

WINTER / SPRING 2017

# Maine Ties

NEWS FROM THE MAINE COMMUNITY FOUNDATION



## IN THIS ISSUE:

A Welcoming Maine, 2 / Saving Soap, 4 / Supporting Racial Equity, 6-7

Housewarming in Chesterville, 8 / 60% by 2025, 9 / Professional Advisor: Peter Dufour, 10

## WELCOMING WORDS

On a visit to The Telling Room in Portland in late February, I spent some time with a group of students from Westbrook High School. The international, multilingual students were there for a weeklong Young Writers & Leaders literary arts program. The program helps improve writing skills and academic performance, as well as social and emotional well-being. I was inspired by the way these teens interacted with respect for one another, and the creativity, courage, and self-confidence they exhibited as they shared their poignant stories.

The Telling Room is a great example of a welcoming place that invites and inspires young people with diverse backgrounds to work together. The Maine Community Foundation supports The Telling Room because we know that the power of inclusiveness can transform communities and improve the lives of people. We also know that our collective prosperity depends on Maine being a place where creativity and innovation are broadly encouraged.

This *Maine Ties* highlights some of the ways we and our partners—including donors, nonprofit leaders, and professional advisors—are working to improve the communities we live in. We want to raise awareness of challenges, as Dr. Allan Johnson did on white privilege at our inaugural summit in November, but also want to highlight success stories. As always, we welcome your ideas and your partnership.

*Steve Rowe is president and CEO of the Maine Community Foundation.*

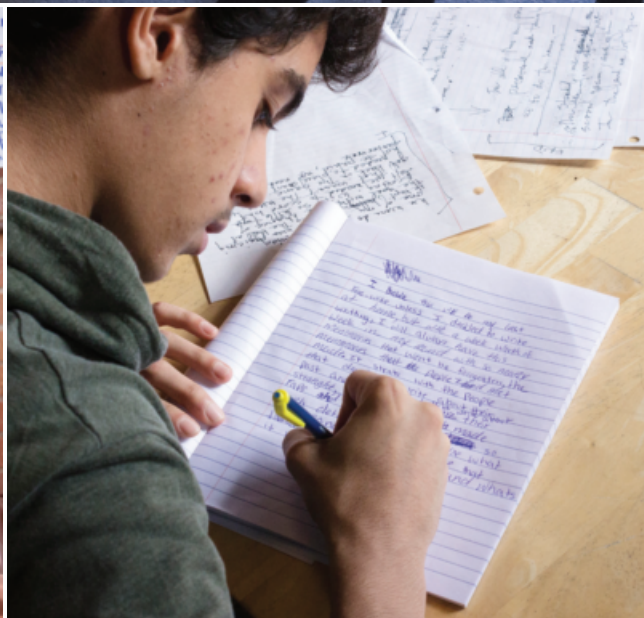
**Page 3, top:** Maine President and CEO Steven Rowe looks on as Jossy Nsenga and Lariska Bengheya embrace on the final day of a vacation-week workshop at The Telling Room. Both students at Westbrook High School emigrated from the Democratic Republic of Congo. Other participants included sophomore Diana Al-Tameemi, who emigrated from Iraq, sophomore Esar Mousa, who emigrated from Sudan, and freshman Alhawrra Kareem, who emigrated from Iraq.

**Page 3, bottom, left:** Lariska Bengheya, a Westbrook High School junior, works on her writing at The Telling Room.

**Page 3, bottom, right:** Ahmad Qasem, a freshman at Westbrook High School who emigrated from Jordan, works on his writing at The Telling Room.

**On the cover:** Students from Foster Career and Technical Education Center in Farmington have worked since December to construct a replacement home for a couple in Chesterville. The school and Western Maine Community Action are collaborating on the project with grant support from MaineCF's Western Mountains Fund and others. Full story on page 8.

Photos Thalassa Raasch



# ENCOURAGING ENTREPRENEURS

A Mainer with a novel idea finds support at home.

Tristan Corriveau is passionate about soap. Used soap.

Corriveau, 27, is one of Maine’s many young entrepreneurs and founder of The One Gallon Soap Company in Scarborough. His fledgling company, which recycles used bars of soap into liquid hand soap, began just a year ago in his basement after a trip to Boston.

