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Bangor
Swimmer, UMF

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THE MAINE 100™

ENTERPRISE

Our balsam-scented answer to the *Fortune* 500 is full of surprises this year, including a handful of venerable family businesses making 20 percent jumps in income!

COMMENTARY BY EVAN LIVADA
DATA FROM DUN & BRADSTREET

Thanks to statistics provided for us in a unique partnership with Dun & Bradstreet, we are proud to bring you this list of the top one hundred private businesses headquartered in Maine, listed in order of total gross revenues for the previous calendar year. Evan Livada, founder of Livada Securities, has been kind enough to lend his perspective on what it all means:

TUBULAR BELLS

What we're seeing this year "is some spectacular achievements by businesses with 'uninterrupted family ownership,'" Evan Livada says. "While it was sad to see Barber Foods sold, look at what **Dear-**



Together, we'll build a stronger community.



Youth Alternatives Ingraham and PROP will soon merge, combining their resources, supports, and programs to create a unified mission and vision. Our new agency offers greater hope for the people of Maine.

Our combined agency:

- **Offers a strong advocate for our most vulnerable neighbors:**
People living in poverty, families in need of reunification, and people living with mental illness and substance use disorders.
- **Addresses the root causes of poverty:**
By providing tools for self sufficiency such as support in accessing healthcare, child care and early education, housing, and nutrition.
- **Offers a seamless continuum of services:**
By creating an integrated, seamless system of care where people may access our services through multiple channels, yet only need tell their story once.
- **Strengthens communities:**
Developing community solutions that are effective, collaborative and that have measurable impact on clients and neighborhoods.
- **Offers effective solutions in difficult economic times:**
Helps to deliver maximum mission impact with

lower administrative costs. We are able to more efficiently partner with state and federal government agencies, nonprofit entities, community groups, individuals, and, most importantly, with our consumers and their families.

Quick Facts

Our combined agency:

- served more than 20,000 people last year;
- offers more than 50 programs;
 - Community Supports & Initiatives
 - Mental Health Services
 - Crisis Services
 - Child & Family Services
 - Early Childhood Education
 - Information & Referral Services
 - Housing & Energy Services
- employs more than 450 people;
- operates from more than 25 locations including residential facilities, clinical sites, and early education sites.



born Precision Tubular out of Fryeburg is doing! Imagine a business making a 20-percent jump in this economy, moving from 92 to 58 in The Maine 100. Their site says, 'founded in 1947 by Howard K. Dearborn, Dearborn Precision has led the way in deep hole drilling, machined tubular components and precision tubing. One of Howard's early accomplishments was to develop deep hole drilled components for the first U.S. Navy nuclear submarine. This groundbreaking work led to the development of machinery and processes that are now applied to commercial nuclear, aircraft, and tubular parts.' Talk about saving room for dessert! After 64 years, they're really hitting their stride. The firm employs 200."

THE ANSWER, MY FRIEND...

"Then there's the strange case of **Reed and Reed**, in Woolwich. Earning \$120 million this year, the company was 'founded as a bridge-building firm in 1928 by Captain Josiah W. Reed and his son Carlton Day Reed.' They point to 'four generations of family leadership' that helped position them to be huge in wind power now. It looks like Maine is becoming a big player in wind-power business. Reed and Reed has worked on a lot of wind projects, not just in Maine but all over the place. It looks like they've got close to \$1 billion worth of stuff going on in the state right now.

"It really looks like Maine industry is turning green like everybody else. You can see which way the wind is blowing when you



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GOD of CARNAGE

BY YASMINA REZA
TRANSLATED BY
CHRISTOPHER HAMPTON

NOV. 1
- NOV. 20
2011

WHAT
MAKES YOU GO
OVER THE EDGE?



Illustration by Marty Braun

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ENTERPRISE

consider **Talmage Solar Engineering** in Arundel. They're obviously doing well to be doing \$35 million in sales of solar panels."

YOU'D BETTER SIT DOWN FOR THIS ONE

"Then there's **Hussey Seating** in North Berwick. They get a lot of ink for the NFL and university stadium seats they sell all over the country, but few know they started

Look at what
**Dearborn
Precision Tubular**
out of Fryeburg
is doing!
A **20-percent** jump
moves them from
92 to 58 in
The Maine 100.

as Hussey Plow Co. in 1835. According to their site, their plows worked farmlands around the world until a fire destroyed the plant in 1895, 'just days after its insurance expired.' What to do but pick up the pieces and hope for a eureka moment! And it came! During the Depression, they're 'fulfilling an ironwork contract for the new Boys' Club in Portland when Philip Hussey realizes the business potential of portable bleacher seating.' Which is the greater miracle, their inspiration or their 'uninterrupted family ownership?'" That's really coming through in the clutch."

