County Commissioner	7/28/94
James Mackie, Local #6, AFL-CIO	7/28/94
Charles O'Leary, Maine AFL-CIO	9/27/94
Representative Hilda Martin	N/A
Representative Michael Fitzpatrick	N/A
Winn Price, Bath Iron Works	7/15/94
Cathy Goodwin	7/15/94
Sandy Blitz, Economic Development Administration	7/15/94
Bruce Makas	7/15/94
Dave Gleason, Bath-Brunswick-Topsham Econ. Dev. Council	10/01/94
Gregory Mitchell, Androscoggin Valley Council of Governments	7/15/94
Michael Kiernan	7/15/94
Susan Pines	7/15/94

Direct Defense Civilian Employment in Maine, 1989 and 1992



Source: State Planning Office

Indirect Civilian Employment from Defense Facilities and Contractors, 1989 and 1992



Source: State Planning Office

Civillan Direct & Indirect Employment at Military Facilities and Contractors

FACILITY	DIRECT EMPLOYMENT		%Change	INDIRECT EMPLOYMENT		%Change
	1989	1992		1989	1992	
Brunswick NAS	900	826	-8%	1700	1580	-7%
Loring AFB	900	956	6%	3600	2995	-17%
Portsmouth NSY	8000	6873	-14%	3300	2835	-14%
Other DoD	300	300	0%	1610	1560	-3%
BIW	11400	9817	-14%	7700	6630	-14%
Other Firms	3800	2600	-32%	3265	2230	-32%
TOTALS	25300	21372	-16%	21175	17830	-16%

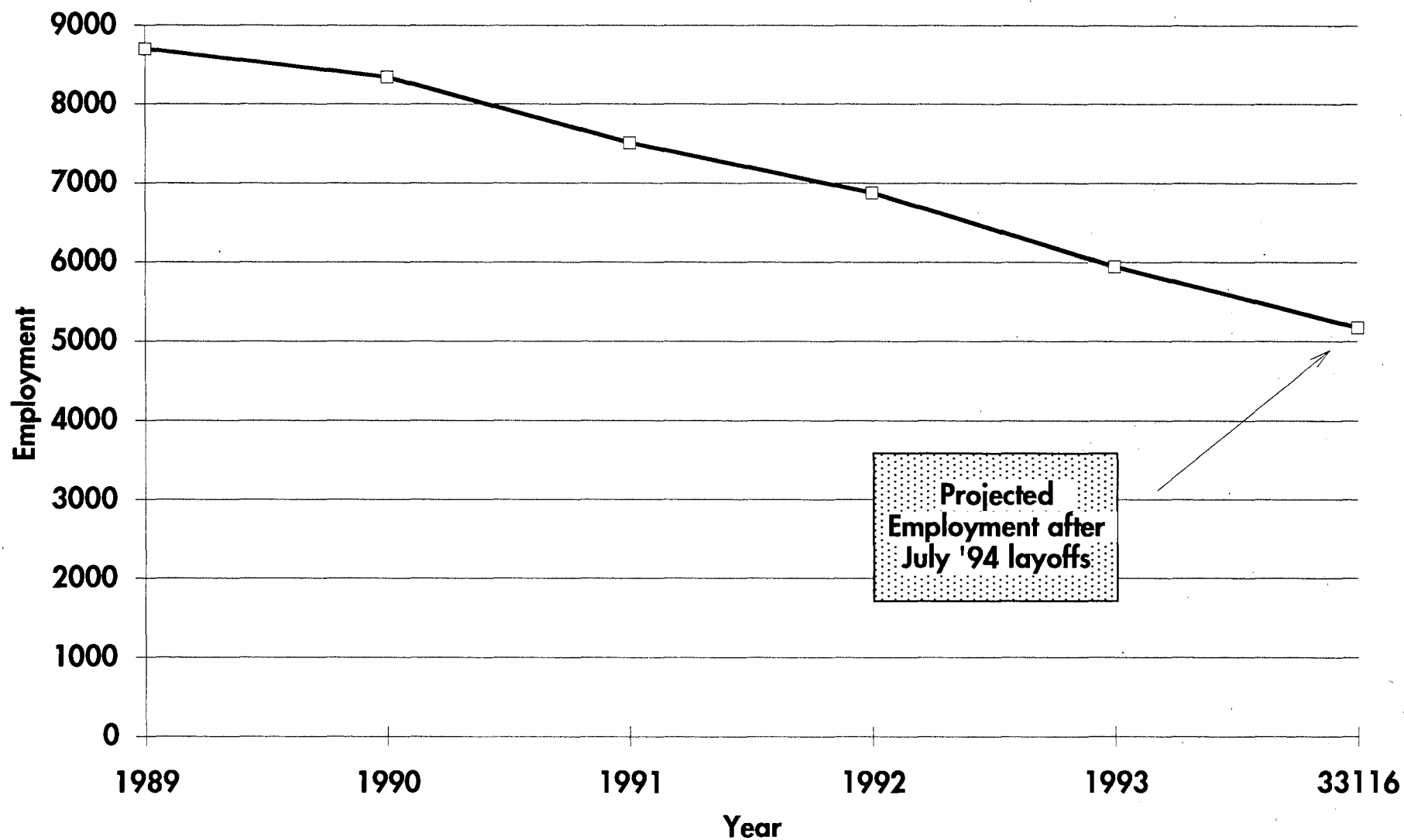
Source: State Planning Office

Portsmouth Naval Shipyard Employment and Payroll for 1992 & 1993

City/Town	1992 Employees	1993 Employees	1992 Payroll	1993 Payroll	Change in Employment	Change in Payroll
Kittery/Kittery Point	580	511	\$20,733,605.00	\$18,177,060.00	-12%	-12%
Sanford/Springvale	498	438	\$17,258,407.00	\$14,707,076.00	-12%	-15%
Biddeford	382	335	\$13,210,603.00	\$11,416,292.00	-12%	-14%
So. Berwick	354	320	\$14,151,891.00	\$12,137,390.00	-10%	-14%
York/Cape Neddick	354	309	\$13,219,765.00	\$12,580,219.00	-13%	-5%
Eliot	334	304	\$12,753,215.00	\$11,568,177.00	-9%	-9%
Berwick	285	252	\$10,047,532.00	\$8,820,909.00	-12%	-12%
No. Berwick	219	193	\$8,130,266.00	\$7,285,516.00	-12%	-10%
Saco	170	149	\$6,294,646.00	\$5,291,342.00	-12%	-16%
Wells	142	125	\$5,218,986.00	\$3,013,559.00	-12%	-42%
Kennebunk/West Kennebunk	103	95	\$3,822,814.00	\$2,300,453.00	-8%	-40%
Lebanon/W. & E. Lebanon	100	96	\$3,324,003.00	\$3,276,871.00	-4%	-1%
Waterboro	67	61	\$2,483,221.00	\$2,278,661.00	-9%	-8%
Alfred	61	52	\$2,214,586.00	\$1,892,889.00	-15%	-15%
Old Orchard Beach	46	41	\$1,522,896.00	\$1,348,845.00	-11%	-11%
Portland/South Portland	43	39	\$1,530,051.00	\$1,400,787.00	-9%	-8%
Lyman	26	25	\$1,003,202.00	\$928,263.00	-4%	-7%
Kennebunkport	27	25	\$1,000,110.00	\$616,177.00	-7%	-38%
Shapleigh	16	14	\$575,393.00	\$493,169.00	-13%	-14%
Limerick	13	13	\$441,959.00	\$401,789.00	0%	-9%
Hollis/Hollis Ctr.	*	13	*	\$393,912.00	N/A	N/A
Acton	14	10	\$437,998.00	\$360,206.00	-29%	-18%
Gorham	*	9	*	\$318,878.00	N/A	N/A
Moody	11	8	\$407,531.00	\$284,887.00	-27%	-30%
Scarborough	10	8	\$284,465.00	\$274,748.00	-20%	-3%
Ogunquit	*	8	*	\$266,960.00	N/A	N/A
All Others	122	77	\$4,452,930.00	\$5,880,306.00	-37%	32%
TOTAL	3977	3530	\$144,520,075.00	\$127,715,341.00	-11%	-12%
Total for Communities other than Kittery, Eliot, York, etc.	1851	1641	\$65,483,801.00	\$57,146,070.00	-11%	-13%