“This is crazy – this is like a full bar of soap!” he recalled thinking as he left his hotel room after a one-night stay. Corriveau returned to his Scarborough home, scoured the internet, and discovered only one nonprofit that recycles soap to people in need around the world.

Just a couple weeks later, he found a willing partner when The Press Hotel in Portland agreed to provide used soap instead of throwing it away. His supply secured, Corriveau’s biggest hurdle was... what next? How would spoiled soap, with its admitted ick factor, come clean?

He turned to the University of Southern Maine’s biology department faculty and paid a student to

fine tune their idea to sterilize used soap in an autoclave, the same kind of machine dentists and tattoo artists use to disinfect their tools.

It worked. A few months later, he’s scraping, sterilizing, chopping, blending, boiling, and pouring his liquid soap into one-gallon jugs bound for businesses and soap dispensers across Portland and available for purchase online. The Press Hotel, which uses Corriveau’s liquid soap, has embraced the collaboration. Each month, employees save more than 120 pounds of used soap and compete for top collection honors and free breakfasts courtesy of Corriveau and the hotel.

The Harpswell native has found plenty of support in his home state. A \$5,000 grant from the Libra Future Fund, which encourages creativity to combat out-migration, helped him purchase equipment and supplies. In February he joined 37 other people with big dreams – and businesses or products to back them – for the 2017 Top Gun class. The program, administered by the Maine Center for Economic Development, pairs high-potential entrepreneurs with mentors for

*Cont. p. 5, bottom*





# MAINECF BUSINESS PARTNERS: LEADING THE WAY

*Business partners make their impact by setting up charitable funds at the Maine Community Foundation or by contributing to existing funds such as county and regional funds, the Invest in Maine Fund, and the five funds supporting our new strategic goals. Here are two partnerships that support education and leadership in Maine.*

## Timothy B. Hussey Leadership Fund

When Timothy Hussey, president of Hussey Seating Company, passed away in June 2016, his family wanted to honor the achievements of a beloved figure in the Maine business community. They asked that gifts be given in his name to a new fund at the Maine Community Foundation: the Timothy B. Hussey Leadership Fund.

Leadership was prominent among Hussey’s many gifts; he also believed passionately that access to a high-quality education is critical to develop Maine’s next generation of leaders. The fund’s principal goal is promotion of leading-edge thinking on leadership development, education, and community involvement. To learn more about the fund, visit [TimHusseyLeadershipFund.org](http://TimHusseyLeadershipFund.org)



TIMOTHY B. HUSSEY LEADERSHIP FUND

## Mainebiz Next List Alumni Scholarship Fund

Every year since 2003, the business journal *Mainebiz* has chosen 10 people they think will influence the future of Maine’s economy. They call them Nexters, outstanding forward-thinking Mainers who have taken the lead.

In early November, *Mainebiz* hosts a special reception for the chosen 10; part of the proceeds go to the *Mainebiz* “Next List” Alumni Scholarship Fund. Established at MaineCF in 2009, the fund provides financial support to a student at the University of Maine at Orono or the University of Southern Maine who is a resident of Maine in his/her third or fourth year pursuing a B.S. in Business Administration.

“Our Next List recognizes innovators and trailblazers within the business community,” said Donna Brassard, *Mainebiz* publisher, “and that’s why *Mainebiz* and the folks who have received this honor support the education of future business leaders in Maine through the scholarship fund.”



networking, weekly classes, and a final business competition.

The center, along with the Maine Technology Institute and University of Maine innovation programs, are fueling the state’s economic growth through Maine Accelerates Growth (MxG), a fund partnership with the Maine Community Foundation.

For Corriveau, a passion for recycling soap is matched only by enthusiasm for the future. His goal: “to prove that Portland can become a city that can become a zero-impact ecosystem for soap,” then carry the model to as many cities as possible – from Maine.

“This is definitely home base.”

