Brunswick Landing

Leading-edge business campus growing fast

Brunswick Landing: Maine's Center for Innovation

15 Terminal Road
Suite 200
Brunswick, ME 04011

High-tech Business Park/ Airport

Steve Levesque, Executive Director

Founded 2011

12 employees

www.mrra.us

New businesses: ABS, FlightLevel, Kestrel, Mölnlycke Health Care, Oxford Networks, RollEase, SaviLinx, Tempus Jets, Village Green Ventures

This aerial view shows Brunswick Landing's enormous potential.

World leaders and up-and-comers in cutting-edge industries are choosing Brunswick Landing: Maine's Center for Innovation as the ideal site for expansions, relocations, and start-ups.

"We see ourselves as a center for innovation," said Steve Levesque, Executive Director for the Midcoast Regional Redevelopment Authority, the agency tasked with administering this innovative business campus. "We have the buildings, we have the property to expand, and we have new and growing companies doing innovative things. We have centers for excellence for each of our target industries. Companies locating here are joining a growing team of world-class businesses."

Located at the former Naval Air Station Brunswick, the 3,200-acre property is equipped with state-of-the-art facilities, close to 2 million square feet of commercial and industrial space, and a world-class aviation complex. The campus is optimized for advanced manufacturing, aviation/aerospace, biotech/biomed, information technology, and renewable energy businesses. Companies are attracted to the campus' plug-and-play infrastructure, high-speed fiber optic and data center, workforce training options, low-tax zoning, foreign-trade advantages, and easy access to transportation corridors. TechPlace, housed in a 93,000-square-foot building that was previously the base's Aviation Intermediate Maintenance Department, is Brunswick Landing's Technology Accelerator, supporting business development needs of early-stage companies in shared office, manufacturing, lab, and warehouse spaces.

Created by the Maine State Legislature to convert the facility from military to civilian use, MRRA began implementing the reuse plan for the property in 2011: Today, close to 80 businesses are in residence, 14 of them at TechPlace.

"A lot of the buildings are huge," said Levesque. "If someone wants a 40,000-square-foot manufacturing building, I can sign a lease right now. If someone wants a small office, we have that. Companies can buy some of our buildings, and some we lease. We have land available for companies to build. We own the utilities, so we can offer lower rates. We have renewable energy projects that generate power for us. The potential is unbelievable."

Established during World War II, the base closed in 2011 under the Base Realignment and Closure Act. The Navy left behind an extraordinary complement of buildings and infrastructure—huge hangars and administrative offices, construction equipment, two 8,000-foot runways. To date, developers and companies have invested $200 million in the campus, creating more than 600 jobs and contributing more than $1 million in property taxes.

Redevelopment has been funded in part through the federal government, with an increasing share coming from sales and lease revenue. MRRA's business attraction plan includes working with developers and conducting outreach nationally and internationally.

"We're focused on out-of-state businesses," said Levesque. "We don't want to pirate a company from a Maine community. That doesn't help the state. We're trying to help the state recover jobs. So if someone wants to move here from another Maine town, we make them prove to us why they can't be accommodated by the town."

PHOTO COURTESY BRUNSWICK LANDING

A key member of this business community is not a business at all. Yet Southern Maine Community College, having established its Midcoast Campus here, is eyed by businesses as one of Brunswick Landing's most valuable attractions.

SMCC provides advanced training in emerging technologies and high-demand occupations with degree programs in engineering, precision manufacturing, composites, advanced energy technology, health sciences and business. SMCC also offers customized training programs tailored to fit business and industry needs, and in many cases can align industry training with funding support via grants and state and federal programs. In addition, SMCC has established the Maine Advanced Technology & Engineering Center, among its programs the Composites Science and Manufacturing academic program, and the one-of-a-kind Composites Engineering Research Laboratory. These are critical tools to attract new ventures and ensure Maine people are able to upgrade their job skills and careers.

The lab and academic program are a joint venture between SMCC and the Maine Composites Alliance, comprising about 50 companies throughout New England affiliated with the composite industry. MCA viewed Brunswick Landing as ideally centralized to its membership, said CERL Director and CSM Department Chair Andrew Schoenberg. The lab, staffed primarily by students, has handled about 35 projects for different companies in the last three years, everything from helping companies with process and product development, to raw material and material science technology, said Schoenberg.

With enrollment currently about 550 students, SMCC has trained more than 300 people for local industry in the four years since it opened.

"This is a great engine for workforce development," said SMCC Midcoast Campus Dean Jim Whitten. "As a community college, we can be nimble. The composites program is a prime example of how we supply industry with highly skilled technicians. Industry is hiring our students before they even graduate. We provide options for people in this region to be able to get an education and move forward, and hopefully that forward movement provides them with an opportunity to increase their own economic situation."