Source: Seacoast Shipyard Association

Civilian Employment at the Portsmouth Naval Shipyard, 1989-1994 (projected)



Source: Seacoast Shipyard Association

Prime Contractors in Maine FY '91, '92 and '93						
Contractor Name	County	Location	FY '91	FY '92	FY '93	3-year Total
A-Plus Cleaning Services Inc.	Androscoggin	Auburn	\$0	\$0	\$34,000	\$34,000
Auburn Manufacturing	Androscoggin	Mechanic Falls	\$210,000	\$59,000	\$0	\$269,000
Auburn Metal Fabrication	Androscoggin	Auburn	\$0	\$144,000	\$0	\$144,000
Grieve Corp.	Androscoggin	Mechanic Falls	\$0	\$0	\$36,000	\$36,000
L. Dennis Coffey Machinery	Androscoggin	Lewiston	\$67,000	\$0	\$0	\$67,000
Masonite Corporation	Androscoggin	Lisbon Falls	\$75,000	\$0	\$0	\$75,000
Pathways Inc.	Androscoggin	Auburn	\$0	\$110,000	\$0	\$110,000
Philips Elmet	Androscoggin	Lewiston	\$0	\$0	\$107,000	\$107,000
A & B Bus Line	Aroostook	Loring AFB	\$0	\$0	\$56,000	\$56,000
Advanced Petroleum Products Co	Aroostook	Loring AFB	\$0	\$0	\$260,000	\$260,000
Advanced Sciences Inc.	Aroostook	Loring AFB	\$76,000	\$0	\$0	\$76,000
American National Management	Aroostook	Loring AFB	\$585,000	\$602,000	\$630,000	\$1,817,000
American Testing & Engrg Corp.	Aroostook	Loring AFB	\$0	\$196,000	\$0	\$196,000
American Striping Inc.	Aroostook	Loring AFB	\$89,000	\$0	\$0	\$89,000
American Tank Service Inc.	Aroostook	Loring AFB	\$40,000	\$0	\$0	\$40,000
Aroostook Communications, Inc.	Aroostook	Loring AFB	\$89,000	\$91,000	\$75,000	\$255,000
Basil & Trataros JV	Aroostook	Loring AFB	\$1,097,000	\$0	\$388,000	\$1,485,000
Vincent M Bell	Aroostook	Loring AFB	\$138,000	\$242,000	\$385,000	\$765,000
Browning & Watson Inc.	Aroostook	Loring AFB	\$53,000	\$0	\$0	\$53,000
Canadien Commercial Corp.	Aroostook	Maynard	\$88,000	\$0	\$0	\$88,000
VJ Catalano	Aroostook	Fort Fairfield	\$435,000	\$340,000	\$715,000	\$1,490,000
Choice Institutional Supply Co.	Aroostook	Loring AFB	\$1,085,000	\$1,030,000	\$173,000	\$2,288,000
Clean Harbors Inc.	Aroostook	Loring AFB	\$38,000	\$0	\$0	\$38,000
Cyr Construction Co.	Aroostook	Loring AFB	\$0	\$163,000	\$0	\$163,000
D & D Services Inc.	Aroostook	Loring AFB	\$94,000	\$178,000	\$150,000	\$422,000
Daigle Oil Co.	Aroostook	Fort Kent	\$179,000	\$0	\$0	\$179,000
E A Engineering Science & Tech.	Aroostook	Loring AFB	\$0	\$0	\$106,000	\$106,000
Earth Technology Corp. USA	Aroostook	Loring AFB	\$0	\$0	\$428,000	\$428,000
EETCO Inc.	Aroostook	Loring AFB	\$0	\$0	\$514,000	\$514,000
Environmental Applications	Aroostook	Loring AFB	\$170,000	\$0	\$0	\$170,000
Federal Integrated Systems	Aroostook	Loring AFB	\$34,000	\$36,000	\$0	\$70,000
Federal Support Corporation	Aroostook	Loring AFB	\$240,000	\$559,000	\$0	\$799,000

Fitzgerald Office Supply	Aroostook	Loring AFB	\$35,000	\$0	\$0	\$35,000
Franklin Environmental Services	Aroostook	Presque Isle	\$0	\$382,000	\$0	\$382,000
AE Flewelling & Sons, Inc.	Aroostook	Loring AFB	\$46,000	\$0	\$0	\$46,000
Franklin Pumping Service	Aroostook	Loring AFB	\$56,000	\$0	\$0	\$56,000
Grover Enterprises Inc.	Aroostook	Loring AFB	\$0	\$69,000	\$0	\$69,000
GZA Remediation	Aroostook	Loring AFB	\$0	\$56,000	\$0	\$56,000
Greenfield Machine Works	Aroostook	Loring AFB	\$59,000	\$0	\$0	\$59,000
HSQ Technology Inc.	Aroostook	Loring AFB	\$29,000	\$29,000	\$29,000	\$87,000
Helfrich Bros. Boiler Works	Aroostook	Loring AFB	\$0	\$0	\$58,000	\$58,000
Henderson Oil	Aroostook	Loring AFB	\$103,000	\$0	\$0	\$103,000
Hospital Clean Inc.	Aroostook	Loring AFB	\$0	\$345,000	\$0	\$345,000
International Technology Corp.	Aroostook	Loring AFB	\$0	\$0	\$922,000	\$922,000
Johnson & Johnson	Aroostook	No. ME region	\$33,000	\$0	\$0	\$33,000
Kentucky Building Maintenance	Aroostook	Loring AFB	\$0	\$0	\$48,000	\$48,000
Kenvo Floor Co.	Aroostook	Loring AFB	\$49,000	\$0	\$0	\$49,000
Kimmins Contracting Corp.	Aroostook	Loring AFB	\$0	\$51,000	\$0	\$51,000
Kimmins Thermal Corp.	Aroostook	Loring AFB	\$0	\$271,000	\$0	\$271,000
L & D Cleaning	Aroostook	Loring AFB	\$116,000	\$0	\$0	\$116,000
Lane Construction Corp.	Aroostook	Loring AFB	\$0	\$197,000	\$0	\$197,000
Law Companies Group Inc.	Aroostook	Loring AFB	\$0	\$0	\$981,000	\$981,000
Law Environmental Inc.	Aroostook	Loring AFB	\$0	\$0	\$3,500,000	\$3,500,000
MAAC	Aroostook	Loring AFB	\$57,000	\$0	\$0	\$57,000
ME Public Service Co.	Aroostook	Loring AFB	\$3,462,000	\$3,505,000	\$3,420,000	\$10,387,000
Managed Health Care Ltd.	Aroostook	Loring AFB	\$144,000	\$249,000	\$251,000	\$644,000
Marriott Corp.	Aroostook	Loring AFB	\$332,000	\$0	\$0	\$332,000
MCI Telecommunications Corp.	Aroostook	Easton	\$0	\$0	\$34,000	\$34,000
MCI Telecommunications Corp.	Aroostook	Bridgewater	\$0	\$0	\$67,000	\$67,000
MCI Telecommunications Corp.	Aroostook	Fort Fairfield	\$0	\$0	\$34,000	\$34,000
MCI Telecommunications Corp.	Aroostook	Fort Kent	\$0	\$0	\$34,000	\$34,000
MCI Telecommunications Corp.	Aroostook	Hamlin	\$0	\$0	\$101,000	\$101,000
MCI Telecommunications Corp.	Aroostook	Houlton	\$0	\$0	\$34,000	\$34,000
MCI Telecommunications Corp.	Aroostook	Limestone	\$0	\$0	\$34,000	\$34,000
MCI Telecommunications Corp.	Aroostook	Madawaska	\$0	\$0	\$34,000	\$34,000
MCI Telecommunications Corp.	Aroostook	Van Buren	\$0	\$0	\$34,000	\$34,000
McCain Foods Inc.	Aroostook	Easton	\$27,000	\$64,000	\$28,000	\$119,000

