

TechWalk 2013 presents

"The Entrepreneur's Journey"



*November 6, 2013
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www.mainetechnology.org

Welcome to MTI's TechWalk 2013!

It is my pleasure and honor to welcome you to our TechWalk Exhibition, our annual showcase of MTI ventures. Starting any venture is hard, and it is especially so when the effort revolves around developing a new technology. Today, you will have the opportunity to see the amazing accomplishments and innovations created by some of MTI's portfolio companies.

At MTI, we work diligently to ensure Maine companies are given the opportunity to grow by providing a variety of funding opportunities. As you walk through the exhibition, take a moment to look at the many steps an entrepreneur may take once they have started their journey with MTI.



See for yourself the broad impact MTI has throughout Maine. We have showcased a variety of companies that have been funded with TechStart Grants, Seed Grants, Development Loans, as well as Cluster Initiative Program and Maine Technology Asset Fund grants.

Enjoy yourself, network, and visit with the leaders of these ventures who have discovered our theme, "The Entrepreneur's Journey."



Robert Martin
President
Maine Technology Institute

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Agenda

| | |
|--------------------|--|
| 12:00PM | Lunch |
| 12:30PM | Welcome by Robert Martin President of Maine Technology Institute |
| 12:45PM | Keynote Speaker George Markowsky, PhD |
| 2:00PM | Workshop Sessions Track 1 – Start-Ups Track 2 – Growing Companies |
| 2:00-2:50PM | Session 1 Track 1 – <i>Maine Companies: How We Got Started</i> Track 2 – <i>Intellectual Property Demystified</i> |
| 3:00-3:50PM | Session 2 Track 1 – <i>Vetting and Pitching Your Idea</i> Track 2 – <i>Business Valuation</i> |
| 4:00-4:50PM | Session 3 Track 1 – <i>Investor Perspective: What We Look For</i> Track 2 – <i>Innovation in the Business</i> |
| 3:00-4:30PM | Power Roundtable <i>The Entrepreneurial & Innovation Ecosystem in Maine: Strengths, Weaknesses, Needs (an interactive program)</i> |
| 5:00-8:00PM | TechWalk Exhibition Music provided by Maine Marimba Ensemble! Hors d'oeuvres and soft drinks served. Cash bar available. |

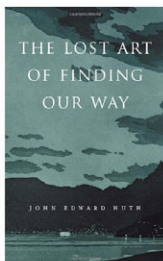
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5:00pm to 8:00pm.



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TechWalk Speaker Bio

George Markowsky is a globally-recognized expert in cyber-security and a well-known innovator. Currently a professor in computer science at the University of Maine, George earned a BA in Mathematics from Columbia University, and his M.S. and Ph.D in Mathematics from Harvard University. After spending ten years in a number of roles at the IBM Thomas J. Watson Research Center, he came to the University of Maine as the first Chair of the Computer Science Department.



Dr. Markowsky's interests range from pure mathematics to the application of mathematics and computer science to biological problems. He has published extensively on Computer Science and Mathematics, and built a voice controlled, enhanced keyboard terminal for use by paralyzed individuals. He holds a patent on Universal Hashing. George is also active in homeland security and is the Director of the University of Maine Homeland Security Lab (<http://homeland.maine.edu>).

George was the founding President of the Maine Software Developers Association (MeSDA), and he continues to work closely with companies and state agencies to promote the development of the software industry in Maine. He started Trefoil Corporation in 1994, which developed the ONET software for the U. S. Department of Labor. In 1999, George founded Ayers Island, LLC, which is developing an R&D Center on a 60 acre island near the University of Maine at Orono.

Dr. Markowsky has been honored by IBM with a Research Division Award and an Outstanding Contribution Award; a Top Ten Techies to Watch designation by Massachusetts High Technology Magazine, and economic development awards by the Maine Science and Technology Foundation and the University of Maine Foundation.

Dr. Markowsky will speak about risk and security and impact of risk on innovation.

Your journey starts here



Maine Technology Institute

Investing in Innovation

The Entrepreneur's Journey

The theme of TechWalk 2013 is The Entrepreneur's Journey. It is an inspiring adventure for those who take it, but it's not for everyone. The journey itself and reaching the destination can be rewarding, and overcoming the challenges along the way will do more than build character. Along the journey, the entrepreneur will need a lot of help from many experts and advisors to guide and keep them on the path to success.



Look for the steps of The Entrepreneur's Journey

Maine enjoys a strong group of organizations and professionals, nonprofit services and official programs that support entrepreneurs along their journey. Many of these resources are represented at TechWalk. As an entrepreneur, business leader or will-be entrepreneur, MTI encourages entrepreneurs to engage with these resources today, and to learn more about the services they offer. We also encourage the various agencies, organizations, firms and others to engage with each other to strengthen their knowledge of the services and resources available in the state.

The Entrepreneurs Journey is represented at TechWalk by a series of 60 steps that are displayed along the stairway and walkway leading to the TechWalk exhibition. These steps exemplify many of the key points, challenges and milestones entrepreneurs face along the way. It also shows the many steps where MTI and other organizations supporting entrepreneurs in Maine provide services or funding to help entrepreneurs continue along the journey.

Take a look at The Entrepreneur's Journey as you enter TechWalk, and realize that although the Journey begins with "A Big Idea", it starts with MTI.

Please visit MTI in the exhibition or at our offices in Brunswick Landing.

TechWalk Workshop Program Summary

Track 1 – Start-Up Companies

2:00pm – 2:50pm **Maine Companies: How We Got Started**

A panel of Maine business leaders speak about how they got started and the challenges they faced.

3:00pm – 3:50pm **Vetting & Pitching Your Idea**

Learn what you need to do to ensure your idea is clear, and how to present it effectively to investors.

4:00pm – 4:50pm **Investors Perspective: What We Look For**

A panel of investors with different perspectives will talk about what they look for in a new company.

Track 2 – Growth Companies

2:00pm – 2:50pm **Intellectual Property, Demystified**

A panel of experts will discuss Intellectual Property needs and issues related to start-up companies.

3:00pm – 3:50pm **Business Valuation**

From birth to the day you sell it, a key question for entrepreneurs is “what’s my business worth?” Find out.

4:00pm – 4:50pm **Innovation in the Business**

Innovation is the cornerstone of technology-based business. How do you keep innovation juices flowing?