**Page 4, left:** *Tristan Corriveau studied English literature at the University of New Hampshire, but has found his calling as an entrepreneur.*

**Page 4, top right:** *Bars of used soap await a scrubbing before they are sterilized and processed into liquid soap.*

**Page 4, bottom right:** *The One Gallon Soap Company distributes liquid soap for wall-mounted dispensers, which minimizes the use of smaller plastic containers.*

*Photos Thalassa Raasch and Tristan Corriveau*

# SUPPORTING RACIAL EQUITY IN MAINE

*In a presentation for the Maine Philanthropy Center earlier this year, Lelia DeAndrade, MaineCF's senior director of grantmaking services, reflected on racial equity grantmaking. DeAndrade noted that a one-size-fits-all approach to this grantmaking doesn't work because nonprofits and communities the foundation wants to partner with "aren't starting at the same place or have access to the same resources." Furthermore, she explained, many of the organizations and communities that MaineCF works with "have faced and continue to face exceptional barriers."*

*Here are three examples of ways in which MaineCF supports racial equity in Maine.*

## Micmac Community Health and Wellness Center, Presque Isle

With a critical impact investment from the Maine Community Foundation, Four Directions Development Corporation provided construction financing for the Micmac Community Health and Wellness Center in Presque Isle. The new center houses the Little Feathers Head Start early childhood education program and offers ongoing programming for elders in the community. The center also houses a community fitness facility and provides health and nutrition classes, arts and culture workshops, communal spaces, and two kitchen areas for tribal members of all ages.

The project aims to address the Micmac Tribal Community's most pressing and highest priority needs as well as public health challenges. With construction of the center, the Micmac community has strengthened interactions between tribal youth and elders and safeguarded the sharing of knowledge and traditions between generations.



**Left:** Aroostook Band of Micmac Chief Edward Peter Paul (in baseball cap) led the ribbon-cutting at the Aroostook Band of Micmac Community Wellness Building grand opening on August 31, 2016. To his right are Virginia Manuel, USDA; Mark Butterfield, HUD's Eastern Woodland Office of Native Programs; and Craig Sanborn, Aroostook Micmac Housing Director. Photo by Erin St. Peter, courtesy Four Directions Development Corporation

## PEACE at the Central Maine YWCA, Lewiston

Smiles, solidarity, and the opportunity to learn a new language are just a few successes of the PEACE program at Central Maine YWCA. They loom large for “new” Mainers and longtime residents alike, whose efforts are strengthening Lewiston-Auburn’s multi-cultural community.



The PEACE program, or Positive Ethnic and Cultural Exchange, began late last summer with a community-building grant from MaineCF’s Androscoggin County Fund. Today it serves about 75 women from age 16 up who bring diverse backgrounds and shared leadership to their gatherings.

The program has empowered the women of PEACE and provided them skills and confidence to gain more access to their new homeland. There, among friends in a familiar place, they’ve found the courage to learn and practice conversational English – whether they’re talking politics or potlucks.

Natalie Bornstein and Taysir Jama, who coordinate the program, call it an “intentional community-building space.” PEACE combines walking – when the weather is nice – with planned activities.

For Bornstein and Jama, both 24, it’s easy to see the impact of their work in a community they’ve called home for most of their lives. “We benefit from them as much as they benefit from us,” says Jama.

**Above:** *Cooking and sharing cultures comes easily when the women of PEACE meet in Lewiston. Photo courtesy Central Maine YWCA*

## Native American Market and Demonstration, New Gloucester

This summer will mark the ninth annual Maine Native American Summer Market and Demonstration at the Sabbathday Lake Shaker Village in New Gloucester. More than 40 members of the Penobscot, Passamaquoddy, Micmac, and Maliseet tribes demonstrate traditional Wabanaki art forms, including basketmaking, stone carving, bark etching, beadwork, and jewelry. Also featured are performances of drumming, singing, dancing, and storytelling by the Burnurwurbskek Singers, dancers from the Penobscot Nation, and Micmac spiritual leader David Sanipass.

The event, which has received support from the community foundation’s Maine Expansion Arts Fund, provides a rare opportunity to purchase museum-quality crafts directly from Maine’s finest Wabanaki artists, nationally recognized and honored for their role in the preservation of important traditions. A large flower-top basket by Molly Neptune Parker will be raffled to benefit the Maine Indian Basketmakers Alliance. This is the southernmost gathering of Wabanaki artists in the state of Maine.



**Left:** *Gerald “Butch” Jacobs, Passamaquoddy from Waldo, demonstrates black ash splint pounding. Jacobs harvests the ash from his own land to carry on an important Wabanaki tradition. As part of the renowned Passamaquoddy Neptune family from Pleasant Point, Jacobs always knew he would keep his heritage alive. As a young boy he watched his uncles pound ash and weave large fish scale baskets for the sardine factory in Eastport. Photo courtesy of United Society Shakers*

# A HOUSEWARMING

A home replacement project in Chesterville supports aging in place—and learning building skills.