McGillan Inc.	Aroostook	Loring AFB	\$35,000	\$0	\$0	\$35,000
Nature Conservatory	Aroostook	Loring AFB	\$42,000	\$0	\$0	\$42,000
Nobis Engineering Inc.	Aroostook	Loring AFB	\$0	\$0	\$32,000	\$32,000
North Star Tech. Inc.	Aroostook	Limestone	\$48,000	\$0	\$0	\$48,000
M J Ouellete	Aroostook	Caribou	\$0	\$52,000	\$0	\$52,000
Paragon Communications	Aroostook	Loring AFB	\$0	\$0	\$28,000	\$28,000
Parkside Services	Aroostook	Loring AFB	\$40,000	\$41,000	\$43,000	\$124,000
Pat Chasse	Aroostook	Loring AFB	\$0	\$0	\$51,000	\$51,000
Phillips National Inc.	Aroostook	Loring AFB	\$781,000	\$815,000	\$780,000	\$2,376,000
Picker International Inc.	Aroostook	Loring AFB	\$29,000	\$33,000	\$31,000	\$93,000
Saint Peter Patrick & Sons, Inc.	Aroostook	Loring AFB	\$603,000	\$111,000	\$0	\$714,000
RJ Sanders Inc.	Aroostook	Loring AFB	\$429,000	\$26,000	\$0	\$455,000
Science & Engineering Assoc.	Aroostook	Loring AFB	\$83,000	\$0	\$0	\$83,000
Service Master of Aroostook	Aroostook	Loring AFB	\$0	\$67,000	\$79,000	\$146,000
Soderberg Construction Co.	Aroostook	Loring AFB	\$44,000	\$199,000	\$163,000	\$406,000
Tracer Research Corp.	Aroostook	Loring AFB	\$221,000	\$0	\$0	\$221,000
Basil Trataros	Aroostook	Loring AFB	\$0	\$0	\$140,000	\$140,000
Trataros Construction Inc.	Aroostook	Loring AFB	\$0	\$0	\$37,000	\$37,000
Triax Co.	Aroostook	Loring AFB	\$0	\$0	\$300,000	\$300,000
Unisys Corporation	Aroostook	Loring AFB	\$119,000	\$0	\$0	\$119,000
Wang Laboratories	Aroostook	Loring AFB	\$124,000	\$104,000	\$0	\$228,000
Westinghouse Electric Corp.	Aroostook	Loring AFB	\$28,000	\$0	\$0	\$28,000
PL Willey Co. Inc.	Aroostook	Loring AFB	\$85,000	\$0	\$0	\$85,000
Wilson 5 Service Co. Inc.	Aroostook	Loring AFB	\$0	\$0	\$761,000	\$761,000
Xerox Corp.	Aroostook	Loring AFB	\$0	\$35,000	\$36,000	\$71,000
A S K Associates	Cumberland	Brunswick NAS	\$124,000	\$0	\$0	\$124,000
A & V Construction Corp.	Cumberland	Brunswick	\$0	\$477,000	\$108,000	\$585,000
ABB Environmental Services	Cumberland	Portland	\$0	\$0	\$55,000	\$55,000
ABB Flakt	Cumberland	Portland	\$8,718,000	\$703,000	\$0	\$9,421,000
Airtemp	Cumberland	Brunswick	\$178,000	\$0	\$0	\$178,000
American Testing & Engrg Corp.	Cumberland	Brunswick NAS	\$0	\$222,000	\$0	\$222,000
American Construction & Energy	Cumberland	Brunswick	\$42,000	\$0	\$0	\$42,000
Aulson Roofing Inc.	Cumberland	Brunswick	\$47,000	\$0	\$0	\$47,000
Barber Foods	Cumberland	Portland	\$0	\$0	\$27,000	\$27,000
Bath Iron Works	Cumberland	Portland	\$17,819,000	\$10,854,000	\$559,000	\$29,232,000

Blue Rock Industries	Cumberland	Brunswick	\$0	\$0	\$268,000	\$268,000
Brown Construction Co. Tnc.	Cumberland	Brunswick	\$0	\$286,000	\$0	\$286,000
Brunswick Coal & Lumber Co.	Cumberland	Brunswick	\$0	\$290,000	\$0	\$290,000
T Buck Construction	Cumberland	Brunswick	\$0	\$0	\$338,000	\$338,000
Burkel Construction	Cumberland	Brunswick	\$129,000	\$0	\$0	\$129,000
C A E Industries Ltd.	Cumberland	Brunswick NAS	\$0	\$241,000	\$0	\$241,000
Cae Industries	Cumberland	Brunswick NAS	\$0	\$0	\$44,000	\$44,000
Canon USA	Cumberland	Ingall's Hill	\$74,000	\$0	\$0	\$74,000
Caron & Waltz	Cumberland	Brunswick	\$131,000	\$85,000	\$144,000	\$360,000
Civil Engineering Services	Cumberland	So. Port. ANG	\$27,000	\$0	\$0	\$27,000
Clean Harbors of Kingston	Cumberland	Brunswick	\$0	\$0	\$225,000	\$225,000
Continental Service Co.	Cumberland	Casco	\$234,000	\$396,000	\$335,000	\$965,000
Contractors Group	Cumberland	Brunswick	\$62,000	\$0	\$0	\$62,000
Controlled Environment Eqp.	Cumberland	Gorham	\$0	\$0	\$29,000	\$29,000
Cozy Harbor Seafood	Cumberland	Portland	\$81,000	\$52,000	\$196,000	\$329,000
Cromwell Levy Inc.	Cumberland	Brunswick NAS	\$0	\$0	\$63,000	\$63,000
Harry C Crooker and Sons	Cumberland	Brunswick	\$53,000	\$497,000	\$462,000	\$1,012,000
Harry C Crooker and Sons	Cumberland	Brunswick NAS	\$49,000	\$0	\$0	\$49,000
Davis & Hanscom Inc.	Cumberland	Brunswick	\$0	\$84,000	\$0	\$84,000
Davis Landscape Co. Inc.	Cumberland	Brunswick NAS	\$136,000	\$55,000	\$0	\$191,000
Davis Forster Co	Cumberland	Gorham	\$47,000	\$0	\$0	\$47,000
DeLorme Publishing Co.	Cumberland	Freeport	\$103,000	\$100,000	\$175,000	\$378,000
Dead River Co.	Cumberland	Scarborough	\$1,128,000	\$0	\$41,000	\$1,169,000
Dennison Oil	Cumberland	Portland	\$79,000	\$0	\$0	\$79,000
Diaz Corporation	Cumberland	Brunswick	\$1,588,000	\$28,000	\$0	\$1,616,000
Diaz Corporation	Cumberland	Casco	\$267,000	\$0	\$0	\$267,000
Down East Energy Corp.	Cumberland	So. Portland	\$0	\$60,000	\$0	\$60,000
E A Engineering Science & Tech.	Cumberland	Brunswick	\$0	\$0	\$29,000	\$29,000
Eagle Management Inc.	Cumberland	Brunswick NAS	\$0	\$0	\$263,000	\$263,000
Eastern Book Co.	Cumberland	Portland	\$0	\$0	\$44,000	\$44,000
Dyncorp	Cumberland	Brunswick NAS	\$344,000	\$0	\$0	\$344,000
Enterprise Electirc	Cumberland	Brunswick	\$504,000	\$194,000	\$792,000	\$1,490,000
Environmental Resources Mgt.	Cumberland	Brunswick NAS	\$55,000	\$0	\$0	\$55,000
L Bartlett Flanagan	Cumberland	Brunswick	\$33,000	\$0	\$0	\$33,000
Franklin Environmental Services	Cumberland	Brunswick	\$0	\$0	\$498,000	\$498,000

