

GREATER FRANKLIN *BUSINESS PROFILE:* Jarden Plastic Solutions

In his 12 years in the plastics business, Steve Veilleux has weathered as many twists and turns as some of the plastic cutlery he makes. Over that time, he has seen his company go through two corporate acquisitions, a new corporate name, and ever-changing market demands.

But today, Veilleux, who is Operations Manager at Jarden Plastic Solutions Inc. in East Wilton, feels better about his plant's future than he ever has. And he has good reason.

The plant is now part of the \$3.4 billion consumer products giant Jarden Corporation, which was recognized as one of America's 200 Best Small Companies by Forbes magazine in 2003. And it is helping Jarden Plastic Solutions build a growing reputation as one of world's most innovative plastics manufacturers.

JPS makes plastic products for the healthcare, consumer products, lawn & garden, and packaging markets. Together with a sister plant in Tupper Lake, New York, the East Wilton facility is one of two JPS plants that supply plastic cutlery to the US retail market.

The East Wilton plant employs 186 people and uses highly automated production and packaging systems to produce 541,000 cases of plastic cutlery a month. The 70,000 square-foot facility was opened by Forster Manufacturing in 1962. It was purchased by Diamond Brands in 1995, and then acquired by Jarden in 2002.



Steve Veilleux says innovating from within has been key to the success of the East Wilton plant.

"Most of our process and packaging automation ideas came from a team consisting of both management and hourly employees. We experimented with those ideas and developed them into the systems we have in operation today. I can't stress enough the quality of the people that we have on board and I know that my boss (John Beach) shares this same sentiment."

John Beach was the Plant Manager before Steve Veilleux took over in September 2004, and Veilleux says a great deal of the success the plant now enjoys can be traced to John's ideas and hard work. Beach, who is now Vice President of Operations for JPS, has remained at the East Wilton plant, because like most of the plant's employees, he didn't

want to leave Maine. John continues to be heavily involved in the cutlery business and still resides in Farmington.

"John's a Mainer," Steve Veilleux says. "He loves Maine like I do, and he wanted to continue living in this area and the company was more than willing to accommodate that request."

Most of the plant's production goes to the Jarden Home Brands warehouse in Wilton, which employs about 20 people. From there, it is shipped to retailers across the U.S. Veilleux says product demand is at an all-time high.

"At this point we just can't make enough cutlery. We are running on all cylinders here, as well as at the Tupper Lake facility, as we enter our busy season."

have become vital to economic survival for America's rural counties. Yet until last fall, Franklin County was one of the few places in Maine without local access to these vital programs.

Dunlap says the courses would not have been possible without the help of the local institutions who have allowed free use of their facilities to hold classes: the Foster Technology Center at Mt. Blue High School, Mt. Abram High School, and the Franklin County Adult Learning Center in Farmington.

"We're doing something which is unique. We have institutions that are offering their sites in kind, so there's no money that has to be laid out for bricks and mortar. If we had tried to create a campus in the county we wouldn't have accomplished a thing by this time."

"There are other campuses in the community college system that have satellite branches or outreach centers," he adds, "but nobody else in Maine has a local network of people from within the community that's facilitating and directing the offering of courses at dispersed sites."

Both Dunlap and Perlson say that network is a major reason for the success of the new program, because it has involved people from throughout the County who have helped set up the class sites, market the courses, and contribute in other ways. Recently, the group was awarded a \$15,000 grant from the Maine Community Foundation that will be used to support and maintain the network as it moves forward.

"We've exceeded the expectations of the Community College. Even though we had just a few weeks notice after we finalized the agreement with CMCC last summer, we've had 200 registrations so far," Perlson says. In one other Maine County offering community college classes at remote sites, he points out that only 10 people have registered in that same time.

Perlson says local instructors, small classes, and

availability of tutoring make the classes a nurturing environment to ease the transition for those attending college for the first time, or going back to college after years in the workplace.

While classes that require specialized equipment or facilities aren't being offered yet, Perlson says the existing course offerings allow students to get a crucial head start on virtually any of the degree programs in



the community college system without the problems of commuting long distances or relocating.

"If you look at a two-year program such as machine tooling, probably half of those courses are academic courses that can be taken at a remote site. So this is an intermediate step that lets you get a full year of required courses under your belt here, then you only have a year of travel to complete your degree."

"We're not doing this just because we believe everybody should go to college," he explains. "This is really an economic and cultural imperative. We need to upgrade the skills of our people if we're going to survive and prosper as a local economy. The toothpick factory is not going to come back. The shoe shops aren't coming back. So we have a choice to make. Will we be ready for what's next?"

For information on classes starting this fall, call 800/891-2002, ext. 292. Or go to www.cmcc.edu and click on "Course Offerings."

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Spring 2006

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We've got a little of everything in this Spring issue!

