



Testimony of Sarah Delmar
on behalf of FocusMaine

in Support of Section 0995 Office of Innovation of L.D. 210, An Act Making Unified Appropriations and Allocations for the Expenditures of State Government, General Fund and Other Funds and Changing Certain Provisions of the Law Necessary to the Proper Operations of State Government for the Fiscal Years Ending June 30, 2025, June 30, 2025 and June 30, 2027.

Before the Joint Standing Committees on Appropriations & Financial Affairs
and Housing and Economic Development
February 4, 2025

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Good afternoon Sen. Rotundo, Rep. Gattine, Sen. Curry, Rep. Gere and Members of the Joint Standing Committees on Appropriations and Financial Affairs and Housing and Economic Development. My name is Sarah Delmar, and I am the Life Sciences Consultant for FocusMaine. After 14 years working globally to grow resilient, knowledge-based economies, I'm thrilled to return home to support Maine's next economic cycle.

FocusMaine strongly urges support for Section 0995, Office of Innovation, and particularly the \$3,000,000 one-time funding for the Maine Technology Institute (MTI) to accelerate growth in Maine's life sciences sector. This investment is crucial for Maine's economic future.

FocusMaine, a private sector-led nonprofit launched in 2017 by Andrea Maker and Mike Dubyak, has been advancing Maine's life sciences ecosystem due to its transformational potential for job creation and revenue growth. Life sciences leverage biology to develop products that enhance human, animal, and environmental health. Strengthening this sector will maximize Maine's natural assets—our oceans, food systems, and forests—through research at institutions like JAX, IDEXX, Bigelow, GMRI, MaineHealth, UMaine, UNE, and the Roux Institute, and by fostering entrepreneurship.

Life sciences jobs are high-paying and accessible across various skill levels, creating opportunities for all Mainers. They also offer pathways for "new collar" workers through nontraditional education, including community colleges, trade schools, certifications, apprenticeships, and internships.

Public-private partnerships are necessary to drive successful ecosystems, and this funding represents a level of public support that will help to foster entrepreneurship in Maine life sciences, help existing firms scale and compete in this attractive sector.

For these reasons, FocusMaine strongly urges support for this allocation. Thank you for your time and consideration. I welcome any questions.

Warm Regards,

Sarah Delmar
Partner
Delmar Group
On behalf of FocusMaine