All winter long, through deepening snow and bitter cold, students at Foster Career and Technical Education Center in Farmington have diligently done their homework during class.

They're building a house.

The school and Western Maine Community Action (WMCA) are collaborating to replace a pre-1976 mobile home with grant support from MaineCF's Western Mountains Fund and others. This year marks the 25th anniversary of the fund, launched with a gift from the late H. King Cummings. Since then, the fund has awarded local nonprofits nearly 400 grants that total \$1.7 million.

The home replacement couldn't come soon enough for the couple in their 60s who raised a family on the rural wooded property in Chesterville. Leaking, mold, and high energy costs loomed large; this winter they relied on a barrel of oil and 10 cords of wood to stay warm.

Their new 21-by-38-foot home, being built next to the existing structure, will be far more energy efficient with a heat pump, wood stove, and electric baseboards. A 1% loan will allow the couple, both former manufacturing workers, an affordable monthly payment that includes insurance and real estate taxes. The old home will be demolished.

Bill Crandall, program manager at WMCA, sees the pilot project as a model to replace more substandard homes, encourage older Mainers to age safely in place – and help a new generation build their future.

The work provides students skills they'll carry to trade schools and future jobs, says Crandall. It's a win for the school budget as well, with less demand for shop class materials. The community also has pitched in with discounts and training from local suppliers.

While winter slips into mud season, the Foster Tech teens know they'll have to work hard to meet a deadline. By June 15 or so – depending on snow days – their class is over.

And July 1 will be moving day.



*Students learn carpentry, plumbing, and interior finishing as they construct a new home to replace a mobile home that will be demolished.  
Photos Thalassa Raasch*

## SAGADAHOC COUNTY FUND

The Maine Community Foundation is testing support in Sagadahoc County for creating a new county fund. If you are interested in helping, please contact Laura Young, vice president of philanthropy, at [lyoung@mainecf.org](mailto:lyoung@mainecf.org).



# 60% BY 2025

A new coalition is committed to an ambitious statewide post-secondary education attainment goal.



It's a well-known fact: Maine is facing a workforce crisis. Employers are concerned about their ability to fill positions from an aging pool of workers and whether the ones they find will have the skills to satisfy both the vacancies and new positions.

A conservative scenario of Maine job growth of just 1% annually over the next decade would require approximately 65,000 additional workers. An analysis of data and trends shows approximately 60% of this larger workforce will require some form of education or training beyond high school to prepare for those jobs. Currently, 42% of adults in Maine's workforce have a credential of value (trade certification, college degree, etc.). Economists estimate that 158,000 additional workers will need a credential in order to meet this ambitious goal.

A group of stakeholders, partially funded by the Maine Community Foundation, came together last fall to form the Workforce and Education Coalition and address this pressing challenge. Participants include Educate Maine, Maine State Chamber of Commerce, Maine Development Foundation, Finance Authority of Maine, University of Maine System, and the Maine Community College System.

Their first task, completed at the end of 2016, established a statewide education goal: 60% of the Maine workforce will have a credential of value by 2025. To achieve this goal, the coalition will focus on four areas: early childhood, college and career readiness, workforce attraction and retention, and the adult workforce. Special attention will be given to Mainers who experience gaps in educational opportunities and achievement, including those who are economically disadvantaged, disengaged youth, new Americans, veterans, nontraditional students, and disabled residents.

“We are faced with a serious human capital challenge,” says Ed Cervone, executive director of Educate Maine. “Fortunately, there is good work happening across Maine to address different parts of the challenge, and if we can get all of these efforts connected and working toward a common goal, 60% by 2025 is quite possible.”

**Above:** Beatrice Downs, left, a recipient of a James and Marilyn Rockefeller scholarship, expects to graduate this spring from the University of Southern Maine.  
Photo Thalassa Raasch

## MAKING THE MOST OF YOUR ASSETS

*Portland-based tax attorney and CPA Peter Dufour considers the benefits of a donor-advised fund versus a private foundation, including being able to involve family members in the decision-making.*



**MaineCF:** How do you bring up the topic of charitable giving with your clients?

**Peter Dufour:** Usually, it's in the context of year-end planning. Accelerating expenses and deductions into the current year is an important strategy. Making a charitable contribution is one way to do this.