Gabriel Electronics	Cumberland	Scarborough	\$33,000	\$0	\$0	\$33,000
Gabriel Electronics	Cumberland	Scarborough	\$28,000	\$121,000	\$0	\$149,000
General Signal Corp.	Cumberland	Raymond	\$63,000	\$279,000	\$42,000	\$384,000
Gorham Advanced Materials Inst.	Cumberland	Gorham	\$50,000	\$0	\$150,000	\$200,000
Gorham Advanced Materials Inst.	Cumberland	Westbrook	\$50,000	\$0	\$0	\$50,000
Gorham Advanced Materials Lab	Cumberland	Gorham	\$0	\$0	\$200,000	\$200,000
R J Grondin & Sons	Cumberland	So. Port. ANG	\$0	\$0	\$151,000	\$151,000
Gladu Roofing Co.	Cumberland	Brunswick	\$0	\$89,000	\$0	\$89,000
GZA Geoenvironmental Tech.	Cumberland	Brunswick	\$0	\$36,000	\$251,000	\$287,000
GZA Geoenvironmental Tech.	Cumberland	Casco	\$0	\$0	\$464,000	\$464,000
Hahnel Bros.	Cumberland	Brunswick	\$74,000	\$0	\$0	\$74,000
Harriman Associates	Cumberland	Brunswick	\$0	\$37,000	\$29,000	\$66,000
HFSI Inc.	Cumberland	Brunswick NAS	\$0	\$0	\$50,000	\$50,000
Higgins Office Products	Cumberland	So. Portland	\$0	\$36,000	\$39,000	\$75,000
Hill Acme Co.	Cumberland	Gorham	\$48,000	\$0	\$0	\$48,000
Howard Johnson's Motor Lodge	Cumberland	Portland	\$0	\$49,000	\$0	\$49,000
Howell Laboratories Inc.	Cumberland	Bridgton	\$794,000	\$45,000	\$195,000	\$1,034,000
Howell Laboratories Inc.	Cumberland	Raymond	\$57,000	\$0	\$0	\$57,000
HRP Associates Inc.	Cumberland	Brunswick	\$0	\$38,000	\$506,000	\$544,000
HRP Associates Inc.	Cumberland	Bruns. Station	\$0	\$110,000	\$0	\$110,000
HTA/OEST Associates Inc.	Cumberland	Brunswick	\$73,000	\$0	\$0	\$73,000
IDEXX Laboratories Inc	Cumberland	Westbrook	\$0	\$103,000	\$0	\$103,000
Industrial Welding & Machine	Cumberland	Portland	\$69,000	\$0	\$0	\$69,000
Industrial Welding Inc.	Cumberland	Portland	\$35,000	\$0	\$0	\$35,000
J F Walton & Co. Inc.	Cumberland	Brunswick	\$42,000	\$0	\$0	\$42,000
E C Jordan Co.	Cumberland	Brunswick	\$1,683,000	\$27,000	\$0	\$1,710,000
E C Jordan Co.	Cumberland	Portland	\$38,000	\$0	\$0	\$38,000
Jordan Lumber Co.	Cumberland	Brunswick	\$0	\$33,000	\$0	\$33,000
Keeley's Banquet Ctr.	Cumberland	Portland	\$0	\$38,000	\$0	\$38,000
Kennebeck Contracting Inc.	Cumberland	Brunswick	\$0	\$0	\$132,000	\$132,000
Knosos Painting	Cumberland	Brunswick	\$49,000	\$0	\$0	\$49,000
Ray Labbe & Sons Inc.	Cumberland	Brunswick	\$0	\$1,027,000	\$148,000	\$1,175,000
Laidlaw Environmental Services	Cumberland	Brunswick	\$0	\$47,000	\$26,000	\$73,000
Lawlor Corp.	Cumberland	Brunswick	\$2,893,000	\$0	\$85,000	\$2,978,000
M & H Logging & Excavating	Cumberland	Brunswick	\$0	\$123,000	\$0	\$123,000

Maine Aviation Corporation	Cumberland	Portland	\$0	\$116,000	\$0	\$116,000
ME Ctr. for the Blind	Cumberland	Portland	\$477,000	\$61,000	\$355,000	\$893,000
Maytag Aircraft Corporation	Cumberland	Brunswick NAS	\$0	\$295,000	\$0	\$295,000
MCI Telecommunications Corp.	Cumberland	Portland	\$0	\$0	\$34,000	\$34,000
Mid Maine Contractors	Cumberland	Brunswick	\$1,004,000	\$47,000	\$1,599,000	\$2,650,000
Stanley Morgan Lev. Eq. Fund II	Cumberland	Brunswick	\$0	\$0	\$1,881,000	\$1,881,000
John C. Morris Associates	Cumberland	Brunswick	\$416,000	\$0	\$0	\$416,000
Fred F. Murray	Cumberland	Brunswick	\$30,000	\$0	\$0	\$30,000
O'Brien & Gere Engineers	Cumberland	Brunswick NAS	\$182,000	\$0	\$0	\$182,000
O'Brien & Gere Engineers	Cumberland	Casco	\$54,000	\$0	\$0	\$54,000
Octagon Process Inc.	Cumberland	Brunswick NAS	\$59,000	\$0	\$0	\$59,000
Parker Hannifin Corp.	Cumberland	Gray	\$0	\$0	\$35,000	\$35,000
Pathways Inc.	Cumberland	Brunswick NAS	\$0	\$0	\$85,000	\$85,000
Peachey Builders	Cumberland	Brunswick	\$0	\$279,000	\$0	\$279,000
Penobscot Construction	Cumberland	Brunswick	\$0	\$67,000	\$0	\$67,000
Petro Express	Cumberland	Scarborough	\$0	\$26,000	\$0	\$26,000
Pine Tree Safety Lines	Cumberland	Brunswick	\$0	\$87,000	\$0	\$87,000
Pine Tree Landscaping	Cumberland	So. Portland	\$0	\$0	\$32,000	\$32,000
Pine Tree Machinery	Cumberland	So. Portland	\$0	\$49,000	\$0	\$49,000
Pollution Control Services	Cumberland	Brunswick	\$0	\$124,000	\$0	\$124,000
Portland Glass	Cumberland	Brunswick	\$0	\$72,000	\$0	\$72,000
Portland Valve Inc.	Cumberland	Portland	\$111,000	\$0	\$0	\$111,000
Portland Valve Inc.	Cumberland	So. Portland	\$490,000	\$989,000	\$537,000	\$2,016,000
D L Poulin Inc.	Cumberland	Brunswick	\$506,000	\$99,000	\$0	\$605,000
Pratt & Sons Inc.	Cumberland	Portland	\$0	\$86,000	\$0	\$86,000
Pulau Electronics Corp.	Cumberland	Brunswick NAS	\$0	\$0	\$57,000	\$57,000
Rampart Waterblast Inc.	Cumberland	Brunswick	\$49,000	\$0	\$0	\$49,000
Reed & Reed Inc.	Cumberland	Brunswick	\$4,558,000	\$1,054,000	\$1,678,000	\$7,290,000
Remstar International Inc.	Cumberland	Westbrook	\$342,000	\$136,000	\$188,000	\$666,000
Remstar Int'l c/o Jim Downing	Cumberland	Westbrook	\$0	\$30,000	\$0	\$30,000
Rist Associates PC	Cumberland	Brunswick NAS	\$136,000	\$0	\$0	\$136,000
Royal American Management Svc	Cumberland	Portland				\$0
Rust Remedial Services Inc.	Cumberland	Brunswick	\$0	\$0	\$4,897,000	\$4,897,000
St. Joseph's College	Cumberland	Windham	\$0	\$32,000	\$0	\$32,000
Schiavi Leasing Corp.	Cumberland	Brunswick	\$0	\$0	\$31,000	\$31,000