Special Program

3:00pm – 4:30pm **Power Roundtable** (an interactive program)

The Entrepreneurial & Innovation Ecosystem in Maine:
Strengths, Weaknesses, Needs
Participate in six groups discussing key aspects of the E&I ecosystem in Maine and ideas to improve it.

TechWalk Workshop Program

Track 1 – Start-Up Companies

2:00pm – 2:50pm

The Casco Room

Maine Companies: How We Got Started

A panel of Maine entrepreneurs representing different industries will discuss how they started their companies and grew them to successful businesses. These businesses are companies engaged in information technology and biotechnology, as well as agriculture.

Haven't you wondered what makes a successful entrepreneur? To what do they attribute their success? What key challenges did they face and overcome to reach the level of success they achieved? What role did innovation play in founding their companies? How did they exit their business (if they did) or what are their plans?

Join us for a lively and insightful discussion by three leading business founders and entrepreneurs on what it takes to succeed. Would they do it again? Maybe they are.

Panelists include:

Corky Ellis, Founder and Chairman of Kepware Technologies

Kerem Durdag, Founder and CEO of Biovation

Guest Panelist

Robert Martin, President of MTI will moderate this panel and provide the MTI perspective.

TechWalk Workshop Program

Track 1 – Start-Up Companies

3:00pm – 3:50pm

The Casco Room

Vetting & Pitching Your Idea

Just having a big idea is not enough. Before trying to raise funds to launch your big idea you need to be clear about what you are proposing and perform some due diligence about your idea and how to communicate your message. Is there a market for your idea? Who are the competitors?

What differentiates your idea from other products? What will it take to turn your idea into a product? What revenue streams will it generate? Vetting your idea thoroughly will prepare you to speak with investors and help ensure investors that your big idea is well considered.

Once your idea is carefully vetted you need to effectively package and communicate it to potential investors and the market. What is the best way to structure and deliver your pitch? What are the pitfalls? What can you do to increase your chances of success?

This workshop will be an engaging and interactive event. After setting the foundation of effective vetting & pitching, four people will present their ideas to the panel and to the audience. The panel will immediately critique the presentation and will engage the audience in providing feedback. The presenters will learn how to pitch effectively and to avoid the pitfalls that lead to failure.

Panelists include:

Don Gooding, Executive Director, Maine Center for Entrepreneurial Development (MCED)

Seth Rigoletti, President, The Valico Group

Jennifer Bush, Portfolio Manager at MTI will moderate this panel and provide the MTI perspective.

TechWalk Workshop Program

Track 1 – Start-Up Companies

4:00pm – 4:50pm

The Casco Room

Investors Perspective: What We Look For

A panel of investors representing different perspectives will discuss what they look for in new investments. What key things do investors look for? What types of information do they want to see? Is financial information as important as product innovation? How important is the entrepreneur and the management team? What is needed to get the attention of investors and to keep their interest? Does the type and depth of information change with different types of investors? In different rounds of financing? In different scales of investment? What industries are attractive? How important is your pitch?

Hear from a panel representing small and large investors at each stage of the funding cycle. Find out what you need to do to reach more investors and to separate them from their money.

Panelists include:

John Goodrich, Maine Angels
John Burns, Fund Manager, MVF (formerly SEGF)
Des Fitzgerald, founder of Ducktrap Farms

Joe Migliaccio, Director of the Business Ventures Group at MTI will moderate this panel and provide the MTI perspective.

TechWalk Workshop Program

Track 2 – Growth Companies

2:00pm – 2:50pm
The Baxter Room

Intellectual Property Demystified

First, let's demystify the Intellectual Property (IP) landscape and get to the heart of the IP dilemma. What is Intellectual Property? How important is IP to your invention or business? How do you protect it generally? How do you protect it from employees or contractors who might abuse it?

Second, what keeps a company from pursuing IP protection? What are the benefits and the costs? What happens if you fail to protect your IP rights? Can ex-employee start a competing firm based on the same technology?

Third, do you have something unique or patentable? How do you find out? What happens if you apply and your patent application is denied? What should you do if someone is infringing on your patent? When is it best to protect "trade secrets?" What are the pitfalls of licensing patent rights?

Intellectual property rights in its many forms are important to today's innovative technology businesses. Don't be scared off by horror stories of out of control lawyers. Understand what you have. Develop an IP plan to protect your innovation, and you will build additional value in your business.

Panelists include:

Tony Perkins, Esq., Principal, Bernstein Shur
Len Agneta, Esq., Director of the Maine Patent Program
Guest panelist

Scott Burnett, Director of Marketing & Analytics at MTI will moderate this panel and provide the MTI perspective.

TechWalk Workshop Program**Track 2 – Growth Companies**

3:00pm – 3:50pm
The Baxter Room

Business Valuation

From the day it is born to the day it is sold, a constant question for business owners is, “What is my business worth?” This is critical to early stage companies going through multiple rounds of financing, as business founders strive to raise capital and watch their equity be diluted over and over again. To later-stage companies, the issue is equally important as founders and investors look for a payback. From Maine Street to Wall Street, determining the value of a business is critical and nerve racking.

How do you determine the value of a business? What are the methods of determining value? What is the best way to determine value for different businesses? How does valuation in one round of financing impact future rounds?

This workshop will bring this difficult issue into the light. Some real examples will be reviewed and methods of valuation discussed. Come hear the panel from both sides of the coin – investors, business owners/entrepreneurs and financial experts.

Find out when the valuation is right.

Panelists include:

Peter Moore, Principal, Corporate Finance Associates
Marc Powers, Principal, Purdy Powers & Company
Corky Ellis, Founder and Chairman, Kepware Technologies

Catherine Marin, Portfolio Manager at MTI will moderate this panel and provide the MTI perspective.

TechWalk Workshop Program

Track 2 – Growth Companies

4:00pm – 4:50pm

The Baxter Room

Innovation in the Business

Growing a business and creating wealth in Maine is the same as it is anywhere else. Just like all other businesses that create sustainable value, one important element is innovation.

Innovation occurs at various times and places in the product and business development cycle. Is innovation just a buzz word of the time? What is the difference between an innovative product and an innovative company? How do you build a sustainable innovation culture? What are the telltale signs of an innovative company, and are there identifiable signs when a company is losing its innovative drive?

This panel includes successful business innovators and policy leaders. They will look into what innovation is, the importance of innovation in business, and how to ensure the innovation juices keep flowing.

Panelists may include:

John Karp, CEO, Pantheon Guitars

Bob Martin, Chief Innovation Office, Maine

Bob Martin, President of MTI will moderate this panel and provide the MTI perspective.

