

October 2009



Who's hot, who's not, and who's had the moxie not to be bought. Dark horses, IT firms, and old faithfuls crest in our list of the top 100 firms headquartered in Maine.

Commentary by Evan Livada • Data from Dun & Bradstreet

"What I find interesting are some of the names I haven't seen before," says Livada Securities founder Evan Livada of this year's Maine 100, our trademarked list of the 100 top for-profit firms headquartered in the state based on total gross revenues from the previous calendar year, the result of a unique partnership of information-provider Dun & Bradstreet and Portland Magazine.

"Just look at GreenPages Tech Solutions (No. 27), with annual revenues of \$100M. They're an IT company of consultants based in Kittery. They have 300 employees, so it looks like they're doing something good. The fact that they've worked their way up to this point, having been founded in 1992, is interesting to me.

A lot of the companies popping up have their little niche. Telford Group (No. 36) has just been sold, August 29, to a Milwaukee company. According to the Bangor Daily News, it started as a mom and pop charter air company in the 1980s. Now, their fleet of planes based in Bangor is pulling in \$81 million. Maine is always ripe for acquisitions."

Which brings us to the strange case of the Sargent Corporation, of Stillwater, Maine (No. 31). "They do heavy-earth work all over the country, like a smaller version of Cianbro (No. 5). The business was started in 1926 in Alton, Maine, by Herb E. Sargent with just a used dumptruck and a dream. In 1988, they sold to Razel, of Paris, France. In 1991, Herb's grandson, Herb R. Sargent, left the firm to open up a site preparation company in Bangor, Sargent and Sargent. Fast-forward to 2005, when he bought the assets of H.E. Sargent back, from France! Today, they employ 400 people. It was a coup to sell it to the French and even more of a coup to buy it back from them.

"IDEXX (No. 3) is the greatest Maine success story in the past 20 years, even though its second-quarter sales were down [in 2009] by 5 percent. Not that it's the only thing they make, but the swine flu kits

they're selling must be going out of there like crazy, what with the hysteria. As I've said in the past, because IDEXX is a Wall Street darling, I wouldn't be surprised if it were a big acquisition by another company in the not-too-distant future. To its credit, its stock has held up pretty well the last year.

"For sentimental favorites, how about Creative Apparel (tied at No. 91 with Patriot Mutual Insurance), just outside of Augusta, with \$35 million in sales? They're a maker of 'military chemical protective garments for military contracts.' Fatigues? Gabardines? Figures with masks appear on their website. A company rep whispers, 'I can't say.' Hey, it's nice to see textiles appreciated in a state when all the mills have become restaurants.

"Underfoot Shoes (No. 98) is the old Eastland Shoe Company. What a blast from the past it feels like to realize they may still be making shoes in Freeport, even if they're just shipping them out of there. Their Maine 100 figure is \$33 million, employing 55, and it's good to see another old Maine industry reasserting itself, like lumber and lobsters.

"Between the lines, you see the list is more and more a function of health care, oil companies, food service stuff-just the necessities for Mainers. It just shows you the state of the economy. Staple products are always in demand, and everybody else is looking over their shoulder to see if they can keep the staff they have, cover their health care, and compete with the rest of the world, which is going full blast.

"Another sector to admire is the Maine liquor industry-Cold River Vodka, White Rock Distributors (No. 44), and the proliferation of niche beers we have, like Allagash Brewing Co., Gritty's, and Shipyard. It's become a very big business, and they're all thriving. My daughter lives a few blocks away from the Publick House in Boston, and out of 300 beers on tap, Allagash White is No. 1. They seem to be blowing all the right whistles, too, about being very green and hip, using wind power, saving the world one frosty glass at a time."

