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# **Brand Core**

# Introduction to the Brand Guidelines

MaineSpark is powered by a coalition of education and business leaders—schools and universities, nonprofits and foundations, government agencies and businesses, each with its own history and brand, and each with specific areas of expertise and concern. As a coalition, MaineSpark will best operate when everyone speaks in one voice about what the initiative is and why it's important. This guide outlines the verbal and visual standards central to the MaineSpark brand. Being consistent with our tone, language and style gives us the greatest chance to change hearts and minds and get the public and the key players on board with our mission and our goal.

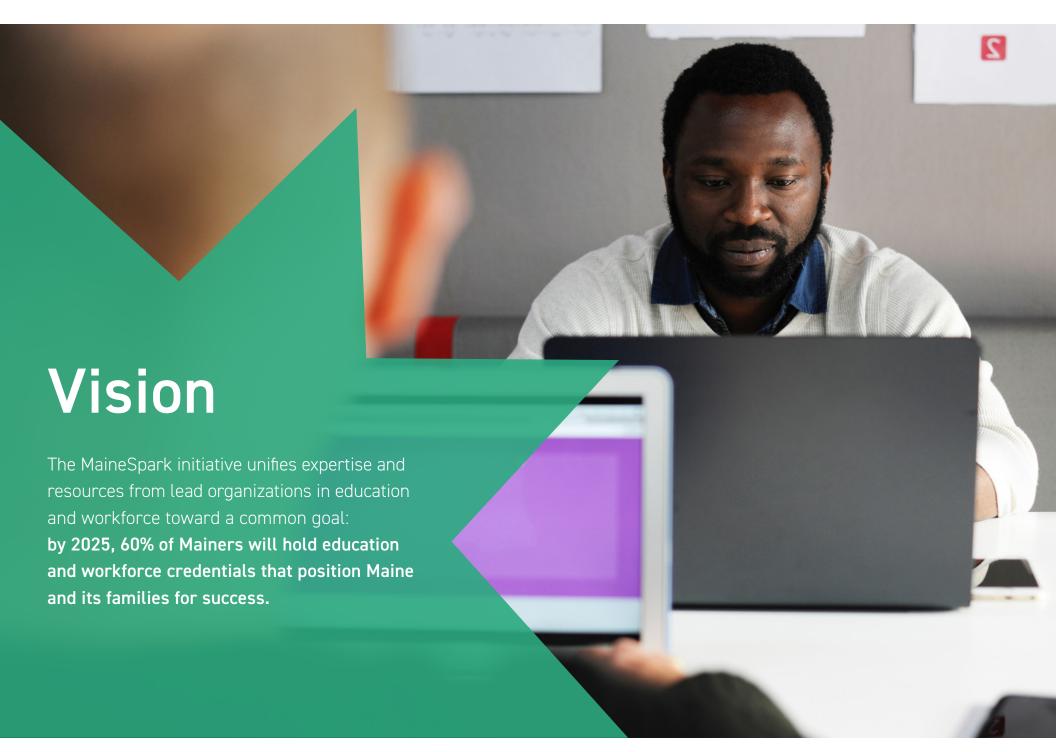


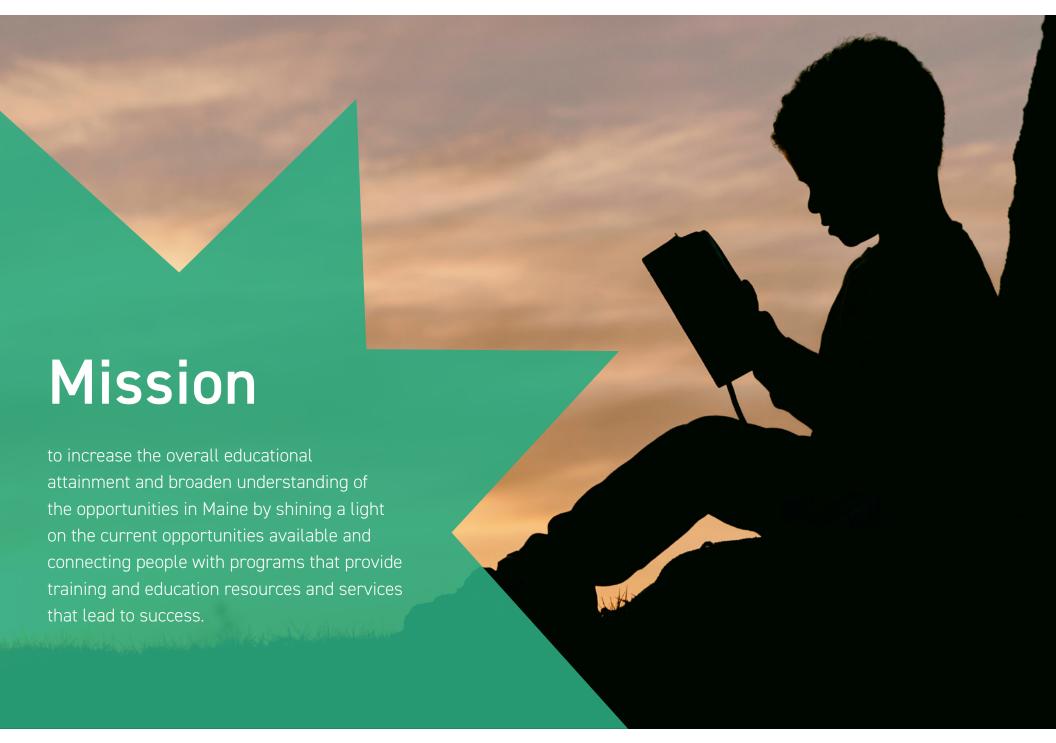
# What is MaineSpark?

MaineSpark is a 10-year commitment from Maine's most influential education and business leaders to work together to ensure that Maine's workforce is productive and competitive. MaineSpark agencies connect people with the education, training, jobs, programs and resources needed to thrive in Maine's robust and changing economy. MaineSpark is powered by a coalition of organizations—schools and universities, nonprofits and foundations, government agencies and businesses—with a common goal: by 2025, 60% of Mainers will hold education and workforce credentials that position Maine and its families for success.

MaineSpark's coalition members offer a wide range of services and resources aligned with the goals of its four tracks: **Strong Foundations** (focusing on children from birth through Sixth Grade), **Future Success** (focusing on students from Sixth Grade through post-secondary education), **Adult Promise** (focusing on those returning to complete degrees or change careers) and **New Opportunities** (focusing on professionals looking to move or begin new careers in Maine).







# Declaration of Principles

The MaineSpark coalition believes:

- that Maine offers excellent opportunities and a high quality of life for its people.
- that Mainers help themselves and their families to a better future by completing the education and training that positions them for fulfilling and well-paying careers in a highly skilled workforce.