Tempus Jets, of Williamsburg, VA, one of the world's leading aviation services firms, selected Brunswick Landing for additional facilities because of the size and excellent material condition of the large, modern hangars at Brunswick Executive Airport. Here, the company leased 34,532 square feet, sharing space in a 166,355 square-foot building with ONE Aviation—a new company developing and manufacturing a state-of-the-art, composite turboprop aircraft called the Kestrel.

"If you want a hangar big enough for typical business jets, there are hundreds, thousands available," said CEO Scott Terry. "But for the Boeing or Airbus, they're few and far between. The environment at Brunswick Landing is good."

Terry credited Brunswick Landing executive director Steve Levesque as a primary draw. "He's easy to work with. He knows what needs to be done in order to make things work. He's clear, and a man of his word."

The campus provided Tempus with a move-in-ready site and potential to grow, an advanced communications infrastructure, and the opportunity to partner with SMCC for aviation workforce training and utilization of the former Naval Aviation simulator facility.

"It's a great location for us, and we'll continue to expand as necessary and as prudent," Terry said.

Like Tempus, Kestrel—representing the application of advanced materials, advanced aerodynamic theory and cutting-edge construction techniques—chose Brunswick Landing, after looking elsewhere in the United States, because of the infrastructure already in place, along with a well-qualified workforce, including those familiar with composite technology, and a supportive community.

Brunswick Landing expanded its international scope when it became the site for expansion by Mölnlycke Health Care, based in Sweden and a world-leading manufacturer of single-use surgical and wound care solutions for the professional health care sector. The roughly 80,000-square-foot clean-room manufacturing plant is Mölnlycke's first North American manufacturing site.

The expansion resulted from Mölnlycke's relationship with Wiscasset-based medical foam manufacturer Rynel, Inc. Mölnlycke acquired Rynel in 2010, then began looking for a U.S.-based manufacturing plant.

"Of course, we were biased: We looked at Wiscasset and Brunswick," said James Detert, former RynelPresident/CEO and now Mölnlycke's Director of Business Development-The Americas.

> *"We liked the idea of being around other creative companies."*
>
> — Greg Farr
> RollEase Senior Vice President

"We looked at Brunswick Landing because the base closure left a lot of good infrastructure. We received excellent attention from Steve Levesque and his team at MRRA. And we wanted to be in an industrial park setting."

Other positives included employee perks such as good schools and housing. SMCC would be an excellent opportunity for workforce training. And there's plenty of room for expansion.

Detert praised MRRA for its vision in developing the property.

"We appreciate the proactive support and can-do attitude of the MRRA staff," he said.

RollEase, a leading designer and manufacturer of window-covering operating systems and accessories, headquartered in Stamford, Conn., chose Brunswick Landing to site its 11,000-square-foot Innovation Center, the company's Research and Development hub for designing products of the future.

"We liked the idea of being around other creative companies and in an area where we could find key contributors to our work in other local businesses," said Senior Vice President Greg Farr. "Maine being a small market state is much more open to speaking with other companies and trying to work together."

SMCC's CERL, as well as MRAA's like-minded vision, were key attractions. And continued influx of business here has great partnership potential, said Farr.

Rollease views Brunswick Landing as an important player in strengthening the local and state economy.

"I'm a strong advocate for what's going on here" Farr said. "It's a great idea. Our organization supports MRRA and we'll do anything we can to foster growth out here."

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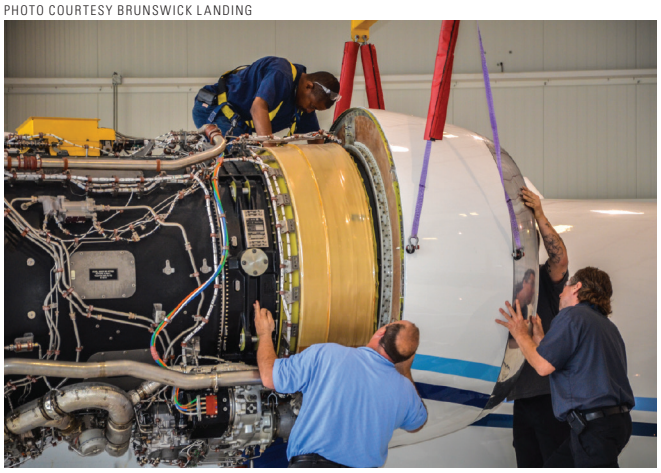

Top: TechPlace supports the business development needs of early-stage companies in a shared workspace.

Bottom: Brunswick Landing provided move-in-ready space for Tempus Jets.