

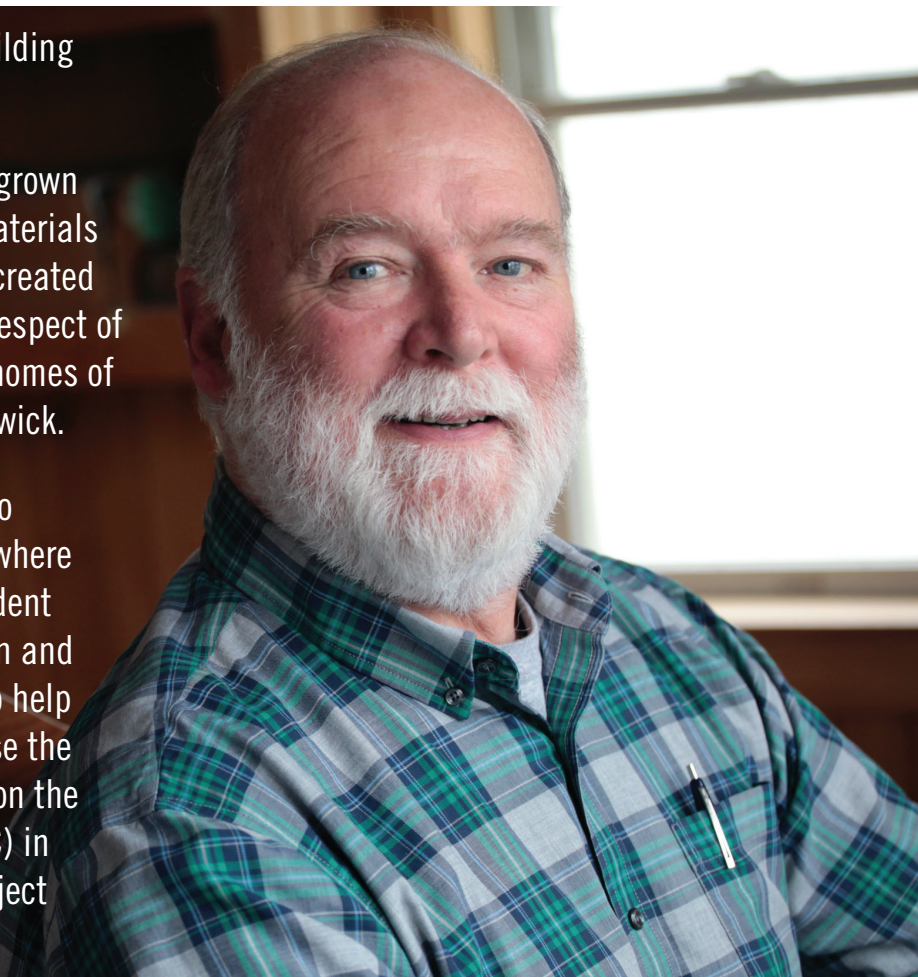
Your health. *Our future.* The Campaign for Coastal Health

David Flanagan Viking Lumber

Viking Lumber knows a thing or two about building what matters most to a community.

For 74 years, the family-owned company has grown to become the premier supplier of building materials in the Midcoast region. Along the way, it has created hundreds of good jobs, earned the trust and respect of its neighbors and supplied materials for the homes of thousands of families from Eastport to Brunswick.

Now, Viking Lumber has turned its attention to building a better hospital for the community where its owners were born and raised. Viking President David Flanagan and his sisters, Erin Flanagan and Maureen Flanagan, have made a major gift to help pay for a 40,000-square-foot building to house the family medicine and pediatrics departments on the campus of the Pen Bay Medical Center (PBMC) in Rockport. Construction on the \$16 million project is set to begin early this summer.



"I've been friends with the Flanagans for many years, and I know they probably don't want a lot of publicity surrounding this gift," says Ann W. Bresnahan, a former trustee of PBMC and current board member of the Pen Bay Waldo Healthcare Foundation. "It's just the way they are."

"But it's important that we thank the Flanagans for this and for quietly giving back to this community for decades. They are an example that should inspire the rest of us to give to this very important project."

David Flanagan said Viking's gift was inspired by the health of family, friends and neighbors. "I don't think there is anything else you can donate to that will have as large an impact on every individual in our community," he said. Flanagan serves on the board for Coastal Healthcare Alliance, which oversees Pen Bay Medical Center and Waldo County General Hospital.

He said the expansion of the PBMC campus will help the hospital keep pace with the growing population in the Midcoast area and the aging population statewide. U.S. Census figures show the population of Knox County continues to grow at a rate approaching 2.5 percent, even as most parts of Maine lose population.

"The hospital has done a terrific job recruiting more primary and specialized care physicians to meet this need," Flanagan said. He noted PBMC and WCGH combined have hired 43 new physicians in the past two years, with a focus on primary care and pediatrics. "Now we find that we don't have enough room for these new care providers. Adding a new building to the Pen Bay campus will address that."

And this isn't just about PBMC, Flanagan said. "It will help the communities served by Waldo County General Hospital,

too, because there will be all these specialists just down the road. This will improve healthcare across our coastal communities.”