- that the success of the state lies with the success of individual Mainers, and that our economy will only thrive and grow when more of us enjoy economic security and job satisfaction.
- that there are important turning points throughout life that can lead to great careers,
   beginning in early childhood with education and savings plans and continuing as we grow with preparedness, skills, opportunities and resources in schooling and training.
- that there are many pathways to success and many kinds of good jobs: professional certificates, trade credentials, technical certifications and college degrees are all valuable in filling industry demands.
- that the state and its people are best served when experts and leaders from across the education and workforce fields join forces to coordinate efforts and resources.

# **Brand Voice**

# Personality

Maintain a consistent voice and tone across the MaineSpark brand via the following communication guidelines:

## We Emphasize Dignity

MaineSpark's audience are Mainers, and the character of our citizenry is proud, independent and hard-working. Mainers may not see themselves as needing or wanting assistance. MaineSpark isn't here to help people—it's here so that people can help themselves.

## We Emphasize Access

In many cases, MaineSpark's coalition members have already been offering programs, resources and services for years. The MaineSpark initiative is about empowering people to access those offerings through knowledge, information, coordination and ease of use.

# We Emphasize the Relationship between the Individual and the Whole

MaineSpark will reach its goal of moving the needle from 42% to 60% credentialed Mainers by connecting individuals to services and programs. If we reach the goal, it will be because individuals—families, adults, children—have figured out new ways to achieve and thrive via the educational, training and job opportunities available in Maine. Added together, all of those individual achievements will create a better functioning and more prosperous state for all of us.

## We Emphasize Opportunity

There's a common misperception that Maine is a place where you can't find work, where there is a lack of options. One of MaineSpark's missions is to change this story: to show that, in fact, Maine is a great place to live and work, because we have a surplus of good-quality employment and the resources needed to secure those jobs.