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TechWalk Workshop Program

Power Roundtable

3:00pm – 4:30pm
Cumberland/Kennebec Rooms

The Entrepreneurial & Innovation (E&I) Ecosystem in Maine

What do you as an entrepreneur and leader of a start-up business need to grow and be successful? Is the concept of an E&I ecosystem rhetoric or real? There are six key elements of the E&I ecosystem* required for a thriving high-value, technology economy.

The E&I ecosystem in Maine is alive and growing, but is it complete and is it effective? What makes up this dynamic and vital resource? How do agencies, organizations, businesses & individuals fit in? Are there gaps in the E&I ecosystem in Maine and how will these be filled? What does Maine need to do to make this resource more effective in generating technology innovation, form new start-up businesses and drive business growth?

This interactive roundtable will focus on the six key elements of the E&I ecosystem; financing, marketing, policy, supports, workforce and culture. Participants will spend time on each of the six topics with a moderator guiding the conversation and keeping track of issues and ideas. At the end of the hour of round table discussions the moderators will report the issues and ideas for the six topics. A summary of the session will be made available to all participants, and the data and ideas will be included in white paper to be prepared by Blackstone Accelerates Growth.

Round table leaders – Martha Bentley & Scott Burnett

Moderator 1 – Jennifer Bush, MTI

Moderator 2 – Jim Fecteau, MTI

Moderator 3 – Lee Cheever, MCED

Moderator 4 – Susan Ruhlin, MCED

Moderator 5 – Karen West, MTI (TAP)

Moderator 6 – Shane Beckim, MTI

* Babson Entrepreneurial Ecosystem Project (BEEP)

TechWalk Workshop Panelists

Len Agneta, Esq.

Director, Maine Patent Program
246 Deering Ave., Portland, ME 04102
(207) 228-8430 mainepatent@maine.edu

Leonard Agneta is a clinical laboratory scientist and patent attorney with experience in technology transfer. He is responsible for coordinating the efforts of the Maine Patent Program, as well as Clinical Director for the University of Maine School of Law Intellectual Property clinic. He earned a JD degree from the University of New Mexico School of Law.

John Burns

Fund Manager, Maine Venture Fund
(nee Small Enterprise Growth Fund)
P. O. Box 63, Newport, ME 04953
Tel: (207)504-1999 john@segfmaine.com

John has over 26 years of experience in institutional investing. With the MVF (SEGF), he has played a role in bringing capital to more than 30 Maine companies. John holds the Chartered Financial Analyst designation. He has an MBA from Babson College, and a MS in Resource Economics from Penn State University. John completed his undergraduate work at the University of Maine

Kerem Durdag

Chief Executive Officer, Biovation
55 Industrial Park Road, Boothbay, ME 04537
207-633-0616 solutions@biovation.com

Kerem came to Maine from Pakistan and studied at St. John's University (MN) before earning a Master in Mechanical Engineering from the University of New Hampshire. In addition to his executive duties at Biovation, Kerem is also a partner of BlueWave Investments. Kerem is also a published essayist, poet and past editor of poetry magazines.

Des Fitzgerald

Entrepreneur, Investor
166 Chestnut St., Camden, ME 04843

Des joined the SEGF in December 2012. He has had a long running interest in the role of leadership in successful enterprises and has been involved in many start-ups as both a partner, founder, employee and consultant.

Corson Ellis

Chairman, Kepware Technologies
400 Congress Street, Portland, Maine 04101
207-775-1660

Corky started Kepware Technologies in 1995. Today Kepware employs over 40 people and is the world leading company for communications and related products for use in the automation marketplace. Corky's main focus is now on Kepware's long term direction through strategic acquisitions and organic growth. He graduated from Amherst College and received an M.B.A. from Columbia University.

Don Gooding

Executive Director, Maine Center for Entrepreneurial
Development (MCED)
30 Danforth St., Ste. 204, Portland, ME 04101
207-774-8111 info@mced.biz

Don has been Executive Director of the Maine Center for Entrepreneurial Development since October 2010. He is also Vice Chair of the Maine Angels and teaches Innovation Engineering at USM. Previously he was a telecommunications market analyst and venture capitalist. He worked closely with companies such as UUNET, Teleos, Clear Communications and PictureTel. He also founded and ran a global specialty music business for 16 years. Don received his BA from Yale University cum laude with distinction in Economics in 1981, concentrating on the economics of data transmission.

John Goodrich

President, Goodrich Capital Management LLC, a Maine
Angel (investor)
Maine

John's firm Goodrich Capital Management was founded in 2003 as a vehicle for investments in Maine technology companies. John is also an active member of Maine Angels, and currently serves on the boards of Goodlux Technology, Academic Merit and Maine Wealth Partners.

John Karp

CEO & Chairman, Pantheon Guitars
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207-755-0003 info@pantheonguitars.com

Founder & CEO Karp Strategic Consulting
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207-865-4108 jk@karpstrategic.com

John Karp, P.E. is an engineer by training and a technology manager for over 15 years. He founded Karp Strategic Consulting in 2005. John has held such positions as Engineering Manager at Navtec, and as General Manager of Syris Scientific, a Harvard University Medical School spinout. John, an avid inventor and serial entrepreneur has several patents to his credit. John has worked with many startup companies preparing business plans and raising capital. John can fulfill many management needs for a growing company, and has the success record to support it.

Peter Moore

Managing Director, Corporate Finance Associates
CFA Portland
75 Market Street, Portland, ME 04101
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Peter Moore is a 36 year veteran corporate finance and M&A advisor. His broad industry experience in the lower middle market includes working equally well with specialty technologies, traditional manufacturing, distribution and business services. His clients have included those in aerospace, health care, publishing, metal fabrication, medical devices, telecommunications, transportation, energy, broadcasting, hospitality, construction, commercial real estate and consumer products.



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Tony Perkins, Esq.

Principal, Bernstein Shur, LLC
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Tony's work includes day-to-day counseling and transactional assistance to start-up, growth and established businesses involved with intellectual property development and protection strategy, product development, national and international commercialization and distribution agreements, angel and venture capital financing, joint ventures, and company sales and merger transactions in a wide variety of industries.

Marc Powers

Founder and Principal, Purdy Powers & Company
130 Middle Street, Portland, Maine 04101
Ph: (207) 775-3496 info@purdypowers.com

Marc is a self-proclaimed math geek who loves his work with entrepreneurs and entrepreneurial businesses. Over the years he has earned the respect of his clients because they have learned that working with Marc is working with someone who really cares about their business and financial wellbeing.