From plans for a new business park in Jay, to an exciting new summer camp planned for Rangeley, to new community college courses in our area, there's a lot going on here in Franklin County—and we've tried to bring some of it to you in this issue of *Greater*.

I hope you enjoy reading. And remember, you can find out more about what's happening on our economic development scene at:

www.GreaterFranklin.com

Alison Hagerstrom
Executive Director

Planning for Success

New Business Park Could Provide Jobs in Jay



Business parks are one of the most powerful tools in any community's economic development toolkit. In many Maine towns, they're a key part of the local economy, providing convenient sites for businesses to locate and complementing the presence of major employers. Now, the town of Jay may be on the verge of creating its own business park to diversify the area's business base and create new jobs.

For over a year, a dedicated group of local citizens has been working with the Jay Development Corp. Board of Directors and the Jay-Livermore-Livermore Falls Chamber of Commerce Economic Development Committee to develop plans for a 34-acre park on municipally-owned land behind the Jay Plaza on Route 4. The land has been designated as a Pine Tree Zone, providing tax incentives for businesses who locate there, and Don LeClerc, a Jay resident who has been active in the park's planning, says plans for the electricity, water, and other key infrastructure components of the park are well underway.

At Jay's town meeting in April, voters will be asked to approve \$25,000 for the surveys, engineering work, and permitting needed for the park to become a reality.

The park is expected to include six sites of two to four acres each. The sites would be ideally suited to small manufacturing and trucking firms, technology companies, and call center businesses, among other industries.

Don LeClerc says the project is a major opportunity for the tri-town area.

"Our area needs something like this. It would definitely be a plus to help attract



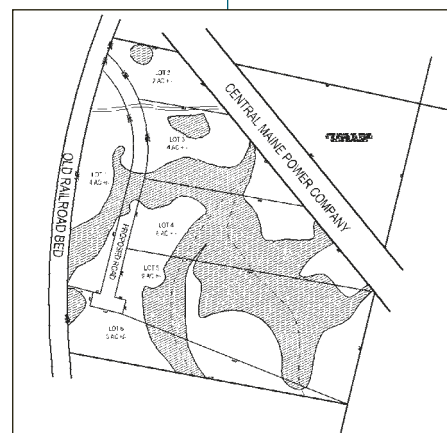
the kind of companies that can support the paper industry, and help that industry grow in our area over the long term.”

LeClerc says the local committee working on the project represents “a lot of different interests and different perspectives from within the community. We recognize that there are opportunities in this area for many different types of businesses, and the business park is key to bringing them to Jay.”

The Jay Development Corp. board has selected the local firm of Main-Land Development Consultants Inc. to provide the surveying, engineering and permitting work for the project if town voters approve the project’s funding.

Tom DuBois, Professional Engineer at Main-Land Development Consultants, says the company, which has done work for Franklin Memorial Hospital, UMF, the Rangeley Lakes Heritage Trust, and many other area clients, expects that construction of the park’s

infrastructure could start within a year if voters appropriate funding this spring for the engineering and design work. Main-Land Consultants recently worked on an industrial park in Rumford that is now helping that town in its own efforts to attract business, he adds.



Additional funding will be needed for road and sewer system construction at the site, DuBois notes, but approval of the initial \$25,000 appropriation is the key to moving the project ahead. Once the work is underway, Don LeClerc says, economic development groups like Greater Franklin Development Corp., the Department of Economic and Community Development, and the Androscoggin Valley Council of Governments,

as well as major area employers like International Paper and Wausau, will begin the work of marketing the park to prospective business tenants.

Like any successful project, making the new Jay Business Park a reality is truly a team effort. And with the support of the community, this team is sure to succeed.

The POPS Is Back!

If you’re ready to start thinking about summer, then turn your calendar to July and mark down Saturday, July 1.

Because that’s the date of this year’s all-new Kingfield POPS Festival of the Arts and Outdoor Concert in Kingfield!

This year’s event starts at 10 AM, with a jam-packed Festival of the Arts in downtown Kingfield. There will be plenty to see and do for everyone, with art, food, music, and family fun from 10 AM to 4:30 PM. Demonstrations will include quilt making, spinning, stained glass, glass blowing, jewelry making, and more. For more information on the arts festival, contact Pat Johnson at 265-5206 or e-mail qtplus@tds.net.

At 5:30 PM, the gates open on the welcoming green of Kennedy Farm for a spectacular Outdoor Concert featuring the Western Mountain Steel Drum Band, with a rousing performance by the Bangor Symphony Orchestra at 7:30 PM.

You can enjoy delicious food, dancing and friends all



evening long, with a giant Fireworks Finale after dark.

As a warm-up to the annual POPS event, the Acadia Brass quartet, an ensemble of the BSO, will perform a concert at 7:30 PM, Thursday, June 29 at UMF in Nordica Auditorium in Farmington.