# Tagline / Call-to-Actions System

# Global Tagline

Connect to your future.

# **Goal Tagline**

60% by 2025

## Call-to-Action

Connect with MaineSpark today to connect to your future.

# Track Name Taglines

- 1. Spark Strong Foundations. Connect to your future.
- 2. Spark Future Success. Connect to your future.
- 3. Spark Adult Promise. Connect to your future.
- 4. Spark New Opportunities. Connect to your future.

# Positioning Language

## Longest (200 words)

Maine has jobs—excellent jobs in growing industries. And Maine has workers—hard workers with dreams to fulfill. All we need to do is match the workers with the education and training for the jobs available.

That's where MaineSpark comes in.

MaineSpark is a 10-year commitment from Maine's most influential education and business leaders to work together to ensure that Maine's workforce is productive and competitive. MaineSpark agencies connect people with the education, training, jobs, programs and resources needed to thrive in Maine's robust and changing economy. MaineSpark is powered by a coalition of organizations—schools and universities, nonprofits and foundations, government agencies and businesses—with a common goal:

by 2025, 60% of Mainers will hold the credentials that position Maine and its families for success.

MaineSpark connects people in every stage of life, from every economic and educational background, and from every corner of the state and beyond with member organizations that provide support and services. Whether you are preparing a child for a bright future, getting ready to begin or complete a degree or credential, looking to switch careers, or considering a move to Maine, MaineSpark will connect you to a network of valuable resources.

Connect with MaineSpark today to connect to your future.

# Positioning Language

# Longer (100 words)

MaineSpark is an initiative that connects people with the resources needed to thrive in Maine's economy. Powered by a coalition of education and workforce organizations, MaineSpark has a common goal: by 2025, 60% of Mainers will hold the credentials that position Maine and its families for success.

MaineSpark connects people with member agencies that provide support and services. Whether you are preparing a child for a bright future, getting ready to begin or complete a degree or credential, looking to switch careers, or considering a move to Maine, MaineSpark will connect you to a network of valuable resources.

## Standard (50 words)

MaineSpark is an initiative that connects people with the resources needed to thrive in Maine's changing economy. MaineSpark is powered by a coalition of education and workforce organizations with a common goal: by 2025, 60% of Mainers will hold the credentials that position Maine and its families for success.

## Shorter (25 words)

MaineSpark is powered by an education and workforce coalition with a common goal: by 2025, 60% of Mainers will be credentialed and positioned for success.

# Talking Points

# What is MaineSpark?

MaineSpark is a 10-year commitment from Maine's most influential education and business leaders to work together to ensure that Maine's workforce is productive and competitive. MaineSpark agencies connect people with the education, training, jobs, programs and resources needed to thrive in Maine's robust and changing economy.

## Why does MaineSpark exist?

Recognizing an urgent need to align existing resources that offer solutions for the education and workforce challenges facing the state of Maine, a coalition of leaders, institutions and organizations unified around this common goal and the MaineSpark initiative was launched.

## What is MaineSpark's goal?

MaineSpark is powered by an education and workforce coalition with a common goal: by 2025, 60% of Mainers will hold education and workforce credentials that position Maine and its families for success.

In 2017, 42% of Mainers hold such credentials, and it's estimated that there will be over 15,000 job vacancies that skilled workers must fill in 2018, and that this number will continue to rise as a high percentage of Maine's population continues to age out of the workforce.

# Who's behind MaineSpark?

MaineSpark is powered by a coalition of organizations—schools and universities, nonprofits and foundations, government agencies and businesses—that have joined forces to connect Mainers with the services that support them on a path to success.

# Talking Points

## Who is MaineSpark for?

MaineSpark connects people in every stage of life, from every economic and educational background, and from every corner of the state and beyond who are pursuing their goals in this great state with member organizations that provide support and services. Whether you are preparing a child for a bright future, getting ready to begin or complete a degree or credential, looking to switch careers, or considering a move to Maine, MaineSpark will connect you to a network of valuable resources.

## Why is MaineSpark important?

Maine has jobs—excellent jobs in growing industries. And Maine has workers—hard workers with dreams to fulfill. By joining forces, MaineSpark's team of organizations and services can best serve Mainers who are aspiring to gain access to the skills, knowledge and information needed to land the jobs they want.