Seth Rigoletti

Founder & President of The Valico Group
207-831-4842 srigoletti@valicogroup.com

Seth Rigoletti is passionate about helping people get the clarity they need so that they can have the impact they want. He has coached individuals and teams to be engaging presenters, taught workshops on communication and leadership, and given presentations on better leadership presence. He excels at transforming the complex into simplicity and confusion into clarity.



New logo, same mission.

The Maine Venture Fund (formerly SEGF) is investing in scalable Maine companies that are contributing to the prosperity of Maine.

www.maineventurefund.org
www.segfmaine.com

Exhibitors

Abierto Networks LLC

11 Sanborn Lane
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rick@ab-net.us



Abierto Networks is a leading provider of Digital Marketing Technology and POS Transaction Processing Solutions, exclusively focused on the North American Convenience Store and Fuel Retailing Industry. Our company's mission is to provide solutions by creatively applying technologies to real industry problems so that we deliver a meaningful return on investment to our retail clients.

AboGen

477 Congress St., Ste. 100
Portland, ME 04105
207-939-1665
sandrews@abogen.com



AboGen has developed proprietary technology to collect, preserve, and isolate blood cells from saliva. This technology was developed as an enabling tool for the field of personalized medicine and will aid in biomarker discovery, enable research in epigenetics, and replace blood as the sample material for molecular blood-based diagnostics.

Aware Technology

PO Box 8060
Portland, ME 04104
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peter@awaretechnology.com



Aware Technology has developed and is commercializing a streaming predictive analytics platform for the industrial automation market called Process Data Monitor (PDM). Our predictive analytics technology uses techniques from machine learning and statistics to continuously analyze sensor and operational data from industrial equipment in real-time. The analysis produces information that can be used to maximize plant and equipment uptime and minimize operating and maintenance costs.

Bellwether Design Technologies

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Bellwether Design Technologies designs, engineers, and supplies complex glazing systems such as all-glass vestibules, canopies, curtain walls, and skylights. Our systems are sold throughout North America. Our most recent product development is Insight Skylights, a line of structural glass skylights available in five standard shapes, with customizable materials and dimensions.

Beltane Solar

2 Main St.

Topsham, ME 04086

207-571-3341

b.harrington@bellwetherdesigntech.com



Beltane's patent pending technology uses only sunlight and salt water to economically produce electrical power, hot water and drinking water. Products are simple, scalable and have a total efficiency over 60%, making costs for the off-grid solutions comparable to water and power from large plants.

Bigelow Laboratory For Ocean Sciences

PO Box 475

West Boothbay Harbor, ME 04575

207-315-2567

mbloom@bigelow.org



Bigelow Laboratory explores topics ranging from microbial oceanography at the molecular level to global ocean processes. Bigelow Core Research Facilities are available for industry partnering: National Center for Marine Algae and Microbiota, Bigelow Analytical Services, Facility for Aquatic Cytometry, Single Cell Genomics Center, High-Throughput Computing Facility and Seawater Systems Facility.

Biovation

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kdurdag@biovation.com



Biovation is a manufacturing company that possesses a wealth of experience, expertise and technology in the field of non-woven fiber and infection control formulations. However, what we are most proud of is our ability to listen to our customers. It is this ability that allows us to create added value for our customers and reduce cost in the total value chain.

Bitzy Baby LLC

65 Water St.
Brunswick, ME 04011
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sreeves@bitzybaby.com



Bitzy Baby® is a juvenile safety product company with a mission to instill confidence in parents that when their baby is put to bed they'll sleep safely. Our goal is to revolutionize and shift the paradigm of the infant's sleeping environment, with the patented Bitzy Bumper® breathable infant bedding technology.

Cerahelix

20 Godfrey Dr.
Orono, ME 04473
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smackay@cerahelix.com



Cerahelix is an early-stage cleantech company that has invented the first ceramic filter that filters at high purity and low pressure. Our filters save manufacturers money by reducing production costs while conserving both energy and freshwater resources.

Chimani LLC

PO Box 1072
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207-221-0266
kerry@chimani.com



Chimani creates geo-location mobile apps for the outdoors. The first series of apps are targeted at U.S. National Parks. These apps feature high-resolution maps, the ability to work with limited cell access, high quality photos, and curated information of surrounding places. The apps are a one-stop location for outdoor consumers to find and contribute to place based data.

CLYNK

167 Rumery Street
South Portland, ME 04106
207-347-2200
ckyle@chkllc.com



CLYNK is a Maine recycling company with a unique and innovative bottle redemption system offered exclusively in Hannaford supermarkets in Maine. CLYNK's mission is to make recycling easier, to offer educational resources focused on recycling and to show customers how their personal recycling positively impacts our environment.

***Direct Vet Marketing
dba Vet's First Choice***

110 Exchange Street
Portland, ME 04101
bshaw@directvetmarketing.com



Vets First Choice's mission is to provide veterinary practices with an outstanding online pharmacy and home delivery service supported by client communications that improve medication compliance, grow practice revenues, and simplify inventory management.

Mainebiz events

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► **November 12**
5:00–7:00pm

Harraseeket Inn
162 Main Street,
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Tickets are
\$40 per person

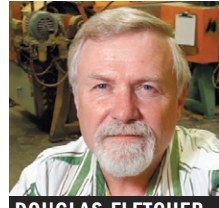
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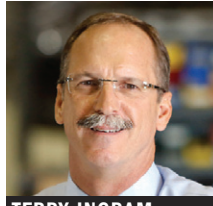
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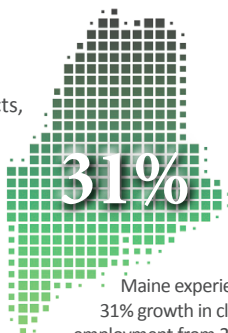


Environmental & Energy Technology
Council of Maine

Growing Maine's Cleantech Sectors!

What is Cleantech?

Clean Technology, as E2Tech defines it, encompasses the production of a diverse range of value-added products, services, and processes with an environmental purpose or benefit. In Maine, the cleantech sectors encompasses 12,212 direct jobs, pays \$445.2 million in wages and salaries, with \$2.3 billion total impact on Maine's economy.



Maine experienced
31% growth in cleantech
employment from 2003 - 2010!

Become a Member Today!

