

Evolution: The Future of Maine's Heritage Industries



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Friday, May 17, 2024

8:30 – 9:00	Continental Breakfast/Registration
9:00 – 9:15	Opening Remarks Wade Merritt, President, Maine International Trade Center
9:15 – 9:45	Keynote Presentation Luke Holden, Founder & CEO, Luke's Lobster
9:45 – 11:00	Panel Discussion Moderator: Wade Merritt, President, Maine International Trade Center Panelists: David F. Erb, Jr., President, Edward H. Best & Co. Claire Hawkins, Director, Natural Resource Markets & Economic Development, Maine Department of Agriculture, Conservation & Forestry Audrey Hodgdon, Managing Director – Hodgdon Tenders, Hodgdon Yachts Melissa LaCasse, CEO & Co-Founder, Tanbark Molded Fiber Product
11:00 – 12:00	Networking Session
12:00 – 2:30	 Annual Trade & Investment Awards Luncheon Welcome Address: Heather Johnson, Commissioner, Maine Department of Economic & Community Development Award Presentations: Service Provider of the Year - Bangor International Airport (Bangor, ME) Foreign Direct Investor of the Year - Medix Biochemica (Espoo, Finland)/ViroStat (Westbrook, ME) President's Award - Salvatore Savatteri, Jr., Esq. (Savatteri Law Firm, P.C., Portland, ME) Innovator of the Year - Gulf of Maine, Inc. (Pembroke, ME) Future Global Leader Award - Sophia Di Risi (The Roux Institute, Portland, ME) Exporter of the Year - Tempshield (Trenton, ME)

2:30 – 3:30 Informal Networking





KEYNOTE SPEAKER

Luke Holden, Founder & CEO, Luke's Lobster

Luke grew up in Cape Elizabeth, Maine – a third generation lobsterman. He attended college at Georgetown University, after which he moved to New York to start a career in investment banking. He was remiss to find that every lobster roll available was overpriced, drowning in mayo, and diluted with celery. He craved a real Maine-style roll and simply couldn't find one. In 2009, Luke turned to his roots and longstanding relationship with the Maine lobstering community to cut out the middleman and bring Maine lobster to the heart of NYC, with the help of his father, lobsterman and the first licensed lobster processor in the state of Maine, Jeff Holden, and later joined by his brothers Bryan and Mike.

Luke's Lobster is a vertically integrated seafood business. Luke's Lobster has investments in Maine wharfs and Coops, its own state of the art seafood production facility, ecommerce and consumer packaged food businesses and has grown its restaurant business beyond its founding city of New York City, with homes in Washington, DC, Philadelphia, Chicago, Boston, Las Vegas, Miami, San Francisco, Seattle, Newport,



Tokyo, Singapore, and Maine. What sets Luke's Lobster apart is its commitment to sustainability and traceability. They pride themselves on working directly with fishermen to ensure that their seafood is responsibly harvested, supporting local communities and protecting marine ecosystems.

Luke sits on the board of the Gulf of Maine Research Institute. In 2018, Luke's Lobster furthered its commitment to sustainability and socially conscious business practices by becoming a certified B Corporation[®]. Luke's Lobster is now the highest scoring B Corp Certified seafood company or restaurant group in the US. The same year, Luke's Lobster was named the Global Supplier of the Year by Whole Foods Market and received the Purpose Driven Empowerment award by the retailer. Luke Holden has been named one of Real Leaders 2018 Top 100. Over the years, Luke has also been included on the Forbes' 30 under 30, Inc 30 under 30, Zagat's 30 under 30, and Crain's 40 under 40, and was most recently interviewed on NPR's *How I Built This* podcast and *The Today Show*. He lives in South Portland, Maine with his wife, Laisee and three daughters, Poppy, Banks, and Hadley, and loves sharing his passion for fishing and the ocean with all four of them.

PANELISTS

David F. Erb, Jr., President, Edward H. Best & Co.

David Erb is currently the President of Edward H. Best & Co. in Thomaston, Maine where he leads a skilled team in the production of industrial textiles. The company produces endlessly woven wool and synthetic textiles for applications around the globe, ranging from products used in the production of automotive tires to wallpaper and laundry pods. These products have been produced on the same lines in the state of Maine for more than 135 years.

Most recently, David worked as Senior R&D Program Manager at the University of Maine's Advanced Structures and Composites Center managing multimillion dollar Department of Defense programs for the US Army, the Department of Homeland Security, the National Institutes of Standards and Technology, and many others. Previously, as Director of Research and development with Tex Tech Industries, he worked in the development of advanced materials creating diversified products for aviation, protective apparel, defense, and industrial applications.

David's education includes an MBA, as well as degrees in Industrial Technology and Metallurgy. He holds more than 20 US and International Patents in high performance materials including ballistic vests, aircraft insulations, aircraft seating, and other technologies. David served in the USAF (both Enlisted and as a Commissioned Officer) in the field of Aircraft Maintenance for B-52 and KC-135 Aircraft and was deployed around the world culminating in nearly 30 years of service. He is married with three children and resides in Readfield, Maine.