# What are some of the services and resources that MaineSpark's coalition offers?

MaineSpark's coalition members offer a wide range of services and resources, including specialized training programs customized to suit the needs of the industry and place people in growing fields; learning kits on going back to school; searchable job directories; and scholarships for college savings plans and degree completion.

# How will MaineSpark reach the goal of 60% of Mainers holding credentials by 2025?

MaineSpark will achieve the goal of 60% of Mainers credentialed for jobs in Maine's economy by 2025 by aligning the coalition member's existing programs, resources and expertise and making them more accessible and known to all.

Logo

4-Color

4-Color with tagline





#### Identity

The MaineSpark logo is an instantly recognizable expression of the brand. The logo has a modern, accessible feel through its distinctive sans-serif, all lower-case typeface. The words "maine" and "spark" are joined together to coin a memorable new term, with no space in between. The name of the state is set in a contemporary blue that echoes the cool colors of the star formation around the final k; the greens and blues are reminders of Maine's signature forests and coast. The customized p and the star formation indicate movement, energy and hope. Each point of the star is representative of one of the four tracks that makes up MaineSpark.

#### Tagline Lockup

When space allows, and additional messaging is helpful, the logo can appear with the primary tagline "Connect to your future," which can also be locked up with individual track name logos.

Black 1-Color





4-Color Reverse



Full Reverse



#### Logo Variations

The MaineSpark logo can be used in a wide variety of applications. When necessary for one-color printing, the one-color logo keeps the name, star formation and tagline all in black or all in the signature blue color. The 4-Color Reverse logo is perfect for banners and other high-contrast usages.

#### Usage

To download our complete logo set, click here.









#### Legibility & Maintaining Contrast

The alternate one-color logos should only be used on colors dark enough to clearly feature the white.

Track 1





**Strong Foundations** 

Track 2





Track 3





**Adult Promise** 

Track 4





**New Opportunities** 

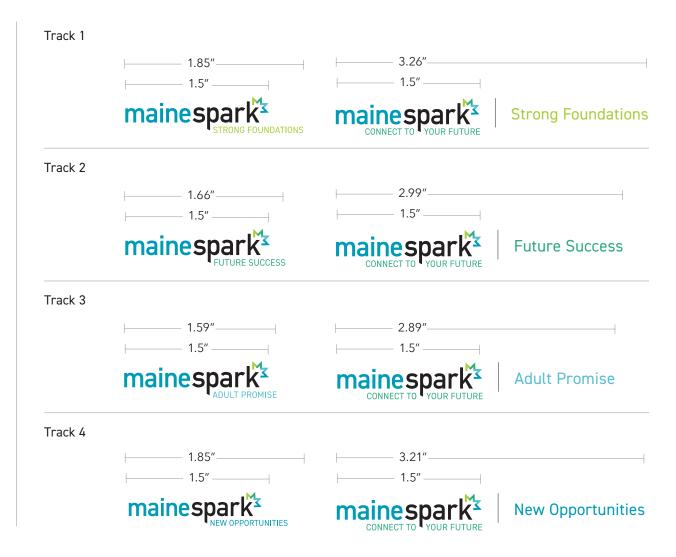
#### Track Applications Lockup

When using the primary logo in conjunction with a track name, the track name should appear in the associated point color within the star formation (e.g., Strong Foundations = the light green first point color, etc.), and nestled at the bottom of the logo in front of the p as shown, so that the track name juts out boldly in front of the star in all caps.

#### Tagline & Track Applications Lockup

When using the primary logo with tagline lockup in conjunction with a track name, a thin and straight vertical line in between the logo and track name indicates a connection and sub-heading. The track name should appear in the associated point color within the star formation (e.g. Strong Foundations = the first point color, etc.), with the first letter of the track name in capital letters and the rest in lower case.

# Primary 1.5" mainespark Primary Tagline Lockup 1.5" mainespark connect to Vour Future



#### Minimum Sizing

The logo should not be used less than 1.5" inch wide. Using the logo too small reduces the legibility of the type.