E2Tech membership is for organizations and individuals interested in the growth of Maine's cleantech economy. E2Tech offers education through our forum lecture series and workshops, networking with other members, and the opportunity to participate in E2Tech projects which promote economic and business development. Our Board of Directors includes representatives from the following companies and our membership represents a wide range of organizations with a stake in Maine's clean tech economy.



For a full list of members, projects, and upcoming forums, please visit www.e2tech.org.

About E2Tech

E2Tech seeks to build and expand the State's environmental, energy and clean technology sectors. E2Tech acts as a catalyst to stimulate growth by facilitating networking, serving as a clearinghouse for objective information and leading efforts to promote the sector.

CONNECT WITH E2TECH!



Learn more at www.e2tech.org

Double Blue Sports Analytics LLC

10 St. Louis Ave.

Hermon, ME 04401

207-745-6838

dan@doublebluesports.com



Double Blue Sports has developed the worlds' first Advanced and Affordable Video and Analytic Platform for Goaltenders. Our system provides a simple and powerful way for the athlete to compile his video and analytics into a cloud based performance library for access anywhere anytime.

Downeast Institute

PO Box 83

Beals, ME 04611

207-255-1314

gprotopopescu@downeastinstitute.org

DOWNEAST INSTITUTE
FOR APPLIED MARINE RESEARCH & EDUCATION

The Downeast Institute for Applied Marine Research and Education is a non-profit organization whose mission is to improve the quality of life for the people of downeast and coastal Maine through applied marine research, technology transfer, and public marine resource education.

E2Tech

PO Box 8517

Portland, ME 04104

207-956-1970

director@e2tech.org



The Environmental & Energy Technology Council of Maine (E2Tech) seeks to accelerate the State's environmental, energy, and clean technology sectors. E2Tech acts as a catalyst to stimulate growth in this sector by facilitating networking, serving as a clearinghouse for objective information, and leading efforts to promote the sector through business and economic development projects.

EcoSeaTile LLC

11 Fitz Hugh Ln.
Mount Desert, ME 04660
207-244-4466
mshattow@comcast.net



EcoSeaTile manufactures and distributes gifts, home accents and tiles made from recycled materials. Materials include shells (lobster, mussel, oyster, scallop, clam) and scrap metal (aluminum, copper, brass, titanium). Products include coasters, picture frames, wine stoppers, paperweights, switch covers, and drawer knobs.

Ecoshel

115 Middle Street
Portland, ME 04101
404-350-0540
bryan@ecoshel.com



Ecoshel manufactures an innovative, patented cedar shingle panel, The Ecoshel Smart-Shingle™ System, which is currently completing a very successful Beta trial period. During the trial period, the company produced over ¼ million square feet of the Smart-Shingle™ System, and worked directly with hundreds of building industry professionals and homeowners. Product performance and customer feedback has been extremely positive.

Eldertide Farm

555 Gardiner Rd.
Dresden, ME 04342
207-737-8717
edie@mainemedicinals.com



Eldertide, LLC used MTI funds to research the phyto-medicinal qualities of elderberry plants grown in Maine to ultimately develop a process that would allow for the best properties to be distilled from these plants. Their Anthoimmune Organic Elderberry Syrup can be found in every North Atlantic Whole Foods store.

Environetix

20 Godfrey Drive
Orono, ME 04473
207-866-6500
rlad@environetix.com



Environetix Technologies provides custom wireless, battery-free sensor solutions for measuring high temperature, pressure, vibration, and strain in extreme and harsh environments. Environetix helps customers in power generation, gas & oil, aerospace and other industries reduce maintenance costs and extend the lifetime of engines, turbines, power plant boiler systems, etc.

Falcon Performance Footwear

27 Wrights Landing
Auburn, ME 04210
207-784-9186
cspang@falconpf.com



Falcon Performance Footwear designs and manufactures safety footwear for the fire, rescue, mining, heavy industry, and cold climate exploration. Built on an athletic shoe foot bed, Falcon's boots use composite materials and man-made textiles to achieve the highest standard in comfort and safety.

Farming Fungi LLC

4 Berwick Ct.
Sanford, ME 04073
207-251-2238
johnsharood@farmingfungi.com



Farming Fungi /Mousam Valley Mushrooms farm a variety of culinary mushrooms. We use proprietary, fully automated, growing technology and proprietary growth “recipes” to produce consistently superior mushroom varieties grown on organic Maine hardwood.

FHC

1201 Main Street
Bowdoin, ME 04287
207-666-5651
kseitz@fh-co.com

***“Innovation through collaboration”***

FHC designs, manufactures, and internationally markets products for neuroscience and neurosurgical research. FHC’s neuroscience customers are scientists studying at universities, hospitals, and laboratories around the world. Neurosurgeons use FHC’s equipment for microelectrode recording and stimulation to map the electrical activity in the brain and locate dysfunctional areas.

Fluid Imaging Technology

65 Forest Falls Drive
Yarmouth, ME 04096
207-846-6100
faith@fluidimaging.com



Fluid Imaging Technologies manufactures the FlowCAM® family of innovative imaging-based particle analysis systems that are used for research and quality control applications in a variety of aquatic and industrial markets worldwide. Since our founding in 1999, we have been the world-leader in particle analysis instrumentation based on digital imaging technology.

Freeport Metrics

145 Newbury St., 3rd Floor
Portland, ME 04101
207-865-0870
dan@freeportmetrics.com



Freeport Metrics is a team of experienced web software developers and technology consultants. Equipped with wicked tools, business experience and agile processes, we professionally design and build custom applications and business intelligence solutions. We provide both technology know-how as well as strategic expertise. We’re more than just programmers. We’re business partners.

WE'RE NOT BEAN COUNTERS

**WE'RE A TEAM
OF FINANCIAL
EXPERTS**



**WHO'VE
GOT
YOUR
BACK.**



**GET IN TOUCH
WITH US TODAY.**

We're confident
you'll feel good about
making the call.

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& COMPANY
CPAS & BUSINESS ADVISORY

CONFIDENCE IN KNOWING.

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Congratulations
to the
2013 MTI Tech Walk
portfolio companies!



Celebrating 10 years
of investing in promising
New England entrepreneurs &
innovative start ups

www.MaineAngels.org

Owl Furniture

43 North Main St.
Stonington, ME 04681
207-367-6555
info@geoffreywarnerstudio.com



Owl Furniture consists of designers and manufacturers of an ergonomic line of seating. Our mission is to support community with mindfulness and a strong economic and environmental foundation.