Audrey Hodgdon, Managing Director – Hodgdon Tenders, Hodgdon Yachts

Audrey Hodgdon officially joined Hodgdon Yachts in 2014 and is the sixth generation of her family to be involved in the boatbuilding business, which began in 1816. She currently is the Managing Director of Hodgdon Tenders in Damariscotta, Maine with sales and marketing responsibilities at Hodgdon Yacht Services in Southport, Maine.

In her roles, Audrey is responsible for the oversight of the construction of 30-40 ft. luxury tenders for the superyacht market,

strategic planning, driving global sales, marketing programs, the development of new boat designs, exhibiting at the Monaco Yacht Show, and helping to establish the company's future direction.

Prior to joining Hodgdon Yachts, Audrey worked in marketing roles across a variety of industries and as far away as New Zealand. She is proud to have served on the board of the U.S. Superyacht Association for eight years.



Claire Hawkins, Director, Natural Resource Markets & Economic Development, State of Maine DACF

Claire Hawkins was appointed to the Commissioner's Office at the State of Maine Department of Agriculture, Conservation & Forestry (DACF) in August 2020. She works closely with the Commissioner and Bureaus to provide strategic advisory on public investment, trade and market development, policy, fund administration, international affairs, research coordination, and collaboration across economic development and industry organizations. Claire regularly serves on boards and committees related to food & agriculture, outdoor recreation, forestry, finance & investment, emerging technology, and innovation. She acts as Maine's Chair for forest bioeconomy collaboration under DACF's Memorandum of Understanding with the Finnish Ministry of Agriculture & Forestry. She is also Maine's Member State Representative for Food Export-Northeast.

Claire has broad expertise in market research and strategy. She spent 10 years in the private sector working with Fortune 500 clients representing various industries on projects related to market access and capture, competitive advantage, product development, and consumer engagement. Before joining DACF, Claire was Director of

Investment Operations at the Maine Technology Institute, where she worked to refine and administer investment programming for start-ups. Claire is particularly interested in the intersection of sustainability, innovation, and investment strategy.

Born and raised in Stonington, Maine, Claire recently returned home to the island with her husband, Seth, who is a Merchant Mariner. She looks forward to year-round boating and trying her best to keep wet dogs off the furniture.



Melissa LaCasse, CEO & Co-Founder, Tanbark Molded Fiber Products

Melissa LaCasse is the CEO and Co-Founder of Tanbark Molded Fiber Products, a manufacturing start-up focused on replacing single use plastic with bio-based solutions. She is passionate about developing new markets and opportunities for Maine heritage industries.

Happy to change the face of manufacturing by challenging the status quo, Melissa co-founded Tanbark in 2021. She wants to arrest

the plastic epidemic and believes in shared prosperity. Tanbark allows her to use her skills in B2B sales and business development. She is also skilled in fundraising and content syndication from a career in public radio.

Melissa is Chair of the Board for Maine Technology Institute, where she serves as the Sector Representative for Advanced Technologies for Forestry and Agriculture, and also serves on the Board of Trustees for Maine Public.



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EXPORTER OF THE YEAR

Tempshield (Trenton, ME)



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

The cryogenic gloves made by Tempshield offer protection from extreme contact cold applications, down to -300° Fahrenheit. The Trenton company launched its first cryogenic glove in 1980 from a kitchen table produced with a pair of scissors and needle and thread. Today, they are a worldwide leader in the industry. The company has been selling overseas for decades with international sales making up 50% of its business. Every phase of production, from development to distribution, happens in Maine. Tempshield's gloves and other personal protection products are used in labs, hospitals, and even by NASA in space applications. Recently, the company launched its first consumer line called Mainers™, offering high performance gloves and mittens for winter's harsh temperatures in Maine and beyond.



"The making of Cryo-Gloves is an art. We purchase very specific materials, and our craftspeople make each product to exacting standards," said Paul Larochelle, Chief Operating Officer of Tempshield. "Products we make here go to customers in nearly every country around the globe, and we are proud to be named MITC's Exporter of the Year."

FOREIGN DIRECT INVESTOR OF THE YEAR

Medix Biochemica

Viro Stat

Medix Biochemica (Espoo, Finland) / ViroStat (Westbrook, ME)

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.

Microbiologist Doug McAllister started ViroStat in 1985 to make antibodies for infectious diseases used by researchers and manufacturers. Nearly 40 years later, the company is known worldwide, and nearly half of its business is international. The antibodies ViroStat develops are a key component of rapid tests used to detect viruses like influenza and Strep A. Last November, ViroStat was acquired by Medix Biochemica, a Finland-based global leader in the supply of critical raw materials for the in vitro diagnostic industry. Medix and ViroStat have a long-standing business relationship, and McAllister saw them as the perfect partner for ViroStat to ensure long term growth and success.