Seacoast Ocean Services	Cumberland	Brunswick	\$0	\$0	\$27,000	\$27,000
James Sewall Co.	Cumberland	Brunswick	\$0	\$0	\$293,000	\$293,000
Shah Construction Co. Inc.	Cumberland	Brunswick	\$0	\$122,000	\$0	\$122,000
George Sharp Inc.	Cumberland	Westbrook	\$0	\$63,000	\$0	\$63,000
Shaw Brothers Construction	Cumberland	Brunswick	\$68,000	\$0	\$0	\$68,000
The Sheridan Corp.	Cumberland	Brunswick	\$728,000	\$0	\$0	\$728,000
Simard & Sons	Cumberland	Brunswick	\$0	\$0	\$57,000	\$57,000
Simard & Sons	Cumberland	So. Port. ANG	\$0	\$0	\$37,000	\$37,000
Sonesta Hotel	Cumberland	Portland	\$261,000	\$0	\$0	\$261,000
South Products Corp.	Cumberland	Portland	\$36,000	\$0	\$0	\$36,000
Southern ME Sprinkler	Cumberland	Brunswick	\$0	\$0	\$71,000	\$71,000
Station Class Constructors	Cumberland	Brunswick	\$93,000	\$0	\$0	\$93,000
Stetson and Watson	Cumberland	Brunswick	\$0	\$0	\$109,000	\$109,000
Stiffler Construction Co.	Cumberland	Brunswick	\$0	\$0	\$45,000	\$45,000
T & R Associates	Cumberland	Brunswick NAS	\$28,000	\$68,000	\$61,000	\$157,000
T L T Construction Corp.	Cumberland	Brunswick	\$6,383,000	\$9,413,000	\$89,000	\$15,885,000
Tekontrol Inc.	Cumberland	Brunswick NAS	\$0	\$79,000	\$99,000	\$178,000
Tidewater Petroleum Services	Cumberland	So. Port. ANG	\$0	\$0	\$170,000	\$170,000
Tidewater Petroleum Services	Cumberland	Brunswick	\$0	\$92,000	\$51,000	\$143,000
Titan Roofing Inc.	Cumberland	Brunswick	\$180,000	\$413,000	\$0	\$593,000
TriState Design Construction Co.	Cumberland	Brunswick	\$0	\$0	\$2,836,000	\$2,836,000
Union Oil of Maine	Cumberland	So. Portland	\$149,000	\$614,000	\$0	\$763,000
University of So. Maine	Cumberland	Gorham	\$90,000	\$25,000	\$0	\$115,000
W & G Electric Service Inc.	Cumberland	Brunswick	\$45,000	\$0	\$0	\$45,000
Water Treatment Equipment Inc.	Cumberland	Yarmouth	\$0	\$0	\$25,000	\$25,000
Western Maine Industries Inc.	Cumberland	Harrison	\$832,000	\$367,000	\$36,000	\$1,235,000
Wilson 5 Services Inc.	Cumberland	Brunswick	\$102,000	\$437,000	\$347,000	\$886,000
Wilson 5 Services Inc.	Cumberland	Brunswick NAS	\$133,000	\$0	\$0	\$133,000
Yale Cordage Inc.	Cumberland	Yarmouth	\$0	\$246,000	\$107,000	\$353,000
Yankee Machine Inc.	Cumberland	Casco	\$0	\$54,000	\$0	\$54,000
Yankee Industrial Trucking Corp.	Cumberland	Scarborough	\$106,000	\$0	\$48,000	\$154,000
ZBA Inc.	Cumberland	Brunswick	\$0	\$43,000	\$0	\$43,000
Brand Name Contractors	Franklin	Wilton	\$0	\$35,000	\$35,000	\$70,000
Kingfield Cash Fuel	Franklin	Kingfield	\$0	\$47,000	\$0	\$47,000
MCI Telecommunications Corp.	Franklin	Eustis	\$0	\$34,000	\$34,000	\$68,000

MCI Telecommunications Corp.	Franklin	Rangeley	\$0	\$34,000	\$34,000	\$68,000
Aerodyne Research Inc.	Hancock	Blue Hill Falls	\$0	\$137,000	\$0	\$137,000
Associated Builders Inc.	Hancock	Winter Harbor	\$0	\$0	\$226,000	\$226,000
Bristol Litynski Wojcik PC	Hancock	Winter Harbor	\$0	\$121,000	\$35,000	\$156,000
Cape Environmental Management	Hancock	Winter Harbor	\$33,000	\$0	\$0	\$33,000
Dearborn Engineering	Hancock	Winter Harbor	\$0	\$73,000	\$0	\$73,000
Dynamic Ventures Inc.	Hancock	Winter Harbor	\$0	\$0	\$33,000	\$33,000
Ellsworth Disposal Inc.	Hancock	Winter Harbor	\$0	\$108,000	\$63,000	\$171,000
Enpro Services Inc.	Hancock	Winter Harbor	\$272,000	\$0	\$0	\$272,000
Figgie International Inc.	Hancock	Winter Harbor	\$0	\$0	\$87,000	\$87,000
Hancock Oil Co. Inc.	Hancock	Ellsworth	\$0	\$270,000	\$96,000	\$366,000
Irving Oil Corp.	Hancock	Ellsworth	\$0	\$2,579,000	\$0	\$2,579,000
Holden Co.	Hancock	Winter Harbor	\$642,000	\$0	\$0	\$642,000
JBF Scientific Co. Inc.	Hancock	Ellsworth	\$0	\$0	\$117,000	\$117,000
Jackson Laboratory	Hancock	Bar Harbor	\$0	\$0	\$87,000	\$87,000
Jewett Construction Co.	Hancock	Winter Harbor	\$401,000	\$40,000	\$0	\$441,000
Kidde Inc.	Hancock	Winter Har. NSGA	\$46,000	\$0	\$0	\$46,000
Laser Diode Inc.	Hancock	East Franklin	\$0	\$0	\$195,000	\$195,000
Maine Maritime Academy	Hancock	Castine	\$185,000	\$111,000	\$225,000	\$521,000
MCI Telecommunications Corp.	Hancock	Bar Harbor	\$0	\$0	\$34,000	\$34,000
Mid-Maine Contractors Inc.	Hancock	Winter Harbor				\$0
Old Town Applicators	Hancock	Winter Harbor	\$1,428,000	\$30,000	\$63,000	\$1,521,000
Parker Hannfin Corp.	Hancock	Waltham	\$0	\$35,000	\$0	\$35,000
Timothy Ring	Hancock	Winter Harbor	\$0	\$29,000	\$0	\$29,000
E L Shea Inc.	Hancock	Prospect Harbor	\$181,000	\$0	\$223,000	\$404,000
E L Shea Inc.	Hancock	Winter Harbor	\$466,000	\$1,454,000	\$466,000	\$2,386,000
Tri-State Design Construction Co	Hancock	Winter Harbor	\$0	\$148,000	\$1,378,000	\$1,526,000
AK Engineering	Kennebec	Chelsea	\$0	\$289,000	\$0	\$289,000
Johnson Bird Co.	Kennebec	Winslow	\$89,000	\$0	\$0	\$89,000
Carleton Woolen Mills Inc.	Kennebec	Winthrop	\$0	\$0	\$201,000	\$201,000
Colby College	Kennebec	Waterville	\$37,000	\$0	\$0	\$37,000
Eastern ELC Apparatus Repr. Co.	Kennebec	Augusta	\$706,000	\$259,000	\$84,000	\$1,049,000
Fire Tech & Safety of NE	Kennebec	Winthrop	\$41,000	\$0	\$0	\$41,000
Hammermill Paper Co.	Kennebec	Winslow	\$248,000	\$47,000	\$0	\$295,000
International Paper Co.	Kennebec	Augusta	\$0	\$0	\$26,000	\$26,000

