Growing from Within – Maine’s Environmental Services Cluster

E2Tech Expo 2015 – What a Cluster! Workshop
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Patrick Coughlin
St. Germain Collins|Sentry EHS
• Environmental consulting and engineering
• 25 Employees and growing
• Maine company
  – Solid Waste, Manufacturing and Energy Sectors

• **Part of Environmental Services Cluster**
Env. Services Cluster Performance

Quadrant 1: Stars
Quadrant 2: Transitional
Quadrant 3: Divergent
Quadrant 4: Emerging Potential

Bubble size related to # of jobs

Job Growth

Location Quotient, 2012

St. Germain Collins
Environmental Services Cluster

- Environmental Testing & Analytical Services
- Wastewater Treatment
- Waste Management
- Remediation/Industrial Services
- **Environmental Consulting & Engineering**
  - Sentry EHS is an innovation from the cluster


St. Germain Collins
Sentry EHS

- EHS Task tracking
- Online database program
- Incorporates our team’s knowledge of EHS regulations
- Extension of consulting services
- www.sentryehs.com

Development

- 2010-2014 Built and expanded to meet client demand
- 2015 Major Upgrade:
  - SC Revenue/sweat
  - MTI Seed Grants
  - Cleantech Open mentoring
  - GSB LaunchPad Finalist
Successes

- 2.0 Launch 9/21
- Clients happy
- 250+ users
- 400+ locations
- 15 US States
- 8 new employees over the last 2 years