#### Primary



#### Primary Tagline Lockup



#### Track 1





#### Track 2





#### Track 3





#### Track 4



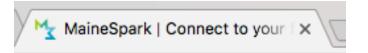


#### The Exclusion Zone

The exclusion zone is an area that should be kept free of other objects and typography. This white space gives the logo the appropriate room to "breathe." In this case, the height of the "m" is used to determine the exclusion zone. This helps maintain legibility by maximizing the visual presence of the logo.

#### Favicon





#### Favicon

The favicon is the "spark" element of the logo. On its own, the favicon can be used as the profile image for social media accounts and the like when space is not available for the full sized logo.



For 1-color treatments the logo should primarily appear in the "MaineSpark" dark blue. In certain use cases, it can appear in all-black on white backgrounds or all white on black backgrounds when necessary.



Do not move the spark graphics, or stack the logo.



The 4-color logo should never appear on a background that does not provide enough contrast.



Do not stretch or alter the logo



Do not add a drop shadow to the logo.



Never show the incomplete "MaineSpark" wordmark.



Do not change the color of the sparks from four colors to one color.

Visual System

Primary	CMYK	RGB	HEX	SPOT
	40, 0, 100, 0	165, 205, 57	A5CD39	Pantone 382 U
	70, 0, 60, 10	56, 169, 128	38A980	Pantone 374 U
	60, 5, 15, 0	89, 188, 209	59BCD1	Pantone 638 U
	80, 5, 15, 15	0, 154, 182	009AB6	Pantone 633 U
	0, 0, 0, 100	35, 31, 32	231f20	Pantone Black 6 U

#### Color Usage

The MaineSpark logo should be used in BLACK when printing on lightly colored backgrounds and WHITE reverse should be used when printing on dark colored backgrounds. Using the logo in any other color should be done so selectively as not to negatively effect the brand presentation. For specific color use or other questions, please contact Pica (207-338-1740) for additional consultation.

Track 1: Associated Color CMYK RGB HEX SPOT







Strong Foundations

Track 2: Associated Color CMYK RGB HEX SPOT



70, 0, 60, 10 56, 169, 128 38A980 Pantone 374 U





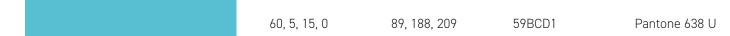
Future Success

#### **Associated Track Colors**

Track names should appear in the associated point color within the star formation (e.g. Strong Foundations = the first point color, etc.).

#### Visual System | Associated Track Colors

Track 3: Associated Color CMYK RGB HEX SPOT







**Adult Promise** 

Track 4: Associated Color CMYK RGB HEX SPOT



80, 5, 15, 15 0, 154, 182 009AB6 Pantone 633 U





**New Opportunities** 

#### Associated Track Colors

Track names should appear in the associated point color within the star formation (e.g. Strong Foundations = the first point color, etc.).

# DIN 2014 Light

# DIN 2014 Demi DIN 2014 Light

# Headlines can look like this

## Subheads can look like this

Body copy can look like this. Lorem ipsum dolor sit amet con sectetur adipisicing elit sed do eiusmod tempor incididunt demie ut labore et dolore magna aliqua. Ut enim ad minim veniam quis nostrud etre exercitation ullamco laboris nisi ut aliquip ex ea commodo cons.

#### Headlines, Subheads and Body Copy

Our headline font and subhead font is always DIN 2014 Light or DIN 2014 Demi. The weight will vary based on the appropriate hierarchy. For body copy, use DIN 2014 Light.

#### System Font Substitution

When DIN 2014 and Futura are not available, use Arial as a system font alternative (as shown below). Use bold for headlines and regular subheads and body copy.

## Headlines can look like this

#### Subheads can look like this

Body copy can look like this. Lorem ipsum dolor sit amet con sectetur adipisicing elit sed do eiusmod tempor incididunt demie ut labore et dolore magna aliqua.

**Usage & Application** 

#### Example 1





Educate Maine is a proud member of the MaineSpark coalition | 60% by 2025





New Ventures Maine is a proud member of MaineSpark's Adult Promise track | 60% by 2025





#### Member Logo + Primary Logo Lockup

Use the member language and grid above when pairing a member logo with the MaineSpark primary logo. If the member logo becomes illegible when scaled to the same height as the MaineSpark primary logo, then the grid may be broken. The letter "m" must always be used to distinguish the exclusion zone and the placement of the member logo in relation to MaineSpark's primary logo.