Keyes Fibre Co.	Kennebec	Waterville	\$92,000	\$7,037,000	\$83,000	\$7,212,000
Mid State Machines Products	Kennebec	Winslow	\$1,932,000	\$0	\$0	\$1,932,000
Pollution Control Services	Kennebec	Augusta	\$0	\$0	\$67,000	\$67,000
RIS Paper Co. Inc.	Kennebec	Augusta	\$27,000	\$0	\$0	\$27,000
Transco Corporation	Kennebec	Augusta	\$0	\$44,000	\$40,000	\$84,000
Unisys Corp.	Kennebec	Augusta	\$0	\$55,000	\$0	\$55,000
American Information Systems	Knox	Appleton	\$41,000	\$0	\$0	\$41,000
Andrew Crowe & Sons Inc.	Knox	Warren	\$5,411,000	\$845,000	\$891,000	\$7,147,000
C & M Wire Rope & Supply	Knox	Warren	\$59,000	\$0	\$0	\$59,000
Communications Laboratories	Knox	Owls Head	\$0	\$205,000	\$0	\$205,000
Oak Island Fisheries Inc.	Knox	Rockland	\$1,317,000	\$3,187,000	\$2,714,000	\$7,218,000
Stinson Seafood Inc.	Knox	Rockland	\$143,000	\$0	\$0	\$143,000
Stuart Marine Corp.	Knox	Rockland	\$51,000	\$0	\$0	\$51,000
Warren Pumps Inc.	Knox	Warren	\$272,000	\$0	\$0	\$272,000
Bigelow Lab for Ocean Sciences	Lincoln	W. Boothbay Har.	\$29,000	\$0	\$0	\$29,000
Remstar International Inc.	Lincoln	Westport	\$0	\$74,000	\$0	\$74,000
Technology Systems Inc.	Lincoln	Wiscasset	\$87,000	\$288,000	\$297,000	\$672,000
Science Applications Int'l Corp.	Oxford	Stow	\$105,000	\$296,000	\$47,000	\$448,000
Siemens Medical Systems	Oxford	Hunts Corner	\$0	\$1,657,000	\$0	\$1,657,000
Vector Associates	Oxford	South Paris	\$0	\$34,000	\$0	\$34,000
ABB Combustion Engineering Inc.	Penobscot	Bangor	\$0	\$32,000	\$0	\$32,000
A L & H Professional Assoc.	Penobscot	Bangor	\$0	\$0	\$51,000	\$51,000
Aliberti LaRochelle & Hodson	Penobscot	Bangor	\$46,000	\$0	\$0	\$46,000
American Testing & Engrg Corp.	Penobscot	Bangor	\$0	\$280,000	\$33,000	\$313,000
Ames Corporation	Penobscot	Bangor	\$0	\$136,000	\$0	\$136,000
ATEC Associates	Penobscot	Bangor	\$0	\$473,000	\$0	\$473,000
Autographix Inc.	Penobscot	Burlington	\$438,000	\$0	\$0	\$438,000
City of Bangor	Penobscot	Bangor	\$0	\$2,157,000	\$0	\$2,157,000
Bangor Hydro-Electric	Penobscot	Bangor	\$0	\$1,095,000	\$0	\$1,095,000
Batelle Memerial Institute	Penobscot	Orono	\$36,000	\$0	\$0	\$36,000
Choice Institutional Supply	Penobscot	Bangor	\$312,000	\$0	\$0	\$312,000
Civil Engineering Services	Penobscot	Bangor	\$129,000	\$0	\$0	\$129,000
Combustion Engineering Inc.	Penobscot	Bangor	\$65,000	\$0	\$0	\$65,000
Como Carriers Inc.	Penobscot	Bangor	\$0	\$4,864,000	\$0	\$4,864,000
Eastland Woolen Mill Inc.	Penobscot	Corinna	\$0	\$1,496,000	\$0	\$1,496,000

Enterprise Engineering Inc.	Penobscot	Bangor	\$136,000	\$217,000	\$0	\$353,000
Franklin Environmental Services	Penobscot	Bangor	\$0	\$29,000	\$0	\$29,000
General Electric Co.	Penobscot	Bangor	\$0	\$0	\$87,000	\$87,000
G & C Enterprises Inc.	Penobscot	Bangor	\$0	\$5,522,000	\$22,000	\$5,544,000
General Enterprises Co.	Penobscot	Bangor	\$0	\$51,000	\$0	\$51,000
Hartford Steam Brlr Inspection	Penobscot	Bangor	\$0	\$112,000	\$0	\$112,000
Hoyle Tanner & Associates	Penobscot	Bangor	\$69,000	\$0	\$479,000	\$548,000
HTA/OEST Associates	Penobscot	Bangor	\$175,000	\$701,000	\$0	\$876,000
Jeff's Catering Inc.	Penobscot	Bangor	\$0	\$31,000	\$0	\$31,000
J A Languet Construction Co.	Penobscot	Bangor	\$0	\$0	\$89,000	\$89,000
L & D Cleaning	Penobscot	Bangor	\$0	\$0	\$58,000	\$58,000
Laser Engineering Inc.	Penobscot	Milford Ctr.	\$0	\$37,000	\$0	\$37,000
Maine Fire Protection Systems	Penobscot	Bangor	\$0	\$0	\$1,476,000	\$1,476,000
Maine-ly Red Wing	Penobscot	Brewer Junction	\$0	\$0	\$33,000	\$33,000
Martin MArietta Corp.	Penobscot	Bangor	\$0	\$0	\$5,071,000	\$5,071,000
Matrix Technologies Corp.	Penobscot	Lowell	\$0	\$0	\$58,000	\$58,000
MCI Telecommunications Corp.	Penobscot	Bangor	\$0	\$0	\$34,000	\$34,000
Mercury Computer Systems Inc.	Penobscot	Lowell	\$0	\$50,000	\$0	\$50,000
Millipore Corp.	Penobscot	Milford	\$0	\$51,000	\$0	\$51,000
Nautel ME Inc.	Penobscot	Bangor	\$626,000	\$75,000	\$0	\$701,000
Nickerson & O'Day Inc.	Penobscot	Bangor	\$1,260,000	\$0	\$0	\$1,260,000
OEST Associates Inc.	Penobscot	Bangor	\$0	\$0	\$216,000	\$216,000
Paper Corporation of America	Penobscot	Brewer	\$3,627,000	\$274,000	\$1,323,000	\$5,224,000
Portland Diversified Services	Penobscot	Bangor	\$0	\$0	\$59,000	\$59,000
Presidio Corp.	Penobscot	Bangor	\$0	\$0	\$44,000	\$44,000
Radian Corp.	Penobscot	Bangor	\$0	\$0	\$40,000	\$40,000
Razel USA Inc.	Penobscot	Bangor	\$0	\$0	\$3,971,000	\$3,971,000
Tom Sawyer Inc.	Penobscot	Bangor	\$33,000	\$0	\$0	\$33,000
James W. Sewall Co.	Penobscot	Old Town	\$268,000	\$138,000	\$127,000	\$533,000
University of Maine System	Penobscot	Orono	\$0	\$139,000	\$83,000	\$222,000
Zenith Data Systems	Penobscot	Bangor	\$36,000	\$0	\$0	\$36,000
Cartwright, Cartwright, Templet	Piscataquis	Guilford	\$0	\$101,000	\$30,000	\$131,000
Hardwood Products Co.	Piscataquis	Guilford	\$37,000	\$0	\$0	\$37,000
Bath Iron Works	Sagadahoc	Bath	\$854,661,000	\$1,137,489,000	\$996,624,000	\$2,988,774,000
Epoch Engineering Inc.	Sagadahoc	Bath	\$0	\$0	\$148,000	\$148,000