It’s sure to be one of the best nights all summer long, so get your tickets today! You can buy advance tickets for just \$20 at www.bangorsymphony.com or at UnitedKingfield Bank branches. Or call 1-800-639-3221. Tickets are \$25 at the gate.

See you in Kingfield this summer!

Memories for a Lifetime

Children’s Summer Camp Planned for Rangeley

Every summer since he was 10 years old, Hermie Glick has gone to camp. Over the years, he has enjoyed the thrill of meeting new friends, the rewards of working as a camp counselor, and the challenges of being an administrator. Now, he and his family are working to create their own summer camp and provide lasting memories of summer in Maine for kids from around the United States.

In 2004, the Glick family purchased a 300-acre parcel on Round Pond to build a camp that would provide an enriching

Maine, and we’re excited about the opportunity to create something special here in Rangeley.”

Camp Rangeley would be concentrated on a relatively small, 50-acre portion of the family’s land holding, with cabins, dining lodge, and other buildings designed in a rustic style and planned with sensitivity to the natural surroundings. Glick says the camp will cost \$5 million to build and equip, and would accommodate about 400 children each summer and employ some 200 seasonal and full-time staff.

A study by the Maine Youth Camping Association estimates that Maine’s 190 day camps and residential camps contribute more than \$300 million annually to the state’s economy and pay more than \$25 million in state and local taxes. Summer camps give young people and their families a chance to experience Maine and build positive associations that often last a lifetime.



outdoor experience for children during the traditional June-to-August summer camping season. Glick says the project has always been a dream for his family. “We’re lifelong camp people, and our dream has always been to open up our own summer camp. I first discovered what a great place Maine is when I came to Camp Laurel in Mount Vernon a few years ago, and I knew this would be the right place for us. There are a lot of strong children’s camps in

Together with his brother Jason, who received a Masters in Education at Harvard to run the educationa programs at Camp Rangeley, Glick has developed an extensive business plan for the camp that includes everything from soccer and baseball to canoeing, kayaking, hiking, mountain biking, and more.

During 13 summers as a camper and Camp Counselor at Camp Starlight in Pennsylvania, Glick says he shaped a

strong philosophy of what a summer camp should be.

“My mentor there was known for his relationship with the community and opening up the camp facility to local schools so they could use the facility, and we want our camp to follow in his footsteps in that regard. We want our camp to be a great neighbor to people in the community.”

The Glick family has worked hard to plan a camp that will enhance the Rangeley area while having minimal impact. Hermie Glick says the natural beauty of Round Pond and the Rangeley area “was unparalleled in any of the other parcels of land we looked at, and it’s our utmost priority to preserve that natural beauty.”

“I believe a children’s camp is a responsible development that will benefit the Rangeley area. I think if you go to any town that has a summer camp, like Camp Laurel in Mount Vernon, a lot of people who live in town don’t even know the camp exists. That’s how a camp should be.”

If his family’s dream becomes a reality, Hermie Glick says, in two or three years children from cities in the Northeast and around the U.S. will be able to enjoy the same summer camp experiences at Camp Rangeley that have shaped his own enduring passion for summer camping.

“As former campers and counselors ourselves, we hope our camp will be one of the most cherished and influential aspects of our campers’ lives. Camp provides children with the opportunity to learn about themselves while making lifelong friends, building character and confidence, and having the time of their lives.”

For More Information:

- www.camprangeley.com
- info@camprangeley.com



People Power Countywide Effort Brings Community College Courses to Franklin County for the First Time

Last fall, a young mother whose husband was away in Iraq went to college without having to leave her children. A grandmother and her grandson, both pursuing new careers, took a College Writing course together. A young student who had given up on attending college because of a difficult commute was able to resume taking classes to launch his career.

All these things happened right here in Franklin County, thanks to an innovative program offered through Central Maine Community College and planned by a network of local community leaders.

For the first time, Franklin County residents can now attend community college classes locally to work towards degrees for high-demand occupations like small business management, nursing, teaching, automotive repair, and building trades. The courses have been made possible through the efforts of more than two dozen local business, health care, industry, education and social service leaders. With 200 students registered since classes began last fall, the group is now looking to expand the course offerings and add more class sites for next fall.

“Distance, cost and culture are the three barriers to higher education in rural Maine. Other than UMaine Farmington, which is very selective, we have no college within 50 miles. So we brought the college to the community,” says Gary Perlson, Director of Community Education for SAD 58 and a key player in the local network behind the project.

“People coming out of high school in this area who wanted to go to a community college, or someone in mid-career who wanted to gain new skills for a career change, had to deal with either a long commute or relocation, which just isn’t practical sometimes,” says Doug Dunlap, Pastor of Wilton’s First Congregational Church and another member of the network spearheading the project. “But we’ve shown that if courses are offered closer to home, people in Franklin County will enroll in them.”

With the disappearance of traditional manufacturing jobs, community college programs