

# MAINE INTERNATIONAL TRADE CENTER PRESENTS



MAINE INTERNATIONAL  
**TRADE** mitc **DAY**

## Maine's Future in the Global Bioeconomy

May 23 & 24, 2019 • Holiday Inn by the Bay, Portland

### EVENT SCHEDULE AT A GLANCE

#### THURSDAY, MAY 23

5:00 pm – 7:00 pm Opening Reception

#### FRIDAY, MAY 24

8:00 am – 8:30 am Registration/Continental Breakfast

8:30 am – 9:30 am Welcome & Keynote Presentation

9:30 am – 10:45 am Panel Discussion

11:00 am – 12:00 pm Networking Session (featuring Innovation Pavilion and New Product Global Showcase)

12:00 pm – 2:30 pm Annual Awards Luncheon

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## PRESIDENT'S LETTER



Friends,

When our team chose the theme for Trade Day 2019, we wanted something that was future focused and leveraged the unique connections that we've made over the years. We needed to look no further than the work Dana Eidsness has been doing with the Maine North Atlantic Development Office (MENADO). The Nordic countries are global leaders in developing new products from bio-based renewable resources like wood, seaweed, and fisheries waste.

We are incredibly honored to welcome our keynote speaker Jaana Husu-Kallio, Finland's Permanent Secretary of Agriculture and Forestry, who will share her insights and lessons on how Finland transformed its forest sector from traditional uses to advanced technologies. Our panel of experts with representatives from the Nordic region will go deeper into discussion of value-added products, innovation, and vision for future success. Be sure to visit the Innovation Pavilion and New Product Showcase to meet Maine entrepreneurs and researchers who are exploring and developing bio-based products and solutions. Last, but certainly not least, we will celebrate an incredible group of companies and individuals receiving awards this year – from advanced textiles to lobster and education to forest products. Their stories are compelling and inspiring.

For almost two centuries, Maine people have had strong ties to the forest and sea. Both are part of our heritage and our future, as key drivers in the rapidly emerging global bio-based economy. Thank you for joining us today and being a part of it!

All the best,

Wade Merritt, President, Maine International Trade Center and State Director of International Trade



## Passport Prize Drawing

Enjoy an overnight stay for two at the Portland Harbor Hotel, Portland's Four-Diamond luxury, boutique hotel and dine at Diamond's Edge Restaurant & Marina, located on Great Diamond Island. Complimentary parking at Portland Harbor Hotel (located in Portland's Old Port), round trip transportation to and from Diamond Cove on the Casco Bay Lines, and breakfast are also included in your stay. As Diamond's Edge Restaurant is seasonal, this is valid from June 1- September 30, 2019, based on availability.

To enter the prize drawing, collect 10 stamps (at least 1 each from the Innovation Pavilion, New Product Showcase, and Sponsor exhibitors) on your passport. We'll be handing out passports as you enter the Networking Session. You'll receive one stamp from each exhibitor that you visit. The winner will be announced during the awards luncheon.

# AGENDA

## THURSDAY, MAY 23

5:00 – 7:00 **Opening Reception** [Casco Bay Hall \(Lower Level\)](#)  
(Special performance by *The Pihcintu Multicultural Chorus*)

## FRIDAY, MAY 24

8:00 – 8:30 **Registration/Continental Breakfast**

8:30 – 8:50 **Welcome Address** [State of Maine Ballroom](#)  
*Angus S. King, Jr., U.S. Senator, State of Maine (invited)*  
*Wade Merritt, President, Maine International Trade Center  
and State Director of International Trade*

8:50 – 9:30 **Keynote Presentation** [State of Maine Ballroom](#)  
*Jaana Husu-Kallio, Permanent Secretary, Ministry of Agriculture  
and Forestry, Finland*

9:30 – 10:45 **Panel Discussion** [State of Maine Ballroom](#)  
**Moderator:**  
*Charlotte Mace, Director, Office of Business Development,  
Maine Department of Economic and Community Development*