JJMA Holdings Inc.	Sagadahoc	Bath	\$0	\$0	\$1,866,000	\$1,866,000
John McMullen Associates	Sagadahoc	Bath	\$0	\$2,048,000	\$0	\$2,048,000
Portland Valve Inc.	Sagadahoc	Bath	\$0	\$0	\$55,000	\$55,000
Spectrum Office Systems	Sagadahoc	Bath	\$0	\$34,000	\$0	\$34,000
Technology Mgt. & Analysis Corp	Sagadahoc	Bath	\$1,689,000	\$0	\$0	\$1,689,000
Tekontrol Inc.	Sagadahoc	Bath	\$31,000	\$0	\$0	\$31,000
Vitro Corp.	Sagadahoc	Bath	\$705,000	\$335,000	\$372,000	\$1,412,000
Harvard University	Somerset	Cambridge	\$104,000	\$132,000	\$70,000	\$306,000
Howell Laboratories Inc.	Somerset	Brighton	\$0	\$48,000	\$0	\$48,000
Intersystems Corp.	Somerset	Cambridge	\$0	\$167,000	\$0	\$167,000
MCI Telecommunications	Somerset	Jackman	\$0	\$0	\$67,000	\$67,000
MIT	Somerset	Cambridge	\$0	\$895,000	\$975,000	\$1,870,000
Solon Manufacturing	Somerset	Skowhegan	\$0	\$29,000	\$0	\$29,000
Solon Manufacturing	Somerset	Solon	\$144,000	\$115,000	\$0	\$259,000
Amoskeag Co.	Waldo	Searsport	\$0	\$41,000	\$44,000	\$85,000
Andrew Crone & Sons Inc.	Waldo	Unity	\$342,000	\$0	\$0	\$342,000
Atlantic Research Corp.	Waldo	Cape Jellison	\$0	\$0	\$70,000	\$70,000
Caswell Eichler and Hill Inc.	Waldo	Searsport	\$107,000	\$246,000	\$346,000	\$699,000
Century Enterprises Inc.	Waldo	Searsport	\$967,000	\$0	\$0	\$967,000
Continental Service Co.	Waldo	Searsport	\$1,214,000	\$1,141,000	\$1,949,000	\$4,304,000
Creative Apparel Associates	Waldo	Belmont	\$6,020,000	\$0	\$298,000	\$6,318,000
Daylor Consulting Group Inc.	Waldo	Searsport	\$0	\$0	\$27,000	\$27,000
Delphi Painting & Decorating	Waldo	Searsport	\$0	\$92,000	\$0	\$92,000
GZA Geoenvironmental Tech.	Waldo	Searsport	\$0	\$0	\$907,000	\$907,000
Lee Bros. Inc.	Waldo	Searsport	\$0	\$579,000	\$0	\$579,000
Mid Maine Contractors	Waldo	Searsport	\$685,000	\$0	\$0	\$685,000
Anderson Nichols & Co.	Washington	Cutler	\$0	\$0	\$31,000	\$31,000
Chappy Corp.	Washington	Cutler	\$0	\$0	\$176,000	\$176,000
Contractors Group	Washington	Cutler	\$0	\$0	\$280,000	\$280,000
Contracting Ventures Inc	Washington	Cutler	\$0	\$299,000	\$0	\$299,000
Contractors Crane Service Inc.	Washington	Cutler	\$0	\$31,000	\$0	\$31,000
Cooper Industries Inc.	Washington	East Machias	\$31,000	\$0	\$0	\$31,000
Dec Tam Corp.	Washington	Cutler	\$0	\$35,000	\$0	\$35,000
Diaz Corp.	Washington	Cutler	\$0	\$153,000	\$0	\$153,000
Thomas Dicenso Inc.	Washington	Cutler	\$0	\$0	\$178,000	\$178,000

Gem Engineering Co. Inc.	Washington	Cutler	\$0	\$238,000	\$236,000	\$474,000
Green Environmental Inc.	Washington	Cutler	\$0	\$0	\$443,000	\$443,000
GZA Geo Environmental Inc.	Washington	East Machias	\$39,000	\$0	\$0	\$39,000
H M M Associates	Washington	Cutler	\$96,000	\$0	\$0	\$96,000
H M M Associates	Washington	Cutler Nav. Comm.	\$98,000	\$0	\$0	\$98,000
Hammitt Corp.	Washington	Cutler	\$194,000	\$373,000	\$0	\$567,000
MCI Telecommunications Corp.	Washington	Calais	\$0	\$0	\$67,000	\$67,000
MCI Telecommunications Corp.	Washington	Lubec	\$0	\$0	\$34,000	\$34,000
Mid-Maine Contractors Inc.	Washington	Cutler	\$0	\$0	\$43,000	\$43,000
Network System Solutions	Washington	East Machias	\$697,000	\$0	\$0	\$697,000
Northern Maine Construction	Washington	Cutler	\$0	\$0	\$169,000	\$169,000
Old Town Applicators	Washington	Cutler	\$0	\$0	\$141,000	\$141,000
Penta Corporation	Washington	Cutler	\$324,000	\$0	\$849,000	\$1,173,000
Precision Tanks Inc.	Washington	Cutler	\$0	\$0	\$161,000	\$161,000
W. Roland Ramsdell & Sons	Washington	Cutler	\$119,000	\$0	\$0	\$119,000
Tom Sawyer Inc.	Washington	Cutler	\$0	\$0	\$107,000	\$107,000
Stainless Inc.	Washington	Cutler	\$0	\$0	\$234,000	\$234,000
Sippican, Inc.	Washington	Marion	\$0	\$49,000	\$0	\$49,000
Tidewater Crane & Rigging Co.	Washington	Cutler	\$0	\$255,000	\$0	\$255,000
Tri-State Design Construction	Washington	Cutler	\$0	\$0	\$445,000	\$445,000
Abington Constructors Inc.	York	Kittery	\$44,000	\$1,145,000	\$30,000	\$1,219,000
Amclyde Engineered Products	York	Kittery	\$0	\$32,000	\$145,000	\$177,000
Anderson Nichols & Co.	York	Kittery	\$0	\$43,000	\$0	\$43,000
Alan Maylor Inc.	York	Kittery	\$98,000	\$0	\$0	\$98,000
H V Allen	York	Kittery	\$27,000	\$0	\$0	\$27,000
Archtellic	York	Kittery	\$0	\$154,000	\$137,000	\$291,000
Atlantic Power Services	York	Kittery	\$0	\$0	\$135,000	\$135,000
Atlas Contractors Inc.	York	Kittery	\$28,000	\$26,000	\$0	\$54,000
Automatic Abatement Inc.	York	Kittery	\$67,000	\$0	\$0	\$67,000
The Baker Co. Inc.	York	Sanford	\$118,000	\$43,000	\$0	\$161,000
Bayside Engineering Associates	York	Kittery	\$0	\$56,000	\$44,000	\$100,000
Bennet Engineering Inc.	York	Kittery	\$0	\$142,000	\$0	\$142,000
Buck T Construction Inc.	York	Kittery	\$0	\$241,000	\$0	\$241,000
Burnham Associates	York	Ogunquit	\$0	\$0	\$377,000	\$377,000
Burnham Associates	York	Biddeford	\$0	\$266,000	\$58,000	\$324,000