GloBEco Maine

19 Fowler Farm Rd.
Scarborough, ME 04074
207-272-7153
phil@solutionmates.com



Improving Quality of life one innovation at a time. GLOBEco Maine is a small innovations company with an unmatched commitment to produce and deliver the finest, most reliable and responsible products to consumer and industrial markets.

Gulf of Maine Research Institute

350 Commercial St.
Portland, ME 04101
207-772-6855
gsherwood@gmri.org



The Gulf of Maine Research Institute (GMRI) is a nonprofit organization serving the Gulf of Maine bioregion through a dynamic fusion of science, education, and community programs. GMRI provides interdisciplinary scientific advice to address fishery sustainability and engage middle school students in hands-on science learning.

Hall Internet Marketing

30 Danforth St., Suite 207
Portland, ME 04101
207-831-3110
tom@hallme.com



Hall Internet Marketing is a 14-year old agency that uses technology to help clients meet their internet marketing goals. We use proprietary software to empower our experts and deliver great online marketing results for our clients around the world. Hall's staff develops, manages, monitors and validates web marketing strategies.

Hydro International

94 Hutchins Drive
Portland, ME 04102
207-756-6200
kosei@hydro-int.com



Hydro International offers innovative products to provide optimized, cost-effective treatment and control solutions for water, wastewater, and storm water systems. HX, Hydro's symbol of excellence in innovation in design and manufacturing, is the essence of Hydro. HX is a stamp of a Hydro solution that is tried, tested and proven. There is no equivalent to Hydro HX.

Introspective Systems

242 Island Ave., #4
Peaks Island, ME 04108
207-245-4797
kay.aikin@introspectivesystems.com



Introspective Systems' SIMplexity Launch is an innovative software solution that automates paper-based architectural programming, streamlining the data-intensive, requirements-analysis phase of early building design. SIMplexity Launch is positioned for the rapidly growing (23% per year) sustainable building/LEED market leveraging Introspective Systems' intellectual property in big data analytics, simulation, and computational intelligence.

“The cure for boredom is curiosity.”

There is no cure
for curiosity.” — *Dorothy Parker*

Today, business needs innovative and entrepreneurial minds more than ever. That's why **Bernstein Shur** is proud to support and counsel local businesses. We're a Maine law firm, known for innovation since 1915.

BERNSTEIN SHUR

COUNSELORS AT LAW

Portland, ME | Augusta, ME | Manchester, NH
207 774-1200 | bernsteinshur.com



**The Manufacturers Association of Maine
is proud to serve the manufacturing sector in Maine.**

www.mainemfg.com

Thank you to our partners:



ROBOTICS

INSTITUTE OF MAINE



Jackson Laboratory

600 Main St.
Bar Harbor, ME 04609
207-288-6000
jaxosp@jax.org

***Jazzy Johnnys***

4 Myrtle St.
Richmond, ME 04357
207-841-8889
rose12853@yahoo.com



Jazzy Johnnys Eco-friendly patient wear provides healthcare facilities and their non-acute and repeated care use-patients with a comfortable, dignified, superior product that comes from the earth, reduces their use of toxic chemicals, is easily accessible to healthcare providers, and increases their bottom line.

Jotul North America

55 Hutcherson Dr.
Gorham, ME 04038
207-591-6605
pharoldsen@jotulnoamer.com



For 160 years Jotul has been the world's leading manufacturer for cast iron wood and gas stoves, inserts, and fireplaces. For the last 15 years, Jotul North America has been designing and manufacturing a full range of wood and gas heating products in the state of Maine.

Karkos Group LLC

54 Foreside Rd.
Cumberland Foreside, ME 04110
207-321-8130
slk@karkosgroup.com



Karkos Group LLC, a product development company in Lewiston's historic Continental Mill, with multiple MTI Seed Grants, has REINVENTED the Blender, using a digital technology silent motor to create three US Patent-Pending versions... Professional, Residential & Kids. Dangerous Decibels are gone... tested by AMC (Advanced Manufacturing Center) @ UMaine Orono. Visit our booth to hear for yourself.

Kepware, Inc

400 Congress St., 3rd Floor
Portland, ME 04101
207-775-1660
info@kepware.com



Kepware Technologies is a private software development company headquartered in Portland, Maine. Kepware provides a portfolio of software solutions to help businesses connect diverse automation devices and software applications. Established in 1995 and now distributed in more than 100 countries, Kepware's software solutions help thousands of businesses improve operations and decision making.

LifeKite

21 Howard St.
Portland, ME 04101
207-774-9667
jasa@gwi.net



LifeKite is a web-based platform that allows users to create and maintain a list of life goals and then to assign each of those goals a compelling image – a “kite.” That kite, tagged by the user, becomes a matching point with social circles, products and services to help accomplish those goals.

Maine Aquaculture Innovation Center

5717 Corbett Hall
Orono, ME 04469
207-581-2263
cdavis@midcoast.com



The Maine Aquaculture Innovation Center's mission is to assist in developing economically and environmentally sustainable aquaculture opportunities in Maine by sponsoring innovative research and development projects, enhancing aquaculture capacity, serving to improve public visibility and acceptance of aquaculture, and encouraging strategic alliances tasked with promoting research, technology transfer, and the commercialization of aquaculture research.

Maine Composites Alliance/SMCC

PO Box 129
Portland, ME 04112
207-828-1414
svonvogt@mainemarinecomposites.com



MCA is an alliance of composite businesses and research development institutions in Maine working together to promote Maine's leadership in the international composite industry. We provide opportunities for new commercial ventures, and education/training for members and their employees. Through the Composites Research Engineering Laboratory (CERL) at the Maine Technology and Engineering Center at SMCC Brunswick Landing Campus, we provide direct technical support, testing and product development.

MaineAsia LLC

4 Milk St., Suite 100
Portland, ME 04101
207-400-1511
tkieffer@maineasia.com



MaineAsia provides strategic advice to businesses in the United States and Asia through our key practices of consulting, trading and ventures. MaineAsia's Solar venture is integrating the University of Maine's Bridge-in-a-Backpack Composite Arch technology with proprietary Photovoltaic panels to provide cost competitive large spanning, power generating multi-use solar structures for use as greenhouses, parking canopies and other commercial pre-engineered buildings.

Maine Mead Works

51 Washington Ave.
Portland, ME 04101
207-773-6323
ben@mainemeadworks.com



Maine Mead Works is a winery located in Portland Maine that manufactures handcrafted mead or “honey wine” using locally sourced Maine ingredients. Founded in 2008, the company offers more than 15 varieties of high quality and award-winning products using a proprietary continuous fermentation process.