1. L.L. Bean, \$1,620,000,000

3 Campus Dr., Freeport, 04033. 552-3028.
Employees: 5,700. Christopher McCormick, president.

2. Fairchild Semiconductor International, \$1,574,200,000

82 Running Hill Road, South Portland, 04106. 775-8100.
Employees: 9,771. Mark S. Thompson, chairman of the board.

3. IDEXX Laboratories, \$1,024,030,000

1 IDEXX Drive, Westbrook, 04092. 556-0300.
Employees: 4,700. Jonathan W. Ayers, chairman of the board.

4. Eastern Maine Healthcare Systems \$816,867,000

489 State Street, Bangor, 04401. 973-7000.
Employees: 1,119. Deborah C. Johnson, chief executive officer.

5. Cianbro Companies, \$478,022,000

1 Cianbro Square, Pittsfield, 04967. 487-3311.
Employees: 2,323. Peter G. Vigue, chairman of the board.

6. Wright Express Corporation, \$393,582,000

97 Darling Avenue, South Portland, 04106. 773-8171.
Employees: 703. Michael E. Dubyak, chairman of the board.

7. Central Maine Medical Center, \$201,500,000
300 Main Street, Lewiston, 04240. 795-2700
Employees: 1200. Peter Chalke, president.

8. Martin's Point Health Care, \$200,806,016
331 Veranda Street, Portland, 04103. 774-5801.
Employees: 405. David Howes, president.

9. Olympia Sports, \$191,048,994
5 Bradley Drive, Westbrook, 04092. 854-2794
Employees: 2000. Edward Manganello, chairman of the board.

10. Maine Employers Mutual Insurance, \$181,526,803
261 Commercial Street, Portland, 04104. 791-3300.
Employees: 250. John T. Leonard, president.

11. O'Connor GMC, \$158,400,000
187 Riverside Drive, Augusta, 04330. 622-3191.
Employees: 275. Randall Hutchins, president.

12. Pine State Trading, \$155,300,000
8 Ellis Avenue, Augusta, 04330. 622-3741
Employees: 550. Charles F. Canning, Jr., chairman.

13. Webber Energy Fuels, \$150,700,000
700 Main Street, Bangor, 04402. 942-5501.
Employees: 700. Mike Sheay, president.

14. Hancock Lumber, \$150,400,000
4 Edes Falls Road, Casco, 04015. 627-4201.
Employees: 550. Kevin Hancock, president.

15. Darling's Honda/Nissan, \$136,850,646
96 Parkway South, Brewer, 04412. 992-1740.
Employees: 350. John B. Darling, president.

16. C. N. Brown, \$131,300,000
1 C. N. Brown Way, South Paris, 04281. 743-9212.
Employees: 454. Jinger Duryea, president.

17. Associated Grocers of Maine, \$131,100,000
1000 Brunswick Avenue, Gardiner, 04345. 582-6500.
Employees: 190. David Sleeper, chairman.

18. Camden National Corporation, \$128,830,000
2 Elm Street, Camden, 04843. 236-8821.
Employees: 406. Gregory Dufour, president.

19. Henrietta Goodall Hospital, \$128,000,000
25 June Street, Sanford, 04073. 490-7048.
Employees: 1000. Darlene Stromstad, president.

- 20. Village Car Company**, \$116,200,000
293 Hogan Road, Bangor, 04401. 945-9401.
Employees: 140. John E. Quirk, president.
- 21. Bowdoin College**, \$113,153,000
4100 College Station, Brunswick, 04011. 725-3000.
Employees: 600. Barry Mills, president.
- 22. Bangor Savings Bank**, \$109,321,000
99 Franklin Street, Bangor, 04401. 942-5211.
Employees: 500. James Conlon, president.
- 23. Diversified Communications**, \$108,909,000
121 Free Street, Portland, 04101. 842-5500.
Employees: 412. David H. Lowell, president.
- 24. R. H. Foster Energy**, \$104,000,000
110 Mecaw Road, Hampden, 04444. 947-5336.
Employees: 360. Robert H. Foster, president.
- 25. J & S Oil Company**, \$104,000,000
867 Western Avenue, Manchester, 04351. 622-1609.
Employees: 150. John F. Babb, chief executive officer.
- 26. Colby College**, \$101,368,000
4760 Mayflower Hill Drive, Waterville, 04901. 859-4000.
Employees: 659. Joseph F. Boulos, chairman of the board.
- 27. GreenPages Tech Solutions**, \$100,000,000
33 Badgers Island West, Kittery, 03904. 439-7310.
Employees: 150. Ron Dupler, president.
- 28. York Hospital**, \$98,546,221
15 Hospital Drive, York, 03909. 363-4321.
Employees: 535. Jud Knox, chief executive officer.
- 29. Hammond Lumber Company**, \$97,000,000
25 Mills Road, Belgrade, 04917. 495-3303.
Employees: 325. Donald C. Hammond, president.
- 30. Mid Coast Hospital**, \$90,680,357
23 Medical Center Drive, Brunswick, 04011. 729-0181.
Employees: 1000. Herbert Paris, chief executive officer.
- 31. Sargent Corporation**, \$90,000,000
101 Bennoch Road, Stillwater, 04489. 827-4435.
Employees: 400. Herbert Sargent, president.
- 32. Reed & Reed**, \$89,181,282
275 River Road, Woolwich, 04579. 443-9747.
Employees: 200. Jackson A. Parker, chief executive officer.