**Panelists:**  
Donna Cassese, Consultant Government Affairs, Sappi North America  
Øyvind Fylling-Jensen, Managing Director, Nofima  
Olavur Gregersen, Co-Founder and Managing Director, Ocean Rainforest  
John Kettle, Director, Customer Solutions and International Relations,  
Natural Resources Institute Finland (Luke)  
Petri Sirvio, Global Director Incubation, Business Development, Stora Enso

11:00 – 12:00 **Networking Session featuring Innovation Pavilion and New Product Showcase**  
[Casco Bay Hall \(Lower Level\)](#)

12:00 – 2:30 **Awards Luncheon** [State of Maine Ballroom](#)  
*Janet T. Mills, Governor, State of Maine (invited)*

Exporter of the Year – **Auburn Manufacturing, Inc.**  
Foreign Direct Investor of the Year – **ND Paper/Nine Dragons Paper Holdings**  
Innovator of the Year – **Luke's Lobster Seafood Company**  
Service Provider of the Year – **Thornton Academy**  
President's Awards – **Charlie Emmons, Finance Authority of Maine and Michael Stone, Stone & Associates**  
Future Global Leader Award – **Apryl King**



## WELCOME ADDRESS



### **Janet T. Mills, Governor, State of Maine**

Janet Trafton Mills was sworn in as the 75th Governor of Maine on Wednesday, January 2, 2019. As governor, she is fighting to see that every Maine person has affordable, high-quality health care, that Maine has a strong economy with good-paying jobs in every part of the state, that every Maine child has access to a world-class education, and that Maine is a place where families can put down roots and raise their kids.

Janet was born and raised in Farmington, Maine, where she still proudly lives today. The granddaughter of Aroostook County potato farmers and the daughter of a long-time high school English teacher and the U.S. Attorney for Maine, Janet learned the value of hard-work at an early age, venturing out early every morning to deliver newspapers along her route and serving meals in the evening at the local diner. She graduated from Mt. Blue High School in Farmington, the University of Massachusetts at Boston, and the University of Maine School of Law.

Janet first entered public service as an Assistant Attorney General, where she prosecuted homicides and other major crimes. After a few years, she was elected District Attorney for Androscoggin, Franklin and Oxford Counties, making her the first woman to be elected as a DA in New England.

Prior to becoming governor, Janet served as the Attorney General of Maine – the first and only woman to hold the job. As Attorney General, Janet made it her mission to stand up to those who have tried to exploit Maine people – from fighting dishonest mortgage lending companies to help keep Maine people in their homes, to fighting big Pharma for their role in creating the opioid crisis and then using that money to purchase overdose-reversal kits that have saved more than 500 lives, to fighting to protect health care coverage for young adults.

Governor Mills is the first woman governor of Maine. In her historic victory, she earned more votes than any governor in state history and is first governor since 1966 to win a majority of the vote for her first term.

## KEYNOTE ADDRESS

### **Jaana Husu-Kallio, Permanent Secretary, Ministry of Agriculture and Forestry, Finland**

Finland – where private citizens own over 60% of the country's forests – is called the most sustainable forest bioeconomy in the world. Every fifth Finn owns forest area or has forest owners in his/her family, and 1/5 of Finnish exports come from the forest-based bioeconomy. Yet the growth of the bioeconomy in Finland is a relatively new accomplishment.

As recently as 2011, Finland's forest industry was suffering from the long-term decline in global demand for paper. In the spring of 2015, the largest forest sector investment in Finland was confirmed when Metsä Group decided to build a bioproduct mill in Äänekoski. Several smaller investments followed, increasing the use of domestic logs, pulpwood, and energy wood at a record high level. These investments created a dynamic cluster for innovation and manufacturing of bio-based products using wood by-products for everything from textiles to fuels to food additives and medical products.

Since February 2012, Dr. Jaana Husu-Kallio has served as the Permanent Secretary of the Ministry of Agriculture and Forestry of Finland and was reappointed to the position last year through 2024. Dr. Husu-Kallio was instrumental in guiding the policy changes and stakeholder engagement that led to the country's re-engineering of its struggling forest sector to a thriving bioeconomy. She will join us to tell the story of what it took to make this transition from traditional pulp, paper, and wood manufacturing to a world-leading bioeconomy focused on full-resource utilization and the development of innovative, high-value, and sustainable products.

