

MAINE INTERNATIONAL TRADE CENTER PRESENTS

MAINE INTERNATIONAL
TRADE  **DAY**

**Maine on the World Stage:
Celebrating Innovation and Opportunities**

May 17, 2023

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Trade Day 2023

Networking Reception & Awards Ceremony

May 17, 2023 | Portland, ME

4:00 **Networking Reception**

5:30 **Welcome**

*Kevin Therrien, MITC Board Chair, and Senior Director, Global Supply Chain, IDEXX
Wade Merritt, President, Maine International Trade Center, and State Director of
International Trade, Maine Department of Economic & Community Development*

5:40 **Opening Remarks**

Brian King, Maine President, Bank of America

5:45 **Keynote Presentation**

Janet T. Mills, Governor, State of Maine (invited)

6:00 **Annual Trade and Investment Awards Ceremony**

Service Provider of the Year: [Dirigo Strategies, LLC](#) (Thomaston, ME)

Innovator of the Year: [Fox Forestry](#) (Orland, ME)

President's Award: [Maine Lobster Marketing Collaborative](#)

Future Global Leader Award: [Keegan Stanton-Meas](#)

Foreign Direct Investor of the Year: [Libellula](#) (Brunswick, ME)

Exporter of the Year: [North American Kelp](#) (Waldoboro, ME)

7:00 **Adjourn**

2023 AWARD WINNERS

Exporter of the Year

North American Kelp

Waldoboro, ME

<https://noamkelp.com/>

The Exporter of the Year Award is presented to a manufacturer that has demonstrated an ongoing commitment to international trade through increased exports.

North American Kelp was founded in 1971 by Robert Morse, a marine engineer and one of the first members of the Maine Organic Farmers Association (MOFGA). For more than 50 years, North American Kelp has sustainably harvested rockweed (*Ascophyllum nodosum*) from the Mid-Coast of Maine. They turn nutrient rich kelp into products for the agricultural market in the form of animal feed supplements, liquid extracts, and soluble powders. North American Kelp has been selling its products internationally for decades and exports to countries in Europe and Asia. Approximately 15% of North American Kelp's business is international.

"We have a long and proud history harvesting Maine seaweed in a responsible and sustainable way. Our kelp products are known globally for their high quality, and demand for our products overseas has increased exponentially in recent years. We are proud to be recognized by MITC with the Exporter of the Year Award."

*Samantha deGross
Marketing & Project
Coordinator
North American Kelp*



2023 AWARD WINNERS

Foreign Direct Investor of the Year

Libellula

Brunswick, ME <https://libelluladopt.com/>

The Foreign Direct Investor of the Year Award is presented annually to recognize foreign-owned companies that have made a strategic decision to invest in Maine by either opening a plant or enhancing their existing operations here.

Julia Franchi Scarselli calls her product “liquid gold,” referring to the extra virgin olive oil that comes from her birth country of Italy where she started Libellula (Italian for ‘dragonfly’). Scarselli and her father partnered with smallholder farmers in a town north of Rome to help them revitalize their heritage olive groves and sell their cold-pressed, organic olive oil in the U.S. Libellula has set up shop in Brunswick at TechPlace, a business accelerator for early-stage companies. The company offers an adopt-a-grove program for a subscription of extra virgin olive oil, as well as individual bottles for sale. A personal connection led her to Maine, and Scarselli says the vibrant sustainable food culture and business accelerator environment provide an excellent fit for her company.

“Smallholder farmers are at the frontlines of climate change as they face increasing droughts and floods and yet receive the least amount of support. However, these farmers are at the heart of sustainable food systems, and we need for them to thrive. Through our collective, farmers can access agricultural resources as well as markets interested in their products. We are so pleased to be building our business in Maine and are honored to receive this award from MITC.”

*Julia Franchi Scarselli
Co-Founder
Libellula*



2023 AWARD WINNERS

Innovator of the Year

Fox Forestry

Orland, ME

<https://www.foxforestry.com/>

The Innovator of the Year Award is presented to a company or organization in Maine that has accessed international markets through new and innovative processes or products.

Tom Fox wants to revolutionize Maine's forest industry, and he's looking worldwide to bring best practices to Maine. Fox Forestry began as a forest management company in Orland and has grown to be an exclusive distributor of forest equipment imported from companies in Sweden, Finland, and Italy. Fox travels globally to source high-quality equipment and learn management techniques that create a healthier forest. He is sharing his expertise with counterparts in Ethiopia. The company is also starting to export forest equipment made in the United States to the EU.

"I have always had a passion for forestry. Over time, we have built strong relationships overseas, as we sourced the most innovative forest equipment in the world. We want to revolutionize the industry by adding value to forest products that didn't have a market and teaching landowners to discover that value. We are honored to receive the Innovator of the Year Award from MITC."

Tom Fox
Owner
Fox Forestry



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2023 AWARD WINNERS

Service Provider of the Year

Dirigo Strategies, LLC

Thomaston, ME

<https://dirigostrategies.com/>

The Service Provider of the Year Award is presented to a service provider that has established an international presence for the export of their service.

Dirigo Strategies, LLC, a marine consulting company in Thomaston, advises agencies and corporations on operations and planning, the Arctic, marketing, domestic and international sales opportunities, R&D, and advanced technologies. The company specializes in helping others understand the U.S. Coast Guard, U.S. Navy, and NOAA. President of Dirigo Strategies Brian Perkins (Capt. ret) has a deep understanding of the government's seagoing needs after his 30-year career in the U.S. Coast Guard. Working with a team of professional consultants, he helps both U.S. and international companies sell products that meet the needs of these services and related agencies. Brian has traveled to trade shows in Canada and Norway with MITC and is headed to Oslo for the Nor-Shipping Exhibition this summer and Scotland in the fall.

"We care about the safety and well-being of the people we are helping; we perform our due diligence when clients come to us with products that they wish to sell to the U.S. government. We know what questions to ask and if there's a product made in Sweden that can make a U.S. Coast Guard ship safer and more efficient, we want to help bring that product to the right people. We have established relationships around the world and are pleased to be named MITC's Service Provider of the Year."

*Brian Perkins
President
Dirigo Strategies, LLC*



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2023 AWARD WINNERS

President's Award

Maine Lobster Marketing Collaborative

The President's Award is given to an individual or organization that has displayed exceptional support to the Maine International Trade Center.

Maine supplies 80% of the world's lobster and is home to countless unique seafood recipes, family-owned lobster businesses, and lobstermen stories. The goal of Maine Marketing Lobster Collaborative (MLMC) is to share Maine's greatest treasure and the stories behind it with the world. With Maine lobster currently sold in 38 countries around the world, MLMC partners with MITC to promote Maine lobster to global buyers and help Maine lobster producers access and succeed in overseas markets.



Future Global Leader Award

Keegan Stanton-Meas

The Future Global Leader Award is given to an intern who has served at the Maine International Trade Center and produced exceptional research work and/or provided outstanding services as part of the MITC team.

Future Global Leaders is a paid part-time internship program for college students or recent graduates. During the the fall of 2022, Keegan Stanton-Meas provided valuable assistance to the MITC team, tackling projects like the Member Spotlight social media campaign. After graduating from the University of New England in December, he has returned to MITC working as a Trade Assistant until he leaves in August for graduate school in a business program that will take him to San Francisco, London, and Dubai.



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