- 33. Lee Auto Mall**, \$85,300,000
200 Main Street, Westbrook, 04092. 856-6685.
Employees: 259. Don Lee, president.
- 34. Bates College**, \$84,471,413
2 Andrews Road, Lewiston, 04240. 786-6255.
Employees: 720. Elaine Hansen, president.
- 35. First Bancorp**, \$81,018,000
223 Main Street, Damariscotta, 04543. 563-3195.
Employees: 213. Daniel R. Daigneault, president.
- 36. Telford Group**, \$80,917,032
154 Maine Avenue, Bangor, 04401. 262-6098.
Employees: 140. Bob Ziegelaar, president.
- 37. Franklin Community Health Network**, \$80,763,152
111 Franklin Health Commons, Farmington, 04938. 778-6031.
Employees: 445. Rebecca Ryder, president.
- 38. Downeast Energy**, \$79,100,000
18 Spring Street, Brunswick, 04011. 729-9921.
Employees: 360. John Peters, president.
- 39. University of New England**, \$77,716,462
11 Hills Beach Road, Biddeford, 04005. 283-0171.
Employees: 610. Danielle N. Ripich, president.
- 40. Redlon & Johnson**, \$76,200,000
172 St. John Street, Portland, 04102. 773-4755.
Employees: 248. Thomas Mullen, chairman.
- 41. Radiation Oncology Associates**, \$74,900,000
6 East Chestnut Street, Augusta, 04330. 626-1496.
Employees: 1000. Scott Bullock, president.
- 42. Maine Coast Memorial Hospital**, \$74,507,690
50 Union Street, Ellsworth, 04605. 664-5311.
Employees: 658. Rich Malaby, chairman of the board.
- 43. Nyer Medical Group**, \$71,200,000
1292 Hammond Street, Bangor, 04401. 942-5273.
Employees: 351. Mark Dumouchel, president.
- 44. White Rock Distilleries**, \$68,300,000
21 Saratoga Street, Lewiston, 04240. 783-1433.
Employees: 205. Paul G. Coulombe, chairman.
- 45. Fabian Oil**, \$65,658,248
19 Oak Street, Oakland, 04963. 465-2000.
Employees: 40. Edward J. Fabian, president.

- 46. Marden's Surplus & Salvage, \$65,000,000**
184 College Avenue, Waterville, 04901. 873-6111
Employees: 1000. Harold A. Marden, president.
- 47. Yankee Ford Sales, \$60,800,000**
165 Waterman Drive, South Portland, 04106. 799-5591.
Employees: 150. D. R. Arnold, president.
- 48. Everett J. Prescott, \$60,300,000**
32 Prescott Street, Gardiner, 04345. 528-1851
Employees: 275. Peter Prescott, chief executive officer.
- 49. Bar Harbor Bankshares, \$60,026,000**
82 Main Street, Bar Harbor, 04609. 288-3314.
Employees: 139. Joseph M. Murphy, president.
- 50. American Dreamspace, \$60,000,000**
1725 Main Street, Sanford, 04073. 324-6700.
Employees: 4. Brian Sullivan, president.
- 51. Redington-Fairview General Hospital, \$58,425,817**
46 Fairview Avenue, Skowhegan, 04976. 474-5121.
Employees: 500. Richard Willett, chief executive officer.
- 52. Kennebunk Savings Bank, \$55,511,151**
104 Main Street, Kennebunk, 04043. 985-4903.
Employees: 200. Joel W. Stevens, president.
- 53. R. H. Reny, \$53,540,881**
731 Route 1, Newcastle, 04553. 563-3177.
Employees: 425. Robert D. Reny, president.
- 54. Wright-Ryan Construction, \$53,468,501**
10 Danforth Street, Portland, 04101. 773-3625.
Employees: 90. John Ryan, president.
- 55. Maine Community College System, \$53,153,422**
323 State Street, Augusta, 04330. 629-4000.
Employees: 1200. John Fitzsimmons, president.
- 56. Charlie's Motor Mall, \$52,600,000**
465 Western Avenue, Augusta, 04330. 622-7327.
Employees: 130. Charles Shuman, president.
- 57. Johnson & Jordan, \$52,592,771**
18 Mussey Road, Scarborough, 04074. 883-8345.
Employees: 260. Michael Johnson, president.
- 58. Rows Special Credit, \$52,110,437**
91 Main Street, Westbrook, 04092. 854-2555.
Employees: 132. Wallace E. Camp Jr., president.