"We have great respect for what Doug and the ViroStat team have built in Maine," said Medix Biochemica CEO Steve Ferguson. I am highly excited about the portfolio and cultural fit between our teams and looking forward to jointly growing our business to enable our customers to combat infectious diseases globally."

2024 AWARD WINNERS

INNOVATOR OF THE YEAR

Gulf of Maine, Inc. (Pembroke, ME)

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.



Gulf of Maine, Inc. offers a diversity of hand-harvested products from the shores and waters of Cobscook Bay in Eastern Maine, including shellfish, seaweed, and marine life specimens. When biologist Tim Sheehan started Gulf of Maine Inc. in 2002, he found eager customers for ocean-based products in domestic and overseas markets primarily with seaweeds and marine worms. One emerging product showing promise is live Periwinkle snails. These gastropods, abundant along Downeast shores, are highly sought after in European and Asian markets. Located in Pembroke, the company is innovating by identifying new direct, year-round export markets that will allow Maine harvesters to command increased catch prices, diversify their incomes, and boost the economies of rural coastal Maine.

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"We are enjoying success with our seaweed and worm markets and are thrilled to redefine the current market for these tasty snails," says Tim Sheehan, President of Gulf of Maine, Inc. "We have the potential to provide a substantial economic boost to Downeast fishermen by providing new export markets for these and other underutilized and often overlooked shellfish products. We are pleased to be recognized by MITC for our efforts and excited to see what the future will bring."

SERVICE PROVIDER OF THE YEAR

Bangor International Airport (Bangor, ME)

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.

Bangor International Airport (BGR) boasts one of the longest runways on the East Coast, capable of handling any aircraft in the world. BGR is also the first



stop in the United States from the North Atlantic, a geographical advantage for the airport and the city to attract transient international customers. Unlike many airports that outsource their fixed base operator (FBO), Bangor has owned and operated BGR Aviation for four decades. BGR Aviation offers a wide array of services to private, charter, and military flights from around the world. With more flights, bigger aircraft, and more cargo service, passenger numbers are up by 30%. BGR Aviation actively seeks out new customers, including having a presence at the Dubai Air Show.

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"Safe and timely customer service is very important to us," says Aimee Thibodeau, Marketing and Business Development Manager at Bangor International Airport. "Whether it's fuel service, catering, or a crew needs a car to run out and get a lobster roll while we service their aircraft, we can provide what they need. We are pleased to be recognized as MITC's Service Provider of the Year."

2024 AWARD WINNERS

FUTURE GLOBAL LEADER AWARD

Sophia Di Risi (The Roux Institute at Northeastern University, Portland, ME)

The Future Global Leader Award is given to an intern who has served at 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 her time at MITC, Sophia provided valuable assistance to our team, taking on a number of research and marketing projects. The MITC staff are pleased to recognizer her hard work, positive attitude, and professionalism. Sophia graduated from the University of Southern Maine in 2023 and is a Recruitment & Engagement Manager at The Roux Institute at Northeastern University in Portland.



"Having a healthy balance of team support and independence has allowed me to complete projects of my interest and dive into areas where I want to grow. My supervisor tailored my internship to include international business as well as an area where I wanted to excel - marketing. At MITC, my marketing mentor guided me through the process of conducting research for website content development, demonstrating how it takes a team to contribute their expertise to successfully gather the most relevant stories and data. In addition, I learned that diversifying content plays a significant part in how our audience and members feel represented and heard. I have discovered new interests - such as content marketing, member promotions, community engagement, and of course international business - that I want to expand on entering a new role post-graduation." - Sophia Di Risi, former MITC Research Assistant Spring 2023, University of Southern Maine

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PRESIDENT'S AWARD

Salvatore Savatteri, Jr., Esq., MHA (Savatteri Law Firm, P.C., Portland, ME)

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

A Founder and Principal at Savatteri Law Firm, P.C., Sal has been a valued resource and contributor to MITC for over a decade. Offering his expertise on business and student immigration, he has participated in overseas activities and trade missions, serving as an ambassador for Maine and MITC at home and abroad.

Sal concentrates his global practice on US immigration, citizenship, consular law, and global migration. His clients include multinational and domestic corporations, as well as individual investors to the United States. He is recognized by his peers as one of the country's leading immigration lawyers and has practiced for over two decades.

Sal has advised countless global and domestic clients helping them resolve complex immigration and consular legal issues, develop creative strategies for a global workforce development and establish effective organizational global mobility policies. He represents clients in numerous sectors, including healthcare, engineering, manufacturing, hospitality, logistics, consumer products, technology, sciences, professional services, religious institutions, diplomats, and academia.

Representing his firm's clients before the US Department of Homeland Security, US Department of State, and US Department of Labor, Sal's external global migration network of providers is extensive and trusted.



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