Dr. Husu-Kallio graduated as a veterinarian from the University of Helsinki (1984), obtained a PhD in veterinary microbiology in 1990 and a specialization degree in infectious animal diseases in 1992 from the same university. She has been a member of the Royal Swedish Academy of Agriculture and Forestry since 2004 and received a Doctor Honoris Causa from the Faculty of Agriculture and Forestry of the University of Helsinki in 2008.



## EXPERT PANEL



### MODERATOR

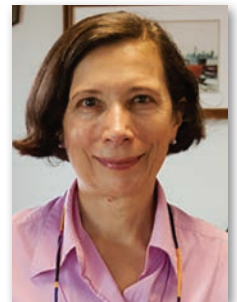
#### **Charlotte Mace, Director, Office of Business Development, Maine Department of Economic and Community Development**

Charlotte Mace recently joined Maine Department of Economic and Community Development as Director, Office of Business Development. Previously, she was the Executive Director of Biobased Maine, a mission driven and industry-led trade association advancing Maine's bioeconomy. The organization's mission is to encourage the use of renewable resources from forest, farm, and sea to create good jobs manufacturing the next generation of sustainable and high-value bio-based products the world is demanding. Her work helped attract investment to the State by marketing Maine's assets to the global biobased industry and matchmaking between investors, technology companies, and local facility owners. Charlotte has been a leading participant in the Forest Opportunity Roadmap (FOR)/Maine efforts, helping to chart a future course for Maine's forest industry.

In 2016, Charlotte was named to MaineBiz's NEXT List for changing Maine's economy for the better. In 2018, Charlotte was awarded the Maine Development Foundation's Champion for Economic Development for Innovation award for her work to change the conversation about Maine's natural-resource based economy. Charlotte holds a Bachelor's degree in Biochemistry from Bowdoin College and a Master's in Business Administration from the University of Southern Maine with a concentration in Sustainable Business.

#### **Donna Cassese, Consultant Government Affairs, Sappi North America**

Donna Cassese graduated from the University of Maine in Orono with a B.S. in Forest Management and worked for Sappi for over 40 years. She has had diverse roles within forestry, operations, and manufacturing. After nearly 15 years as a forester in both Maine and Alabama, she transitioned into managerial roles in the Woodyard, Waste Treatment, Pulp Sales, and Human Resources at the Somerset Mill in Skowhegan, Maine. Following these roles, Donna held the position of Plant Manager at Sappi's Allentown, Pennsylvania converting facility and then transitioned into the Supply Chain group at the Somerset Mill. In 2006, she became the Director of Inside Sales for Sappi's North American operations. In 2008, Donna assumed responsibility for the Westbrook Mill as Managing Director. In 2014, she returned to forestry as the Director of Wood Supply Strategy with responsibility for developing and implementing wood supply strategy for Sappi's mills in Maine and Minnesota. After retiring in 2018, she now works as a consultant for Sappi leading government relations work in Maine. Donna has served as Chairman of the Board of Directors for Maine Technology Institute, President of Maine Pulp & Paper Association, and on the Executive Committee for Maine Forest Economy Growth Initiative. In 2017, she received the Distinguished Alumna Award from the University of Maine's Forestry School.