Busy Bee Janitorial Service	York	Kittery	\$0	\$204,000	\$86,000	\$290,000
C & L Construction Co.	York	Kittery	\$378,000	\$60,000	\$0	\$438,000
Capital Services Inc.	York	Kittery	\$0	\$359,000	\$739,000	\$1,098,000
Chamberlain Manufacturing Corp	York	Saco	\$53,732,000	\$0	\$0	\$53,732,000
Charwill Construction Corp.	York	Kittery	\$740,000	\$0	\$0	\$740,000
Chem Test Labs Inc.	York	Kittery	\$0	\$30,000	\$0	\$30,000
Cianbro Corporation	York	Kittery	\$0	\$480,000	\$0	\$480,000
Clean Harbors Inc.	York	Kittery	\$0	\$302,000	\$0	\$302,000
Consolidated Electrical Inc.	York	Kittery	\$0	\$29,000	\$0	\$29,000
Cormier Textile Products Inc.	York	Sanford	\$437,000	\$35,000	\$0	\$472,000
Craft Machine Works Inc.	York	Kittery	\$3,858,000	\$0	\$0	\$3,858,000
Dagostino Associates	York	Kittery	\$0	\$158,000	\$0	\$158,000
Davcon Construction Group	York	Kittery	\$0	\$83,000	\$0	\$83,000
Donovan Engineering & Constr.	York	Kittery	\$0	\$3,200,000	\$0	\$3,200,000
Henry Dufresne Inc.	York	Kittery	\$134,000	\$0	\$0	\$134,000
East Coast Marine Corporation	York	Biddeford	\$0	\$650,000	\$0	\$650,000
EETCO Inc.	York	Kittery	\$488,000	\$8,000	\$0	\$496,000
Engineering Associates Inc.	York	Kittery	\$180,000	\$33,000	\$0	\$213,000
ENSR Corporation	York	Kittery	\$0	\$48,000	\$0	\$48,000
Environmental Mgmt Services	York	Kittery	\$0	\$50,000	\$0	\$50,000
Enroserv Inc.	York	Kittery	\$119,000	\$0	\$0	\$119,000
Fay Spofford & Thorndike Inc.	York	Kittery	\$0	\$212,000	\$0	\$212,000
Fels Co. Inc.	York	Kittery	\$184,000	\$0	\$0	\$184,000
Fiber Materials Inc.	York	Biddeford	\$3,000,000	\$965,000	\$2,198,000	\$6,163,000
Flotation Technologies	York	Biddeford	\$0	\$0	\$89,000	\$89,000
G & A General Contracting	York	Kittery	\$105,000	\$133,000	\$214,000	\$452,000
Globex Corp.	York	Kittery	\$85,000	\$50,000	\$0	\$135,000
Grifco Inc.	York	Kittery	\$38,000	\$0	\$0	\$38,000
Grover Enterprises Inc.	York	Kittery	\$0	\$164,000	\$0	\$164,000
Harriman Associates	York	Kittery	\$0	\$69,000	\$0	\$69,000
Frederic Harris Inc.	York	Kittery	\$1,208,000	\$201,000	\$0	\$1,409,000
Fred Hart Asscoiates Inc.	York	Kittery	\$3,876,000	\$54,000	\$76,000	\$4,006,000
Harvey Construction Co.	York	Kittery	\$56,000	\$0	\$0	\$56,000
Harza Engineering Co.	York	Kittery	\$0	\$123,000	\$53,000	\$176,000
Hayden-Wegman, Inc.	York	Acton	\$0	\$33,000	\$0	\$33,000

Hayes, Seay, Mattern & Mattern	York	Kittery	\$0	\$434,000	\$200,000	\$634,000
Heco Pacific Manufacturing	York	Kittery	\$986,000	\$0	\$0	\$986,000
Helfrich Bros. Boiler Works	York	Kittery	\$0	\$298,000	\$100,000	\$398,000
Holden Co.	York	Kittery	\$258,000	\$0	\$0	\$258,000
Holman Group	York	Saco	\$62,000	\$0	\$0	\$62,000
George Hyman Construction	York	Kittery	\$26,051,000	\$2,131,000	\$739,000	\$28,921,000
John Iafollo Co. Inc.	York	Kennebunkport	\$0	\$0	\$29,000	\$29,000
Industrial Evolution	York	Kittery	\$0	\$0	\$50,000	\$50,000
J & D Services Corp.	York	Kittery	\$0	\$39,000	\$0	\$39,000
J C M Construction	York	Kittery	\$705,000	\$101,000	\$0	\$806,000
Jeffrey Chemical Co.	York	Kittery	\$78,000	\$1,119,000	\$263,000	\$1,460,000
Jet Line Services Inc.	York	Kittery	\$0	\$69,000	\$0	\$69,000
Jewett Construction Co.	York	Kittery	\$376,000	\$591,000	\$0	\$967,000
Hugo Key & Son Inc.	York	Kittery	\$0	\$0	\$80,000	\$80,000
Kidder Building & Wrecking	York	Kittery	\$0	\$33,000	\$0	\$33,000
L A Ruiz & Associates	York	Kittery	\$0	\$617,000	\$0	\$617,000
M & H Building Services Inc.	York	Kittery	\$0	\$59,000	\$0	\$59,000
Maine Research	York	Sanford	\$0	\$0	\$50,000	\$50,000
Maguire Corp.	York	Kittery	\$0	\$25,000	\$0	\$25,000
CT Male Associates	York	Kittery	\$0	\$0	\$404,000	\$404,000
Mayo Roofing	York	Kittery	\$0	\$32,000	\$0	\$32,000
Mid Maine Contractors	York	Kittery	\$1,173,000	\$305,000	\$160,000	\$1,638,000
Mohawk Valley Utility Constr.	York	Kittery	\$26,000	\$0	\$0	\$26,000
Moores Neron Inc.	York	Kittery	\$64,000	\$0	\$0	\$64,000
National Abatement Services	York	Kittery	\$0	\$95,000	\$0	\$95,000
National Interior Contractors	York	Kittery	\$0	\$90,000	\$0	\$90,000
New England College of Optmetry	York	Biddeford	\$0	\$40,000	\$95,000	\$135,000
Niemela Construction Co.	York	Kittery	\$644,000	\$46,000	\$0	\$690,000
Nus Corp.	York	Ports. Naval S.	\$0	\$30,000	\$0	\$30,000
Oak Point Associates	York	Biddeford	\$163,000	\$165,000	\$0	\$328,000
On Site Processing	York	Kittery	\$123,000	\$0	\$90,000	\$213,000
H L Patten Construction Inc.	York	Kittery	\$709,000	\$0	\$0	\$709,000
Puma Corp.	York	Kittery	\$0	\$170,000	\$0	\$170,000
Quad Three Group Inc.	York	Kittery	\$0	\$140,000	\$0	\$140,000
Richardson Electrical Co. Inc.	York	Kittery	\$26,370,000	\$64,000	\$0	\$26,434,000

Rubb Buildings Ltd.	York	Sanford	\$0	\$0	\$185,000	\$185,000
Rubb Inc.	York	Sanford	\$272,000	\$271,000	\$1,111,000	\$1,654,000
Ryan Company Co.	York	Kittery	\$1,805,000	\$0	\$0	\$1,805,000
Saco Defense Inc.	York	Saco	\$0	\$54,522,000	\$34,216,000	\$88,738,000
R J Sanders Inc.	York	Kittery	\$366,000	\$0	\$0	\$366,000
Severino Trucking Inc.	York	Kittery	\$0	\$1,218,000	\$260,000	\$1,478,000
Shaughnessy and Ahern Co.	York	Kittery	\$0	\$153,000	\$0	\$153,000
Sheas Plastering Co Inc.	York	Kittery	\$0	\$154,000	\$0	\$154,000
Sides Supply Inc.	York	No. Berwick	\$0	\$55,000	\$0	\$55,000
Sims Consulting Group Inc.	York	Kittery	\$0	\$92,000	\$0	\$92,000
SLS Contracting Services	York	Kittery	\$0	\$55,000	\$26,000	\$81,000
H L Smith	York	Kittery	\$607,000	\$54,000	\$0	\$661,000
Sofarelli Group Inc.	York	Kittery	\$768,000	\$268,000	\$0	\$1,036,000
Soros Associates	York	Kittery	\$0	\$71,000	\$0	\$71,000
So. Maine Sprinkler Corp.	York	Kittery	\$0	\$140,000	\$0	\$140,000
Stevens Morton Rose & Thompson	York	Kittery	\$0	\$28,000	\$0	\$28,000
Tilcon Maine Inc.	York	Kittery	\$0	\$111,000	\$0	\$111,000
Timberland Transportation Inc.	York	Kittery	\$0	\$26,000	\$0	\$26,000
US Felt Manufacturing Co. Inc.	York	Sanford	\$0	\$190,000	\$59,000	\$249,000
University of New England	York	Biddeford	\$75,000	\$182,000	\$180,000	\$437,000
Vanesse Hangen Brustlin Inc.	York	Kittery	\$0	\$166,000	\$0	\$166,000
Village Cove Inn	York	Kennebunkport	\$296,000	\$301,000	\$302,000	\$899,000
Webb Electric Company	York	Kittery	\$650,000	\$0	\$0	\$650,000
David Whitcher Builders Inc.	York	Kittery	\$0	\$1,837,000	\$0	\$1,837,000
White Star Laundry Inc.	York	Biddeford	\$61,000	\$61,000	\$58,000	\$180,000
Woodman Associates Architects	York	Kittery	\$0	\$115,000	\$0	\$115,000
TOTALS			\$1,089,509,000	\$1,302,129,000	\$1,110,976,000	\$3,502,614,000