#### Member Logo + Track Logo Lockup

Use the member language and grid above when pairing a member logo with their designated MaineSpark track logo. If the member logo becomes illegible when scaled to the same height as the MaineSpark track logo, then the grid may be broken. The letter "m" must always be used to distinguish the exclusion zone and the placement of the member logo in relation to their designated MaineSpark track logo.

#### Example 2



Live & Work in Maine is a proud member of the MaineSpark coalition | 60% by 2025



Live & Work in Maine is a proud member of MaineSpark's Adult Promise track | 60% by 2025



Live & Work in Maine is a proud member of the MaineSpark coalition | 60% by 2025



Live & Work in Maine is a proud member of MaineSpark's Adult Promise track | 60% by 2025

#### Member Logo + Primary Logo Lockup

Use the member language and grid above when pairing a member logo with the MaineSpark primary logo. If the member logo becomes illegible when scaled to the same height as the MaineSpark primary logo then the grid may be broken. The letter "m" must always be used to distinguish the exclusion zone and the placement of the member logo in relation to MaineSpark's primary logo.

#### Member Logo + Track Logo Lockup

Use the member language and grid above when pairing a member logo with their designated MaineSpark track logo. If the member logo becomes illegible when scaled to the same height as the MaineSpark track logo then the grid may be broken. The letter "m" must always be used to distinguish the exclusion zone and the placement of the member logo in relation to their designated MaineSpark track logo.

Example: Member Rack Card

Educate Maine is a proud member of the MaineSpark coalition and its Future Success track. Educate Maine aligns with the 60% by 2025 goal by offering the following resources:

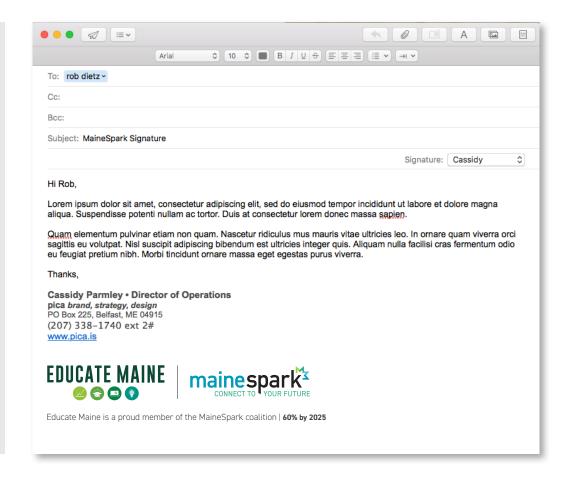
- annual indicator reports and policy briefs that help shape Maine's strategies education
- the Maine Teacher of the Year program, which brings public awareness to the importance of excellent classroom instruction for student success
- Project>Login, with a range of programs to encourage training and education in IT fields
- multiple ways of connecting individual business leaders with students in local schools





Educate Maine is a proud member of the MaineSpark coalition | 60% by 2025

Example: Member e-mail signature



#### Sample Fact Sheet

# 60% by 2025

#### Coalition Members

Steering Committee
Allerd Schollachia
Allerd Schollachia
Allerd Schollachia
Allerd Schollachia
Bath Iran Wees
Copatal Enterprises Inc.
Educate Manie
Finance Authority of Manie
Finance Authority of Manie
Finance Authority of Manie
Husson University
John T. Gorman Foundation
Leman Foundation
Leman Foundation
Manie Commission College
System
Manie Municipal Association
Manie Municipal Association
Manie Perket Localization
Partities
Partities
Partities
Manie Schollachia
Partities
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University of Maine System University of New England Strong Foundations Altond Scholarship Foundation Educare Maine Children's Alliance Maine Department of Education Maine Early Learning Investment Group Ready Nation/Council for Ready Nation/Council for

a Strong America United Way of Greater Portland

Maine State Worldonce Board

MELMAC Education Foundation New Ventures Maine

Thomas College

To connect with MaineSpark, or to sign up for updates and news, go to: MaineSpark.me



#### What is MaineSpark?

MaineSpark is a 10-year commitment from Maine's most influential education and business teaders to work together to ensure that Maine's workforce is productive and competitive. MaineSpark organizations connect people with the education, training, jobs, programs and resources needed to thrive in Maine's robust and changing economy. MaineSpark is powered by a coalition of organizations—schools and universities, nonprofits and foundations, government agencies and businesses—with a common goat by 2025, 60% of Mainers will hold education and workforce credentials that position Maine and its families for surcess.