#### **Øyvind Fylling-Jensen, CEO, Nofima AS – The Norwegian Institute of Food, Fisheries and Aquaculture Research**

Dr. Fylling-Jensen has served as the CEO of Nofima AS since 2009 and has led the transformation, making Nofima a leading applied research institute. Previously, he was the CEO of Matforsk AS (The Norwegian Institute of Food Research) and COO Global Aquaculture at Fjord Seafood ASA, responsible for fish farming in Norway, UK, Chile, and USA. His other professional experience includes leading positions in the pharmaceutical (Alpharma), medical diagnostics (Medlab), and the biotechnology (Dynal) industries. After obtaining his PhD, Dr. Fylling-Jensen worked as associate professor in veterinary pathology at the Norwegian School of Veterinary Science (NVH). Dr. Fylling-Jensen has a broad industrial background in education, knowledge management, biotechnology, diagnostics, life sciences, pharmacology, food production and aquaculture. His experience ranges from strategy development, change management, international operations, business

*Continued on next page*

## EXPERT PANEL continued

development, and negotiations. He is an engaged leader who thrives on motivating his team to achieve outstanding results. Dr. Fylling-Jensen holds a veterinary degree from the University of Giessen, Germany and a PhD in veterinary pathology from the University of Giessen and the NVH. He has received management training from IMD, Harvard Business School, the Norwegian School of Economics, Norwegian School of Management and INSEAD. He served on the executive board of the Research Council of Norway (2011- 2018). A Norwegian citizen, Dr. Fylling-Jensen lives in Oslo with his wife Elisabeth and enjoys travel and history.



### **Olavur Gregersen, Co-Founder & Managing Director, Ocean Rainforest**

Olavur Gregersen, co-founder and major shareholder, is responsible for the overall business management and business development of Ocean Rainforest. He has a MSc. Business Administration, Economics, and International Trade and has been an entrepreneur since 1988. He is the founding partner of Syntesa Partners & Associates, which is also the major shareholder of Ocean Rainforest. He has more than 30 years of experience as an international management consultant. In addition, he has been an executive and non-executive director in several innovative companies and projects.

### **John Kettle, Director, Customer Solutions and International Relations, Natural Resources Institute Finland (Luke)**

Dr. John Kettle has been working in research for the pulp and paper related industries since 1983 when he started his R&D career in his native UK with English China Clays. In 1997, he moved to Sundsvall in Sweden to work for SCA Graphic Research and worked in their R&D management until 2006 when he moved to Finland to work at KCL (a jointly run R&D centre for the leading pulp, paper and packaging companies in Finland). At KCL, Dr. Kettle had various positions including Research Area Director for an area called “Sustainable Production Technologies.” In 2010, KCL was merged into VTT Technical Research Centre of Finland Ltd (VTT). At VTT, he worked in research and international business development and became one of the Vice Presidents of Sales and Business Development. In 2018, John joined Natural Resources Institute Finland (Luke) to develop international customer engagement and became the Director of Customer Solutions and International Relations in 2019.



### **Petri Sirviö, Global Director Incubation, Business Development, Stora Enso**



Dr. Petri Sirviö has been a leader at Stora Enso, a leading multinational forest products company, for more than two decades. In his current role as Global Director of Incubation, he is responsible for Stora Enso Consumer Board’s New Business Incubation activities globally and also their development of Circular Economy value chains in Europe. Dr. Sirviö’s incubation activities include partnering with start-ups, corporate and organizational customers, brand owners, universities, research institutes, and their incubators, in conjunction with venture capitalists around the world to find relevant new technologies in various phases of readiness for commercialization. Incubator projects are focused on creating new business mainly in the areas of renewable materials and packaging. In his role as the head of Circular Economy value chain creation, Dr. Sirviö’s team is focused on developing business driven solutions which enable higher recycling rates while optimizing the value of materials that originate from the forest products industry by innovating new added value end uses and partnerships which can maximize the required value chains. Dr. Sirviö holds patents in 31 countries, of which 49 are granted and 54 pending, and has developed IP that has generated hundreds of millions of dollars in revenue.

# INNOVATION PAVILION



## 1 Biofine – Mike Cassata, Co-Founder

Biofine has developed a cost-effective, carbon-efficient technique for conversion of renewable lignocellulose to chemicals and fuels hitherto made from fossil resources. The process exhibits a life cycle carbon saving of near 100% compared to equivalent fossil-based production.