- 59. Nappi Distributors, \$50,500,000**
235 Presumpscot Street, Portland, 04103. 774-6341.
Employees: 165. Frank Nappi, president.
- 60. Mercy Hospital, \$50,003,157**
144 State Street, Portland, 04101. 879-3000.
Employees: 1400. Eileen F. Skinner, president.
- 61. BGI Eastern Traders, \$50,000,000**
99 Atlantic Highway, Nobleboro, 04555. 529-2113.
Employees: 20. Kerin Resh, partner.
- 62. M. W. Sewall & Company, \$48,700,000**
259 Front Street, Bath, 04530. 442-7994.
Employees: 165. Edward Sewall III, president.
- 63. Northern Maine Medical Center, \$48,178,483**
194 East Main Street, Fort Kent, 04743. 834-3155.
Employees: 550. Martin Bernstein, chief executive officer.
- 64. Norway Savings Bank, \$47,952,000**
261 Main Street, Norway, 04268. 743-7986.
Employees: 267. Robert Harmon, president.
- 65. Northeast Bancorp, \$46,200,898**
500 Canal Street, Lewiston, 04240. 786-3245.
Employees: 258. James D. Delamater, president.
- 66. Community Health Counseling Services, \$45,830,748**
42 Cedar Street, Bangor, 04401. 947-0366.
Employees: 540. Joseph H. Pickering, executive director.
- 67. Geiger Brothers, \$45,500,000**
70 Mt. Hope Avenue, Lewiston, 04240. 755-2000.
Employees: 400. Eugene G. Geiger, president/CEO.
- 68. Maine & Maritimes Corporation, \$45,313,000**
209 State Street, Presque Isle, 04769. 760-2499.
Employees: 138. Brent M. Boyles, president.
- 69. Stephens Memorial Hospital Association, \$44,853,638**
181 Main Street, Norway, 04268. 743-5933.
Employees: 380. Timothy Churchhill, president.
- 70. Bill Dodge Bck-Pntc-Gmc-cdillac, \$44,100,000**
2 Saunders Way, Westbrook, 04092. 854-3200.
Employees: 150. William Dodge, president.
- 71. PowerPay, \$44,000,000**
280 Fore Street, Portland, 04101. (877) 877-3737.
Employees: 75. Stephen P. Goodrich, president.