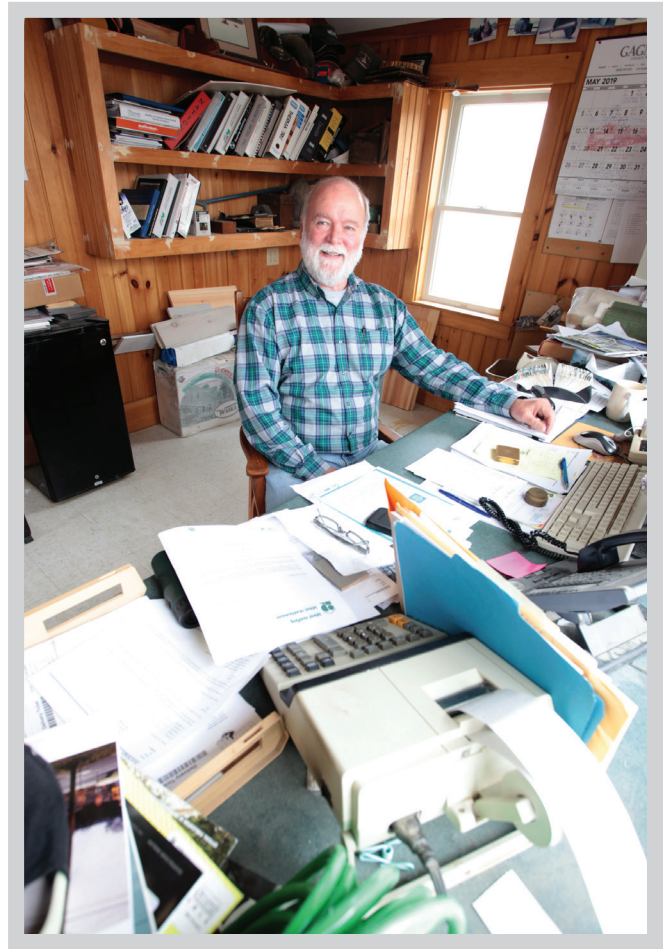
After discussing the facts and figures surrounding the expansion project, Flanagan returns to the theme of community. And why not. A community of friends, neighbors, employees and customers has figured prominently in the history of Viking Lumber.

Take for example a fire in 1987 that destroyed a just completed retail store at the Belfast location, claiming all the hardware, paint and supplies, along with the telephones, computers and office equipment. “After the fire, we couldn’t believe how many people showed up the next morning to help,” Flanagan said. “Employees and customers just pitched in and got us back on our feet. Because of that, we were able to open up for business the day after the fire.”

And take the financial crisis of 2008. While it would have been arguably a good business decision to lay off workers during the long recession that followed, Viking did not issue a single pink slip.

“Before the recession, our employees would come in early or stay late if we needed them,” Flanagan said. “They’d come in on their day off if we needed them. You do not walk away from that kind of loyalty. So, yes, we kept everyone on payroll.”

In that sense, Flanagan said, this gift to the Pen Bay Waldo Healthcare Foundation is, at its core, a gift from Vikings’ employees and customers. Employees like Ernie Saraiva, an outside salesperson who worked for Viking during those lean years, appreciates the sentiment. “In this day and age, when it seems like corporations are looking out only for profits, it’s nice to work for a company that looks out for its employees and its community,” he said.



Said Broo Temple, a relatively new hire at the Viking location on Route 1 in Lincolnville: “I appreciate that the company I work for cares about its employees and the places where we live. And I really appreciate the support for the hospital, knowing it will be there for me and my family if we need it.”

The commitment to employees and community started early for Viking Lumber. Judson Flanagan and his brother-in-law Gene Rich, opened Pine Tree Products in 1944 at the corner of Lincolnville Avenue and Miller Street in Belfast. They renamed the business Viking Inc. a year later.

At first, Viking produced barrel staves, pallets and box stock. In 1949 the company moved to Belmont Avenue, across from where the McDonald’s sits today. Here it operated as a dry kiln planer mill, wholesaling long lumber. It moved to its current location on Route 1 in Belfast in 1969.

In 1977, Jud asked his eldest son, David, to move home and join the Viking team. David took over the business in 1978 and was soon joined by his sisters, Erin and Maureen. Together they spent the next 35 years growing the business to nine locations stretching from Holden to Warren and counting 225 employees. “Our father led by example,” said Flanagan. “He impressed on us that you treat people the way you want to be treated.”

Jud also taught his children about the responsibility to give back to your community. “Dad would tell us that, unfortunately, there are always going to be people who have a difficult time and that you have to help them if you can.” Those early lessons led to years of support for hundreds of community groups from soup kitchens to the Girl Scouts to New Hope for Women.

Asked what he might say to others who are in a position to donate to the PBMC expansion project, Flanagan’s message was direct. “I think this is the best way to have the largest impact on every individual life in our community,” he said. “With your help, we can have state-of-the-art healthcare right here on the coast of Maine. Please support this campaign.”