1. **L.L. BEAN, Freeport, \$1.44B*(1)**
2. **FAIRCHILD SEMICONDUCTOR INTERNATIONAL, South Portland, \$1.2B***
3. **IDEX LABORATORIES, Westbrook, \$1.1B**
4. **WRIGHT EXPRESS CORPORATION, South Portland, \$390.41M**
5. **CIANBRO COMPANIES, Pittsfield, \$357.5M**
6. **WEBBER OIL, Bangor, \$192.34M***
7. **DARLING'S, Brewer, \$172.36M**
8. **OLYMPIA SPORTS, Westbrook, \$165.81M**
9. **PINE STATE TRADING, Augusta, \$155.3M***



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This year, family business *is* the story.

- 10. LINCOLN PAPER & TISSUE, Lincoln, \$141.22M
- 11. HUTCHINS MOTORS, Augusta, \$141.09M
- 12. BANGOR SAVINGS BANK, Bangor, \$131.04M
- 13. ASSOCIATED GROCERS OF MAINE, Gardiner, \$130.25M
- 14. CAMDEN NATIONAL CORPORATION, Camden, \$125.36M
- 15. MAINE EMPLOYERS' MUTUAL INSURANCE, Portland, \$119.4M
- 16. BARBER FOODS, Portland, \$106.35M
- 17. OAKHURST DAIRY, Portland, \$106M
- 18. RH FOSTER ENERGY, Hampden, \$104M*
- 19. REED & REED, Woolwich, \$100.02M
- 20. GREENPAGES, Kittery, \$100M
(TIE) MARDEN'S, Waterville, \$100M
- 21. WOODARD & CURRAN, Portland, \$98.73M
- 22. DIVERSIFIED COMMUNICATIONS, Portland, \$95.39M
- 23. HAMMOND LUMBER COMPANY, Belgrade, \$90M
(TIE) MELTON SALES & SERVICE, Milford, \$90M
(TIE) SARGENT CORPORATION, Stillwater, \$90M
- 24. ACADIA AUTO GROUP, Richmond, \$87.88M
- 25. HIGHLANDS FUEL DELIVERY, Brewer, \$81.49M
- 26. CLARK INSURANCE, Portland, \$70M
(TIE) TALMAGE SOLAR ENGINEERING, Arundel, \$70M
- 27. FABIAN OIL, Oakland, \$69.08M
- 28. LEE CHRYSLER PLYMOUTH, Westbrook, \$68.9M
- 29. FIRST BANCORP, Damariscotta, \$66.4M
- 30. JEROME GROUP, Augusta, \$65.9M
- 31. BILL DODGE AUTO GROUP, Westbrook, \$61.8M
- 32. BAR HARBOR BANKSHARES, Bar Harbor, \$58.6M
- 33. R. H. RENY, Newcastle, \$57.83M
- 34. MAINETODAY MEDIA, Portland, \$54.88M*
- 35. MAINE ENERGY RECOVERY COMPANY, Biddeford, \$52.26M

BEST SEATS IN THE HOUSE—Hussey Seating has benched the competition, transforming Gillette Stadium for the Patriots and American Airlines Arena for the Miami Heat.



- 36. PATRIOT MORTGAGE, Windham, \$50M
- 37. ROWE FORD SALES, Westbrook, \$48.31M
- 38. NORWAY SAVINGS BANK, Norway, \$47.95M
- 39. GEIGER CORPORATION, Lewiston, \$45.5M*
- 40. KEY PLAZA HOLDINGS, Winthrop, \$44.7M
- 41. POWERPAY, Portland, \$44M
- 42. STONEWALL KITCHEN, York, \$43.5M*
- 43. NORTHEAST BANCORP, Lewiston, \$43.41M
- 44. CREATIVE APPAREL ASSOCIATES, Belmont, \$42.97M
- 45. KENNEBUNK SAVINGS BANK, Kennebunk, \$42.25M
- 46. GORHAM SAVINGS BANK, Gorham, \$42.2M*
- 47. VIKING LUMBER, Belfast, \$42M
- 48. SACO & BIDDEFORD SAVINGS, Saco, \$41.7M
- 49. MARITIME ENERGY, Rockland, \$40.8M*
- 50. ANDROSCOGGIN BANCORP, Lewiston, \$40.62M
- 51. PINELAND FARMS POTATO COMPANY, Mars Hill, \$40.27M



