



March 1, 2017

iBec Creative
100 Fore Street Suite C
Portland, Maine 04101

Senators Hamper and Volk, Representatives Gattine and Fecteau, and Distinguished Members of the Joint Standing Committees on Appropriations and Financial Affairs and Labor, Commerce, Research & Economic Development:

My name is Becky McKinnell and I am the Founder and President of iBec Creative and the Co-Founder and COO of ikno Intranet, two Maine-based businesses that I have grown with the help of Maine Center for Entrepreneurial Development (MCED).

When I was 22 years old, and just graduated from the University of Southern Maine, MCED generously gave me a year of free office space in their business incubator to launch the company that I had written a business plan for in my senior year, iBec Creative. As a young entrepreneur, MCED started my network of supportive mentors and advisors in my community. Many of the businesses that I shared office space with are still colleagues of mine with thriving businesses. Today I employ 13 full time employees and work with companies around the country to help them with their websites and digital marketing.

Recently I joined MCED's pilot program, eNext, which is designed to help companies over \$750K in annual revenue scale to the next level. I'm enthusiastic about this new direction for MCED because I believe there is a large group of established businesses in Maine that can benefit from a strategic plan to move them forward and create more jobs and profits in Maine's economy.

In 2010, I started my second company, ikno intranet, a social intranet platform designed for companies between 20 and 500 employees. Ikno is pursuing our first series of funding and MCED has been integral in guiding us through the process of raising capital by providing individual consulting from the MCED staff, attending MCED workshops, and collaborating with mentors that we've met through the MCED network.

Today I am proud to be on the Board of MCED after 10 years of using MCED's services for my two companies.

MCED is critical to not only the Maine Start Up Community, but also growing companies who have already achieved a level of success to take it to the next level.

Sincerely,

A handwritten signature in black ink, appearing to read "Becky McKinnell", written in a cursive style.

Becky McKinnell
President, iBec Creative
COO, ikno intranet