- 72. Stonewall Kitchen**, \$43,501,279
2 Stonewall Lane, York, 03909. 351-2713.
Employees: 400. Jonathan King, treasurer.
- 73. Port City Auto Auction** (/Acadia Auto Auction), \$42,900,000
8 Murray Road, Carmel, 04419. 941-2345
Employees: 125. E.D. Wescott, president.
- 74. Saco and Biddeford Savings Institution**, \$42,894,656
50 Industrial Park Road, Saco, 04072. 284-4591.
Employees: 106. Kevin Savage, chief executive officer.
- 75. Medical Care Development**, \$42,773,026
11 Parkwood Drive, Augusta, 04330. 622-7566.
Employees: 619. Mark Battista, president.
- 76. Androscoggin Bank**, \$42,554,539
30 Lisbon Street, Lewiston, 04240. 784-9164.
Employees: 180. Steven Closson, president.
- 77. Gorham Savings Bank**, \$42,196,000
64 Main Street, Gorham, 04038. 839-3342.
Employees: 110. Christopher Emmons, president.
- 78. Calais Regional Hospital**, \$42,000,000
24 Hospital Lane, Calais, 04619. 454-7521.
Employees: 220. Michael K. Lally, chief executive officer.
- 79. Maritime Energy**, \$40,800,000
234 Park Street, Rockland, 04841. 594-4487.
Employees: 170. John Ware, president.
- 80. PM Construction**, \$40,358,117
19 Industrial Park Road, Saco, 04072. 282-7697.
Employees: 40. Phillip Morin, chief executive officer.
- 81. Mount Desert Island Hospital**, \$40,357,450
10 Wayman Lane, Bar Harbor, 04609. 288-5081.
Employees: 310. Arthur Blank, president.
- 82. Saint Joseph's College**, \$40,138,625
278 Whites Bridge Road, Standish, 04084. 892-6766.
Employees: 300. David B. House, president.
- 83. Vaughn Thibodeau & Sons**, \$40,000,000
1 Ammo Industrial Park, Bangor, 04401. 941-9859.
Employees: 160. Lynn Lakeman, president.
- 84. InterMed**, \$39,372,706
100 Foden Road, South Portland, 04106. 828-0361.
Employees: 370. W. R. Wright, chief executive officer.

- 85. The Sheridan Corporation**, \$37,503,597
33 Sheridan Road, Fairfield, 04937. 453-9311.
Employees: 33. Douglas L. Cutchin, president.
- 86. Lincoln Paper and Tissue**, \$37,200,000
50 Katahdin Avenue, Lincoln, 04457. 794-1030.
Employees: 400. Keith V. Scotter, member.
- 87. Vermont Hardware**, \$36,206,343
212 Canco Road, Portland, 04103. 775-5666.
Employees: 50. Kenneth Nelson, president.
- 88. Kennebec Savings Bank**, \$36,070,800
150 State Street, Augusta, 04330. 622-5801.
Employees: 75. Mark Johnston, president.
- 89. Biddeford Savings Bank**, \$35,703,000
254 Main Street, Biddeford, 04005. 284-5906.
Employees: 34. Rene Roy, chairman.
- 90. Consolidated Constructors and Builders**, \$35,622,206
65 Bradley Drive, Westbrook, 04092. 464-2626.
Employees: 200. Beth L. Sturtevant, president.
- 91. Patriot Mutual Insurance**, \$35,000,000
14 Maine Street, Brunswick, 04011. 725-1776.
Employees: 48. Lincoln Merrill, president.
- 91 (Tie). Creative Apparel**, \$35,000,000
318 Augusta Road, Morrill, 04952. 342-5830.
Employees: 300. George Rybarczyk, partner.
- 93. Nickerson & O'day**, \$34,654,241
35 Airport Road, Brewer, 04412. 989-7400.
Employees: 46. Karleton S. Ward, chief executive officer.
- 94. Down East Community Hospital**, \$34,227,824
11 Hospital Drive, Machias, 04654. 255-3356.
Employees: 220. Lynnette Haskell, chief financial officer.
- 95. CPM Constructors**, \$34,000,000
30 Bonney Street, Freeport, 04032. 865-0000.
Employees: 60. Eldon Morrison, president.
- 96. Group Home Foundation**, \$33,683,142
61 Little River Drive, Belfast, 04915. 338-2080.
Employees: 257. Harold Siefken, executive director.
- 97. Butler Bros. Industrial Suppliers**, \$33,490,748
2001 Lisbon Road, Lewiston, 04240. 784-6875.
Employees: 48. Patrick F. Butler, president.

98. Underfoot Shoes, \$33,000,000
4 Meetinghouse Road, Freeport, 04032. 865-6314.
Employees: 55. James B. Klein, president.

99. Outsource Works, \$32,700,000
41 Canal Street, Lewiston, 04240. 777-5701.
Employees: 800. Paul Rubin, executive director.

100. Wolfington Group, \$32,400,000
254 Western Avenue, Augusta, 04330. 622-1706.
Employees: 86. Harry Wolfington, president.