## 2 University of Maine – Dr. Mehdi Tajvidi, Assistant Professor, Nanomaterials

Dr. Tajvidi is developing alternative multi-functional, biodegradable, protective packaging materials from renewable forest resources that are lightweight and have thermal insulation properties. His technology uses cellulose nanofibrils (CNF), tiny particles of wood pulp, as a binder to produce a foam-like matrix to safeguard fragile items while protecting them from extreme temperatures.

## 3 GO Lab, Inc. – Joshua Henry, President

GO Lab, Inc. is a cutting-edge R&D firm dedicated to developing advanced building products for the rapidly growing high-performance construction market. Founded by GO Logic in 2017, the company identifies critical gaps in the building products marketplace, assesses the potential for new high-performance products and systems to fill them, and responds with cost-effective, environmentally sustainable, market-ready solutions.

## 4 University of Maine – Dr. Michael Mason, Professor, Chemical and Biomedical Engineering

In response to current orthopedic metals which are too dense and stiff, prone to infection, and often require follow-up surgeries for removal, Dr. Mason has developed a nanocellulose composite orthopedic implant material that is affordable, customizable, and promotes the growth of strong natural bone while safely dissolving over time, eliminating the need for costly and permanent metallic foreign devices.

## 5 Maine Coasters & Bio-Boards – Kai Smith, Founder

Maine Coasters & Bio-Boards manufactures beverage coasters and other paperboard products for the beer industry and other hospitality and retail customers. With a patent pending, their company's first product is a branded, promotional beer coaster, made from Maine softwood and hardwood pulps combined with brewery waste (or "spent grain" as it's known), which is left over from the brewing process.

## 6 University of Maine – Dr. Kristy Townsend, Assistant Professor, Neurobiology

Peripheral neuropathy – the death of nerves in our extremities, skin, and underlying tissues – is a painful and debilitating condition affecting diabetics, chemotherapy patients, and others suffering from over 30 different medical conditions. With a lack of sensitive detection methods, Dr. Townsend has created a new medical device enabling nerve function measurements for an earlier and more reliable diagnosis, providing hope for millions of peripheral neuropathy patients worldwide.

## 7 Novo Biosciences, Inc. – Kevin Strange, Co-Founder and CEO

Novo Biosciences, Inc. is a regenerative medicine company developing first-in-class small molecule therapies to activate endogenous tissue regeneration processes. Their lead drug candidate trodusquemine (aka MSI-1436) significantly slows degenerative changes in skeletal and heart muscle in a mouse Duchenne muscular dystrophy (DMD) model and stimulates regeneration of injured heart, skeletal muscle, skin, bone, nerve, connective and vascular tissues, and complex organs in lower vertebrates and mammals.

## 8 Maine Biosensors LLC – Dr. Nuri Emanetoglu, Associate Professor, Electrical & Computer Engineering

Dr. Emanetoglu has developed a bee hive monitoring system to evaluate and track a bee colony's health. His technology tracks the activity level of a bee hive and compares current activity data with the hive's past activity levels, other hives in the same apiary, and weather conditions to determine if a bee colony is healthy. Tracking activity levels instead of the weight of the hive can result in earlier detection of anomalies, including declining health as well as swarming.

## 9 Ocean Renewable Power Company (ORPC) – John Ferland, President and COO

ORPC brings marine renewable energy technology and project development solutions to its community and industrial partners, specializing in microgrid to utility-scale river and tidal energy applications and underwater mobile power supplies for offshore energy applications.

# NEW PRODUCT GLOBAL SHOWCASE

## **Cerahelix** (Orono)

Cerahelix uses nanotechnology to create a new class of ceramic filters. The patented picofiltration technology enables single stage treatment of industrial wastewater for re-use even under the most challenging conditions. The company's durable PicoHelix filters are being adopted by customers who are seeking to reduce their water and carbon footprints. The PicoHelix is a ceramic membrane with pores that are less than a nanometer in size used in liquid separations. In 2019, the first large commercial installation using these filters will be completed for Procter and Gamble at their new, state of the art, sustainable production facility located in the US. The company is also working with breweries, dairies, and land-based aquaculture.