McDermott Shapes

66 Desert Rd.
Freeport, ME 04032
207-751-0693
mcdermottshapes@gmail.com



McDermott Shapes is a small business, owned and operated by brothers, Ryan and Andy McDermott. The brothers are dedicated to creating surfboards and stand up paddleboards that are durable and custom built for both riders and their waves. Their work is their passion, which ensures quality in every board.

Mount Desert Island Biological Laboratory

PO Box 35, Old Bar Harbor Rd.
Salsbury Cove, ME 04672
207-288-9880
kstrange@mdibl.org



Mount Desert Island Biological Laboratory is an independent non-profit research institution that develops solutions to complex human and environmental health problems. Our innovative approach encourages shared learning and recognizes all life is interconnected. This approach reduces costs and speeds discovery while yielding fresh insights into aging, regeneration, disease, and healing.

Ocean Approved LLC

188 Presumpscot St.
Portland, ME 04103
207-671-7946
pdobbins@oceanapproved.com



Ocean Approved produces delicious vegetables from the sea with minimal impact to the environment. We love the ocean and are committed to sustainable practices. We employ a combination of aquaculture and mariculture techniques year-round, and are excited to be moving from wild harvesting to cultivating our kelps in the first open water kelp farms in the U.S.

Ocean Renewable Power Company Maine

120 Exchange St.
Portland, ME 04101
207-772-7707
jmcentee@oceanrenewablepower.com



Since its founding in 2004, Ocean Renewable Power Company has become a global leader in the marine hydrokinetic power industry by successfully developing new technology and projects. Named one of the "World's Top Ten Most Innovative Companies in Energy" by Fast Company in 2012, ORPC designed, built, installed and operated the United States' first federally licensed, grid-connected tidal energy project in Cobscook Bay, Maine. The company also secured the first long-term power purchase agreement for tidal energy in the U.S. For more information, visit www.orpc.co.

Packgen

65 First Flight Drive
Auburn, ME 04211
207-783-4238
sproia@packgen.com



E-Pack, a specialty packaging company, manufactures composite containers designed and constructed to collapse to save warehouse and shipping space and doing so without the loss of structural and performance integrity as it compares to traditional long-lived steel and poly 55 gallon drums. The lite weight design of approximately 10lbs compared to 50lbs of steel reduces workers injuries and disposal costs. Manufactured and assembled in Auburn, Maine, we are proud to promote this special design to the food, pharmaceutical, biotech, mining and specialty chemical industries.

Pantheon Guitars LLC

2 Cedar St.
Lewiston, ME 04240
207-786-0385
dbourgeois@pantheonguitars.com



Everyone at Bourgeois-Pantheon Guitars is working to be the best “small shop” acoustic guitar builder in the world with Dana focusing on designing and building instruments of the highest quality. Together, making Bourgeois guitars the best they can be.

Pika Energy LLC

13 Stroudwater Falls Ln.
Gorham, ME 04038
928-380-4103
bpolito@pika-energy.com



Pika Energy builds the world’s most advanced small wind turbines, to help families cut their electric bills and reduce their environmental impact. Designed, built, and tested in Maine, Pika’s technology makes it easy to combine wind and solar power, and our built-in WiFi connection lets customers track system performance from anywhere in the world.

PJ Coeur LLC

6 Distant Pines Dr.
Gorham, ME 04038
207-653-2247
Pamela.Saunders@rocketmail.com



PJ Coeur, LLC, a start-up software company initially offering Voice Kite (<http://voicekite.com>), has validated that a significant market exists that just yearns for a better way to preserve their precious memories. We are passionate about preserving the sights AND the sounds of your memories for many generations to come!

**It's a funny thing about great creative.
Once you get it, you're still hungry for more.**



**Starting in January 2014,
we're super-sizing our creative department.**

When you add top-notch advertising strategy, concepts and execution to printing, mailing, inventory management/fulfillment and web/new media development, you're bound to make the "traditional" ad agency seem just a little... unsatisfying.

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Portland, Maine 04101
p. 774-8111
www.mced.biz

MCED
Maine Center For
Entrepreneurial Development



Incubation is not for chickens. **Be bold.**

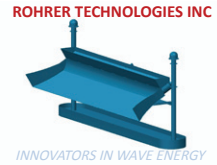
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Acceleration

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Entrepreneurship Training

RTI Wave Energy

5 Long Cove Rd.
York, ME 03909
207-363-5502
jrohrer@maine.rr.com



RTI Wave Energy of York Maine has developed and patented the world's only utility scalable Ocean Wave Energy Converter which submerges during severe storms allowing it to be several times lighter and more efficient than competitors and produce power below the cost of solar and wind farms.

Sea and Reef Aquaculture

33 Salmon Farm Rd.
Franklin, ME 04634
207-422-6200
soren@seaandreef.com



Sea & Reef Aquaculture is located on the beautiful coast of Maine and was the first marine ornamental fish farm in New England. We specialize in culturing only the highest quality marine ornamental fish for the aquarium hobby. Through careful research and dedication our team of marine biologists brings you saltwater fish of optimum health and vivid color.

Signal Insight (SI) - Sonotect iScan™ and QRI Sonotect Diagnostic Systems

174 South Freeport Rd.
Freeport, ME 04032
207-944-4794
awilcox@signalinsight.com



Signal Insight developed a new diagnostic technology called Sonodetection, which reports information about the status of the body that studies show are consistent with normal and abnormal tissue status and stress. SI conducted research and engineering for over 15 years leading to multiple patents, and its initial product, Sonotect is launching into the equine market.

Tex Tech Industries

105 N. Main St.
PO Box 8
North Monmouth, ME 04265
207-933-4404
sfarrell@wizbe.net



Tex Tech Industries is a world leader in the manufacturer of leading edge high-performance textiles for aerospace, ballistic protection, fire blocking, filtration, tennis felt and other applications. We are innovators developing advanced fabrics for military and transportation, thermal and acoustic insulation, personal protection and many other demanding applications. Tex Tech was founded in Maine over a century ago and has been creating engineered woven and needle felt fabrics ever since.

USM/UMO/MaME (Manufacturing Cluster)

96 Falmouth St.
PO Box 9300
Portland, ME 04103
207-581-2717
john.belding@maine.edu



The Advanced Manufacturing Center (AMC) at the University of Maine is an engineering support and service center that is dedicated to promoting economic development in Maine, and supporting the research programs at the University of Maine. The AMC is also readily accessible to businesses, entrepreneurs, and researchers throughout Maine and North America.