When clients are charitably inclined but aren't sure which charities they want to support, having the option of making contributions to a donor-advised fund is a useful tool. They can take the tax deduction in the current year and then have more time to do research. With the pending tax reform for 2017, I proposed the Maine Community Foundation as an option for

my clients several times in December. I like the fact that the starting point for a MaineCF donor-advised fund is \$25,000. That's affordable for many of my clients.

**MaineCF:** Once you know a client is charitably inclined, how do you help that person decide which assets to give to charitable organizations?

**Dufour:** The most bang for your buck is a gift of appreciated assets, such as stock. The charity does not have to pay income taxes on the appreciation of the stock.

**MaineCF:** What are some of the circumstances under which you might recommend a client make a Qualified Charitable Distribution (QCD) directly from an IRA?

**Dufour:** When a client is over age 70½ and phasing out of certain tax benefits because their income is too high. If you want to have less income on your return, making a QCD from an IRA to a charity ensures that the income never hits your return. A QCD can't be made to a donor-advised fund or a private foundation without being included in the donor's taxable income, but as long as it meets the IRS rules, it can be made to other types of funds at the Maine Community Foundation.

**MaineCF:** What are some of the questions you ask a client when he or she is weighing the decision to start a private foundation or maybe open a donor-advised fund?

**Dufour:** How much money do you want to contribute? I don't think a private foundation makes sense if you're going to contribute less than \$3 million because the administrative costs and work involved in operating a private foundation are pretty substantial. You need to have enough money to cover the costs and still accomplish your goals.

**MaineCF:** When clients are considering a private foundation, most likely they talk to you about the tax implications. Yet often the decision has

to do with including family members in decision-making. Have you seen families establish a donor-advised fund and also continue to have family members involved?

**Dufour:** Absolutely. One case I referred to you a few years ago involved a woman who had a private foundation. The assets had been diminished over the years so it was getting to the point where it was hard to justify continuing to operate the foundation. I suggested terminating the foundation and moving the assets into a donor-advised fund where the operating costs would be substantially less. Going forward, she could still involve her family in deciding which charities would receive the funds.

**MaineCF:** Do you have anything else you'd like to share with other professional advisors about charitable giving or about the charitable conversations you have with your clients?

**Dufour:** CPAs know that it's hard to be the source of all the good planning ideas for charitable giving. I don't have the time to focus on that solely, but MaineCF does. If I have questions or if I have clients who have questions, it's easy for me to send them to you to have that conversation, knowing they're getting the best possible advice.

*Peter Dufour began his tax career as an attorney at Hill & Barlow in Boston where his practice focused on mergers and acquisitions and tax planning for large corporations and high-net-worth individuals. In 2015, he co-founded Dufour Tax Group, LLC, in Portland. Prior to his career as a tax attorney and CPA, Dufour was a Peace Corps math teacher in Zimbabwe and at Hebron Academy. He is a University of Maine graduate and earned his dual law degree and MBA at Boston College. Dufour lives in Portland with his family.*

**Left:** Peter Dufour, a tax attorney and CPA, visits the Portland waterfront near his office. He serves on the board of directors of Friends of Casco Bay.  
Photo Andrea Nemitz

## Maine Ties

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## LEADERSHIP LEARNING COLLABORATIVE

In March 2016 MaineCF launched the Leadership Learning Collaborative, a capacity-building initiative designed to provide the time, space, and opportunity for leadership programs in Maine to reflect on their current and future work. Representatives from nine organizations took part, large and small, from Aroostook Aspirations to the Maine Association of Nonprofits.

The collaborative had a number of goals, including supporting leadership programs by exploring curriculum and delivery, achievement of program goals and outcomes, and long-term financial sustainability. Participants also explored strategies for alumni engagement. The group worked hard to remain flexible throughout the process to build in new objectives as they arose.

Participating organizations had the opportunity to apply for grants to implement capacity-building projects developed during the collaborative. MaineCF awarded a total of \$90,000 to six programs, including the Maine State Library, which will use its grant to launch a leadership program that combines personal and community engagement skills, and the Maine Girls' Academy, whose grant will help train young female leaders to become social change agents in their communities.

**Above:** Kristen Wells, executive director of Aroostook Aspirations, shares an idea for training leaders during a Leadership Learning Collaborative session at Point Lookout in Northport.  
Photo Jim Dugan