## **Dental Lace** (Cape Elizabeth and Pittsfield)

Founded in 2017, Dental Lace has received multiple awards including Martha Stewart Eco-Friendly Goods and was recently chosen to be featured in the Good Morning America's Green Living Discovery Box. Dental Lace Refillable Floss is a zero-waste product. A glass container with a stainless-steel cap holds floss that is 100% compostable Mulberry silk. The refill bags are certified compostable, and the boxes are 100% post-consumer paperboard. In addition to selling direct to consumers, Dental Lace sells to 274 wholesale accounts and distributes and sells to 39 countries outside the US with 6 distributors serving 11 countries.

## **Down East Innovation** (Bridgton)

Since 2004, Down East Innovation has manufactured and delivered more than 3 million pack-frames to all branches of the US military and many allied countries. Their latest product is the "3DSR" high performance tactical buckle, designed to provide quick release functioning for straps used on combat rucks and other military applications. Made from a proprietary fragmentation resistant polymer, the product delivers fail-safe release under heavy load (300 lbs. capacity). Ergonomically designed, the buckle is easy to find and release even while wearing gloves. With added capabilities and a lower cost to manufacture, this new product is targeted to replace the "1584" buckle that is in combat service.

## **Maine Standard Biofuels** (Portland)

Maine Standard Biofuels collects and refines used cooking oil into multiple products. The company's Biorefinery produces biodiesel for use in transportation and heating oil. Secondary markets include industrial cleaning products that range from general purpose to solvents. Wicked Strong Solvital is a high performing, penetrating lubricant that unlocks seized parts and prevents and fights corrosion, as well as cleans and degreases. The biodegradable nontoxic, sustainable, formulation is a non-flammable alternative to petroleum-based products.

## **Ocean's Balance** (Biddeford and South Portland)

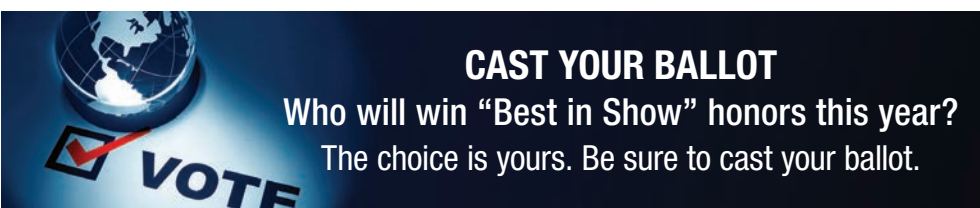
Ocean's Balance produces edible products made from sustainably grown and harvested seaweed from the Gulf of Maine. Recently named the winning company on Season 4 of "Green Light Maine," Ocean's Balance's commitment is to make seaweed from the Gulf of Maine a staple of the consumer's diet. The company practices zero-input farming techniques and uses sustainable harvesting methods to manufacture their products. The Ocean's Balance product line provides a variety of ways to include seaweed in your everyday diet: Kelp Purée, Seaweed Sprinkles, Organic Seaweed Flakes, and Organic Whole Leaf Seaweed.

## **Rapid Assault Tools** (South Portland)

Rapid Assault Tools™ manufacturers forced entry tools and training products. Mobility, ease of use, and dependability are built into each of their products to help law enforcement, military, and first responders complete their missions. The Battery Powered Hydraulic RatPak™ for forced entry teams in the law enforcement and military markets includes a compact pump and multi-purpose tools to provide robust breaching methods with very high mobility. As the product gains traction in the marketplace, the company is seeing interest from other sectors including fire and rescue operators, earthquake and confined quarters rescue, and corrections facilities.

## **True North Beauty** (Milo and Lake View Plantation)

True North Beauty manufactures natural skincare products containing Chaga, which is harvested from birch trees in Maine. The use of Chaga for skin and medicinal purposes, because of its high concentration of antioxidants and anti-inflammatory properties, is well-known and dates back centuries in European, Asian, and Russian cultures. The new Us Collection was designed to reinforce the company's brand mission of helping people achieve healthy, clear skin. This collection includes a Hydration Cream, Solid Cleanser, Facial Serum and Cleansing Oil. The exclusive formula is unscented and made of 100% effective natural ingredients, including a unique, proprietary Chaga Infused Formula.



