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Narrative - represents the spreadsheet; final statement of the group

Members of Group 7 were given responsibility for evaluating UMM's roles in workforce development and county- and statewide economic development. Pre-pandemic, the majority of UMM academic programs included work with regional organizations in the form of internships, service-learning projects, and research projects as an integral part of UMM's emphasis on hands-on learning. However, these activities were largely on an ad hoc basis and not well recognized by the wider community. Group 7 members in collaboration with several other individuals from the broader Washington County community identified additional ideas and opportunities for UMM to contribute to the economic and workforce development of the region. We have categorized these into three main areas and in each case have identified short-term (1 - 2 years) and long-term (3 - 5 years) goals and outlined the resources (personnel and budget) needed to realize these goals.

Economic Development

Short-term goals:

1. Identify needed resources to support entrepreneurs and small businesses in collaboration with Sunrise County Economic Council, Washington County Community College and others.
2. Develop strategies and formal partnerships across Washington County to support entrepreneurs and small businesses which would include: A) identifying opportunities to support research and innovation needs of regional businesses, B) developing a plan to promote awareness, and C) creating an internship endowment fund to help businesses who cannot afford to pay interns.
3. Connect entrepreneurs and small businesses with the Foster Center for Innovation at UMaine. This would provide access to business incubation services such as: business coaching, access to resources, mentors and events and workshops can be accessed remotely. Coordinate with tribal economic development efforts through Four Directions Development Corporation and ongoing partnerships with tribal communities in Washington County.
4. Build linkages and partnerships with existing programs and organizations who are working on economic development in Washington County such as: A) small business technical advisors who meet quarterly, B) Machias Valley Center for Entrepreneurship, and C) Washington County Community College. Identifying others who are working in this space to connect with--UMM could become a coordinating "hub" for these programs to help facilitate communication, shared resources, etc.
5. Capitalize on the national heritage area designation opportunities as well as the Ice Age and Downeast Fisheries Trail. Determine opportunities where UMaine/UMM can help

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communicate, facilitate, support these tourism opportunities for increased economic development in the region.

6. Create an inventory of underutilized facilities on campus that might present opportunities for economic or workforce development. Based on the inventory, identify potential uses and develop a feasibility plan.

Long-term goals:

1. Creating economic development educational opportunities such as the [“Business of Maine Lobster”](#), which was a program that teaches all aspects of the industry. This was a response to an industry request. With the possible changing future of Washington County (such as the heritage designation, the focus on natural resources), there may be more opportunities for these types of programs as well.

Budget:

Personnel at UMM with the focus of building these partnerships/collaborations and connecting programs and organizations in Washington County. This could begin as a .5 FTE and ideally located at UMM, but possibly with the connection to OIED.

Small budget of \$1000 for students to work with Will Biberstein in fall 2021 to develop facility inventory.

Workforce Development

Short-term goals

1. Identify existing on-going internships and explore ways for internships or other experiential learning opportunities to fill gaps for regional businesses. Explore ways to leverage remote internships statewide. Expand the reach of the Orono Career Center to assist the part-time UMM career counselor in connecting students with potential community partners.
2. Survey employers to determine training and skill needs. Use System mini-grants to develop micro-credentials and/or map UMM programs to existing UMS micro-credentials to address employer needs.
3. Examine a possible relationship between the UMM Aquaculture certificate and the UMaine Aquaculture micro-credential program for UMM students.
4. UMaine’s Office of Research Development and other UMaine entities work with UMM faculty/administrators and partners to develop project ideas that can be seeded via the UMS Research Reinvestment Fund and then scaled through extramural sources.

Long-term goals

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1. Business community would like to see more offerings in IT, UMM doesn't have the necessary capacity. Explore partnership with Axiom/National Digital Equity Center, Project>Login/Educate Maine, UM School of Computing and Information Science and Maine Business School for IT skills programming.

Budget & Timeline

Personnel (possibly OIED and/or Extension) who could work with industry partners to determine industry needs, which could then be developed into educational programs and effectively delivered.

External Resources to Leverage

A number of external partners and resources have been identified that can be important partners in UMM's ability to fully realize its potential to help meet the needs of the county and state.

Short-term goals

1. Work more closely with Cooperative Extension in Washington County including analysis of moving offices to the UMM campus, involving UMM students at Greenland Point, investigating opportunities for student internships at Blueberry Hill research farm, and expanding the work of the 4H STEM Ambassadors program.
2. Capitalize on the relationship between UMM and the Downeast Institute in the areas of marine biology/aquaculture, entrepreneurship and business development, and education.
3. Expand the relationship between UMM and the Downeast Salmon Federation to support student interns in aquaculture and land conservation.
4. Build a relationship between the UMM business program, UM Foster Center Innovate for Maine program and the Sunrise County Economic Council Machias Valley Entrepreneurship Center; matching students with internship opportunities with local businesses.
5. Investigate potential ways in which UMM can support the initiative to have parts of Hancock and Washington Counties declared a National Heritage Region. This is particularly relevant to the Business and Entrepreneurship program and the Recreation and Tourism Management program.

Long-term goals

1. Investigate locating a tribal college on the UMM campus in partnership with the Passamaquoddy tribe.
2. Work with the state tourism office to bring conferences and institutes to UMM, especially during the summer months.

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3. Look for ways for UMM to offer training in IT to support needs of local businesses, perhaps through partnerships with Axiom and/or the National Digital Equity Center.
4. Establish funding to help support internships with small businesses and non-profit organizations that are not able to financially support student interns.

Budget & Timeline

A position dedicated to marketing the opportunities and resources at UMM. This position would be a liaison between UMM and the region. This position would not be focussed on student recruitment, but rather building relationships with regional businesses and organizations to seek opportunities for student internships and linking the research needs of the region with appropriate expertise at the university. This position should be established within the next 1 - 2 years.

Currently the partnerships between UMM programs and regional businesses and organizations seem to fly under the radar of the wider public. This position would make these contributions of UMM to the region more visible and therefore the institution would be seen as more valuable to the local community and economy.

Members of Group 7:

Co-Leaders:

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Advisor:

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Members:

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