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52. FREIGHTLINER OF MAINE, Bangor, \$40.19M
53. ELLSWORTH BUILDERS SUPPLY, Rockland, \$38.56M
54. AFFILIATED MATERIEL SERVICES, Bangor, \$37.46M
55. HARDWOOD PRODUCTS COMPANY, Guilford, \$35.39M
56. AUBURN MOTOR SALES, Auburn, \$35.19M
57. PATRIOT MUTUAL INSURANCE COMPANY, Brunswick, \$35M
(TIE) SHAW BROTHERS CONSTRUCTION, Gorham, \$35M
58. DEARBORN PRECISION TUBULAR, Fryeburg, \$34.8M
59. AFFILIATED HEALTHCARE SYSTEMS, Bangor, \$34.4M
60. KENNEBEC SAVINGS BANK, Augusta, \$34.33M
61. TEX-TECH INDUSTRIES, North Monmouth, \$34.3M*
62. EASTLAND SHOE CORPORATION, Freeport, \$33M
63. BUTLER BROTHER'S SUPPLY DIVISION, Lewiston, \$32.91M
64. JOHN LUCASTREE EXPERT COMPANY, Falmouth, \$32M
65. NICKERSON & O'DAY, Brewer, \$31.22M
66. PENLEY CORPORATION, West Paris, \$31.2M
67. ORTHOPAEDIC ASSOCIATES OF PORTLAND, Portland, \$30M
(TIE) CPM CONSTRUCTORS, Freeport, \$30M
(TIE) POTTLE'S TRANSPORTATION, Hermon, \$30M
(TIE) PORT HARBOR MARINE, South Portland, \$30M*
68. PM CONSTRUCTION COMPANY, Saco, \$29.99M
69. LINNEHAN LEASING, Ellsworth, \$29.73M
70. DOWN EAST TOYOTA BMW, Brewer, \$29.7M
71. DAIGLE & HOUGHTON, Fort Kent, \$29M
(TIE) HEWINS TRAVEL CONSULTANTS, Portland, \$29M
72. OUTSOURCE WORKS, Lewiston, \$28.8M
73. MEDICAL MUTUAL INSURANCE COMPANY OF MAINE, Portland, \$28.79M
74. MAGELLAN PETROLEUM CORPORATION, Portland, \$28.52M
75. MILLER DRUG, Bangor, \$28M
76. KATAHDIN TRUST COMPANY, Patten, \$27.09M
77. TSSD SERVICES, Oakland, \$26.83M
78. ELDRIDGE LUMBER & HARDWARE, York, \$26.69M
79. HUSSEY SEATING COMPANY, North Berwick, \$26.48M



Kim, diagnosed in 2000

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80. JOHNSON & JORDAN, Scarborough, \$26.21M
81. CCB, Westbrook, \$26.19M
82. NELSON & SMALL, Portland, \$26.12M
83. DENNIS BEVERAGE COMPANY, Bangor, \$26.1M
84. PLEASANT RIVER LUMBER COMPANY, Dover-Foxcroft, \$26M
85. NAPPI DISTRIBUTORS, Gorham, \$25.8M
86. CASCO BAY MOTORS, Yarmouth, \$25.67M
87. COUNTY SUPER SPUDS, Mars Hill, \$25M
(TIE) PHILIP E. MCPHAIL, Lincoln, \$25M
(TIE) MAINE WOOD TREATERS, Mechanic Falls, \$25M
88. DAVRIC MAINE CORPORATION, Scarborough, \$24.85M
89. PARIS FARMERS UNION, South Paris, \$24.8M
90. BATH SAVINGS INSTITUTION, Bath, \$24.68M
91. LABREE'S, Old Town, \$24.3M
92. JF2, Gardiner, \$24.25M
93. WOLFINGTON GROUP, Augusta, \$24.2M
94. GENERAL ALUM NEW ENGLAND CORPORATION, Searsport, \$23.92M
95. PENOBSCOT MCCRUM, Belfast, \$23.8M
96. DRACO, Brunswick, \$23.66M
97. WRIGHT-RYAN CONSTRUCTION, Portland, \$23.46M
98. SANFORD INSTITUTION FOR SAVINGS, Sanford, \$23.37M
99. SKOWHEGAN SAVINGS BANK, Skowhegan, \$23.27M
100. ALM COMPOSITE SYSTEMS, Scarborough, \$23M
(TIE) FIBER MATERIALS, Biddeford, \$23M
(TIE) J S MCCARTHY COMPANY, Augusta, \$23M ■

KEY TO THE NUMBERS

Companies must be for-profit and headquartered in Maine. All numbers were obtained by Dun & Bradstreet and represent 2010 gross revenues. (Revenue figures are the most up-to-date available and self-reported. Please contact D&B, not *Portland Magazine*, for error corrections.)

SYMBOL

*2009 number used; no data for 2010 available

NOTES

1. Public annual report lists fiscal year ending February 2011 net revenue at \$1.44B.

The following companies made the 2010 Maine 100™ list but were not included in 2011 due to incomplete information: Atwood Lobster Company, Charlie's Motor Mall, C.N. Brown, Everett J. Prescott, Gage Company, Redlon & Johnson, Hancock Lumber, J & S Oil, P A Intermed, Sheri-Key, Village Car, White Rock Distilleries.

For the online list, visit portlandmonthly.com/port-mag/2011/09/maine-100-extras.

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