**CAST YOUR BALLOT**  
Who will win "Best in Show" honors this year?  
The choice is yours. Be sure to cast your ballot.

The advertisement features a globe with a ballot box icon and the word "VOTE" in large letters.

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# AWARD WINNERS

## Exporter of the Year

**Auburn Manufacturing** (Mechanic Falls and Auburn, ME)



When Kathie Leonard came to Maine in the late 1970's she was hired as a secretary at a textile mill in Lewiston. She took what she learned in that job and eventually opened her own company, at the age of 27, to serve a niche market in asbestos replacement materials. Four decades later, she is still leading Auburn Manufacturing and selling products to 38 countries across the globe.

The company has facilities in Mechanic Falls and Auburn. They are a U.S. manufacturer of heat resistant textiles in many forms, from fabrics to ropes, woven tapes, blankets, curtains, and pads that can withstand high heat to the point of being fire resistant. With international sales of 25-30%, the company serves major industries like oil and steel, ship building/repair, and power generation facilities.

In 2017, Leonard made national news when her company took on China and won. Auburn Manufacturing filed a petition claiming Chinese manufacturers were dumping large amounts of unfairly subsidized heat resistant fabric into the U.S. market. The favorable ruling placed a 200-300% duty on the Chinese products. Leonard says they are slowly gaining back lost business and looking forward to adding more employees to the 52 who currently work at the company.

While Auburn Manufacturing isn't the biggest exporter in Maine, they've been in the game for a long time, and Leonard says she's honored to accept this award.



"Not everyone is going to work in IT or science. Manufacturing jobs are good jobs. They pay a living wage with good benefits, and we need that for a lot of people in this country."

*– Kathie Leonard, President, Auburn Manufacturing*

## Service Provider of the Year

**Thornton Academy** (Saco, ME)

Thornton Academy in Saco offers one of the most comprehensive high school programs in northern New England with more than 24 sports teams, 30 plus art programs, and 7 foreign languages. The independent institution, founded in 1811, is able to provide all of this because it exports education.



A dozen years ago, Thornton Academy made a deliberate decision to develop a robust international program as a way to stem the declining student population in Maine. Admissions staff began making trips to China to recruit tuition paying students to Maine. The school has now welcomed students from more than 40 different countries including Spain, Italy, Mexico, and Vietnam. The international program allows local students to learn from and alongside students from around the world and exposes them to a range of different cultures and world views.



"International students are buying an American product called education, so it's an export. Our international students bring in \$8 million a year in export revenue to Maine, along with hundreds of thousands more dollars through secondary spending. It's a great honor to be named Service Provider of the Year. We appreciate that so many other schools and businesses in Maine are doing wonderful things to bring diversity to our state and improve the economy, and we are pleased to be recognized among those entities."

*– Rene Menard, Headmaster, Thornton Academy*

# AWARD WINNERS

## Foreign Direct Investor of the Year

**ND Paper/Nine Dragons Paper (Holdings) Limited** (Rumford and Old Town)



One of the world's leading paper product manufacturers has made a major investment in Maine's pulp and paper industry, helping to revitalize two mills. A wholly owned Illinois-based subsidiary of Nine Dragons Paper (Holdings) Limited, ND Paper purchased mills in Rumford and Old Town in 2018.

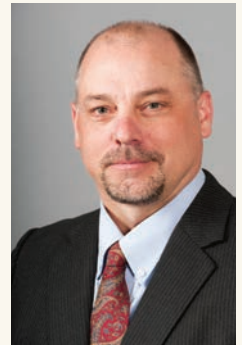
Nine Dragons Paper (Holdings) is Limited operates nine mills and 39 machines worldwide with total global annual production capacity of more than 14 million tons. ND Paper operates three pulp and paper mills in the U.S. and plans to open a fourth mill in Old Town in summer 2019. ND Paper and its parent company are committed to the environment and is implementing processes to ensure every aspect of production, from sourcing to manufacturing to distribution, is environmentally friendly.