MaineSpark comprises four tracks, each offering and supporting programs and services for Mainers at all stages of life to reach their education and career goals.

#### Who is MaineSpark for?

MaineSpark links people in every stage of life, from every economic and educational background, and from every corner of the state and beyond who are pursuing their goals in this great state with member organizations that provide support and services. Whether you are preparing a child for a bright future, getting ready to start work toward or complete a degree or credential, looking to switch careers, or considering a move to Maine, MaineSpark can connect you to a network of beneficial resources.

#### Why is MaineSpark important?

Maine has jobs—excellent jobs in growing industries. And Maine has workers—hard workers with dreams to fulfill. By working together, MaineSpark's team of organizations and services will best serve Mainers who are aspiring to gain access to the skills, knowledge and information needed to land the jobs they want.

MaineSpark's mission: to shed light on the current employee/employer mismatch; to close the gap between worker skills and industry needs by connecting people with programs that provide training and education resources and services, to increase the overall educational attainment of Maine's people, and to broaden the understanding that Maine is a state full of opportunities and a great place to live and work. Press Contact Ed Cervone connect@MaineSpark.me

#### Coalition Members

Future Success
Clanthro
Destination Occupation
Educase Maine
Finance Authority of Maine
GEAR UP
Island Institute
Jobs for Maine's Graduates
Lerner Foundation
Maine Adult Education
Maine Adult Educat

Maine Comments Executives
Maine Community College
System
Maine Department of
Education
Maine Development Foundation
Maine Education Opportunity

Center
Maine Principals' Association
Maine School Management
Association
Maine State Chamber of

Maine's Career & Technical Education System MaineCAN MELMAC Education Foundation New Ventures Maine University of Maine System

Educate Maine Finance Authority of Maine Goodwill Northern New England Husson University John T. Gorman Foundation Maine Adult Education Maine Community College

System
Maine Community Foundation
Maine Development Foundation
Maine Department of Labor
New Ventures Maine
University of Maine System

New Opportunities Live and Work in Maine Protect/Login (Educate Maine)

To connect with MaineSpark, or to sign up for updates and news, go to: MaineSpark.me



#### Tracks

MaineSparK's coalition members offer and support a wide range of services and resources aligned with the goals of its four tracks. Below are some highlights of the innovative programs offered through its coalition members.



Strong Foundations, for children from birth through Sixth Grade

Strong Foundations wants all Maine's children to begin life with good educational opportunities and plenty of hope. MaineSpark can connect children to their futures through programs like the Harold Alfond College Challenge, which gives every Maine baby a \$500 start toward higher education costs, and Educare, a state of the art early learning facility for low-income children in Gentral Maine.



Future Success, for students from Sixth Grade through post-secondary education

Future Success prepares Maine's youth for college, trainings and career options so they are ready to faunch successful adult tives. MaineSpark can connect young people to their futures through programs like. Md's Drop Out Recovery program, which counsels youth back into quality jobs and post-secondary enrollment, and the Island Institute's Island Fellows Program, which places recent college graduates in professional positions in Maine's year-round island communities.



Adult Promise, for those returning to complete degrees or change careers

Adult Promise offers information, support and resources for those looking to start or finish a degree or certificate, change careers or learn a new trade or skill. MaineSpark can connect Mainers to their futures through programs like the Finance Authority of Maine Lifetime Learning Rit, providing tools that adults need to get ready (and pay) for education beyond high school, and through the University of Maine System's Adult Degree Completion Scholarship.



New Opportunities, for professionals looking to move or begin new careers in Maine

New Opportunities supports graduates of Maine colleges and other programs who would like to stay and build their careers here, and professionats tooking to begin a new chapter of life in Maine. MaineSpark can connect new and potential residents with the resources they need to thrive through programs like Live + Work in Maine's interactive job board, and the Opportunity Maine Tax Credit student toan reimbursement for college graduates.





#### Identity

Use the banner above as a design reference in the case of creating a new banner. Please use professional photography that is representative of the initiative as a whole, or of a specific track's age demographic. For help with layout design or sourcing images please contact pica at 207.338.1740 or info@pica.is





#### Identity

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Connect to your future.