The purchase has given new life to the mill in Rumford and its 650 employees. The mill continues to diversify its products in growing markets like gift wrap, corporate periodicals, and labels for cans, bottles and deli containers.

The Old Town mill, which has been shuttered since 2015, is set to come back online this summer and provide 130 direct jobs.

“What’s exciting about ND Paper is they are bringing a 100-year outlook to these mills, so our focus has switched from surviving to thriving. These investments give the communities hope and the next generation hope of a future in the pulp and paper industry.”

– Randy Chicoine,  
Rumford Mill Manager, ND Paper



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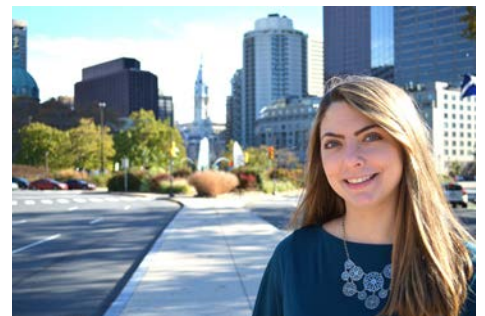


Unlock your possibilities

## Future Global Leader Award

### Apryl King

The Future Global Leader paid internship program at MITC provides a framework for young people to gain valuable experience working with Maine companies to increase their global markets. This year, we are pleased to recognize Apryl King with the Future Global Leader Award. A Saco native and recent graduate of the University of Southern Maine, she excelled in many aspects of the Research Assistant position and developed a keen interest in learning more about the Maine companies we work with on a day to day basis. After completing the MITC internship, she transitioned to a Food Export USA internship, which allowed her to remain with our team and focus on working with our specialty food, seafood, beverage, and agricultural companies. In October 2018, Apryl accepted a full-time position as Liaison with Food Export – Northeast in Philadelphia, where she continues to work with Maine's seafood, beverage, and food companies.



AWARD SPONSOR



# AWARD WINNERS

## Innovator of the Year

### Luke's Lobster Seafood Company (Saco, ME)

Luke Holden, CEO and Owner of Luke's Lobster Seafood Company, started his lobster shack business as a passion project 10 years ago. It's now an international corporation with 500 employees and 38 retail locations, 11 of which are located in Japan and Taiwan. The company's retail presence and expansion are unique and innovative in Maine's lobster industry.



Luke's Lobster Seafood Company has adopted a vertically integrated business strategy. They work exclusively with fishermen, buying direct and bringing the lobster to their processing facility in Saco. The lobster is cooked and turned into value-added product and shipped all over the world. Most of the product is used by their own restaurants in the U.S. and Asia. International sales account for 20% of the company's business, and Holden believes that number will increase as they open more shacks outside the U.S.



"Because we are vertically integrated, every time we open a new shack, we need to grow our supply chain, increase processing capacity, and upsize our distribution and sales, as not all processed seafood is sold through the shacks. Being named Innovator of the Year is an honor for us, as we continue to find new ways to keep up with our growing business while maintaining our commitment to serving the best tasting seafood to guests around the world."

– Luke Holden, CEO and Owner, Luke's Lobster Seafood Company

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## President's Award



### Charlie Emmons Finance Authority of Maine (FAME)

No stranger to many businesses all over Maine, Charlie Emmons will retire from the Finance Authority of Maine in 2019. He joined FAME in 2003 after a long career in commercial lending and has been a welcome presence in FAME's co-located office with MITC in Portland for many years. The President's Award is given to Charlie in recognition of his service to our shared clients, as well as his support to our organization and friendship to staff.

### Michael Stone Stone & Associates

A strategic development consultant based in Portland, Mike has developed a national following on export and economic development projects including the ExporTech™ education series and several influential pieces on state-level export and investment attraction. In 2018 and 2019, Mike teamed up with MITC and DECD staff to develop a strategic plan for Maine's defense sector, going above and beyond to ensure the project's success.



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