The Manufacturing Applications Center (MAC) at the University of Southern Maine works with Maine's industries to improve quality and efficiency in production operations. Interactive strategies and assistance are provided on a fee-for-services basis to help companies become more competitive via advanced technologies and world-class manufacturing strategies.

University of New England

716 Stevens Ave.
Portland, ME 04103
207-602-2011
tford@une.edu



UNE's GAPC provides academic and private researchers with state-of-the-art training and support in genomics, analytics and proteomics. These services have improved research opportunities and capabilities for Maine and New England in biomedical, environmental, pharmaceutical and other life sciences. GAPC also provides innovative workshops in mass spectrometry, genomic and proteomic technologies.

Wentworth Technology

77 Industrial Park Rd.
Saco, ME 04072
207-233-7568
dickhalemaine@gmail.com



Wentworth Technology provides innovative wireless communications solutions for the restaurant industry. Wentworth's SpeedThru® headset system solves the leading problems in drive-thru communications including sound quality, durability and total cost of ownership. SeedThru® systems can be found in leading quick service restaurants including Subway, Burger King, Wendy's Dunkin Donuts, Kentucky Fried Chicken, Church's Chicken, and many others.

Zylo Media LLC

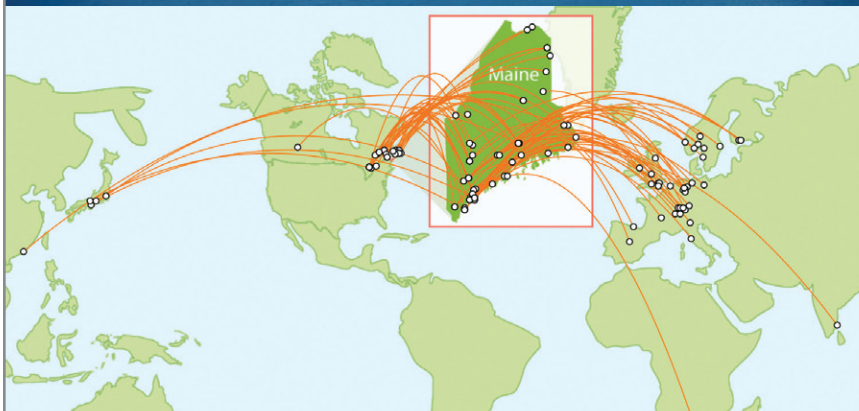
PO Box 8181
Portland, ME 04104
207-553-2177
rbruce@zylomedia.com



Zylo Media combines promotional marketing with casual games to create a highly engaging digital experience for consumers. We run custom "white label" promotions for national brands, retailers and restaurant chains. We also offer our own product – BoodleUP – via the web or as a download for iOS and Android mobile devices.

#1 Ranking

U.S. state with lowest tax burden
on new investment (Ernst & Young)



To learn more, visit www.investinmaine.net

Invest in Maine
Maine International Trade Center
Phone: 1-207-541-7400
Email: investinmaine@mitc.com
www.investinmaine.net

invest
in **maine**
U.S.A.

The Maine Technology Institute (MTI) our core mission, objectives and key funding programs and initiatives

The Maine Technology Institute is a unique organization and one that has come to signify Maine's strength and commitment to technology-based economic development. For 14 years MTI has worked with innovative individuals and companies in Maine to bring their technology ideas to life and to help grow sustainable businesses with high-paying jobs. During this time MTI has invested more than \$150 million for Maine, generating new opportunities, creating thousands of jobs and attracting a wealth of outside investment into Maine. MTI itself is one of Maine's great success stories, but it is the many companies and organizations that MTI has invested in that are the real story of MTI's success. At TechWalk are a sampling of these companies and organizations. We hope you will hear their stories, and watch for the ones to come.

MTI has a number of programs to provide funding for innovative technology businesses from the concept stage through scale up. MTI's funds must be directed to the development of innovative technologies in the following seven sectors:

- **Biotechnology**
- **Agriculture & Forestry**
- **Aquaculture & Marine**
- **Precision Manufacturing**
- **Information Technology**
- **Environmental Technology**
- **Advanced Composite Materials**

In addition to these direct funding opportunities, MTI offers programs like the new Phase 0 program designed to help Maine companies identify, evaluate and apply for federal SBIR/STTR program and Broad Agency Announcement (BAA) awards, programs to invest in Cluster investments, initiatives to foster technology transfer from the public to the private sector, and manages bond funds specifically for technology R&D projects throughout Maine. Finally, MTI provides support for companies at various stages through its Entrepreneur-in-Residence program, and in conjunction with partner organizations and affiliates like Blackstone Accelerates Growth, the Maine Center for Entrepreneurial Development, Maine Venture Fund, The University of Maine, the Maine International Trade Center, the Maine Small Business Development Center, and other organizations and programs.

MTI's funding programs include:*

TechStart Grants – Up to \$5,000

TechStart Grants provide quick funding for specific small projects to lay the basic business groundwork critical to securing additional funding for technology projects.

- Offered Monthly
- Requires a 1:1 match
- Projects must be completed in six months
- Used for business plan development, market analysis and IP filing among other things
- TechStart Grants are awarded based on a competitive evaluation of the technology, business plan and potential benefit to Maine, among other factors.

Seed Grants – Up to \$25,000

Seed Grants provide funding for early stage specific R&D projects that will lead to commercialization or that lay the groundwork for securing additional funding.

- Offered three times per year
- Projects must be completed within 12 months
- May apply for two Seed Grants in a 24-month period (Seed Grant total per project is \$50,000)
- Requires a 1:1 match
- Funds can be used for prototype development, pilot studies/trials, proof of concept
- Seed Grants are awarded based on a competitive evaluation of the technology, business plan and potential benefit to Maine, among other factors.

Development Loans – from \$30,000 to \$500,000

Development Loans are provided to companies to fund R&D projects that lead to commercialization.

- Start-Up/Early Stage, Established Companies and Academic/Research Institutions may apply
- Funding amounts depend on the stage of the company or organization
- Funds can be used for Proof of Concept, R&D, pilot production, lab testing and field trials
- Requires a 1:1 match
- Are repayable depending on product commercialization and stage of company

Phase 0 Awards - \$5,000

MTI's new Phase 0 awards are to assist companies in identifying, evaluating and preparing applications for federal SBIR/STTR and BBA program awards.

- Designed for grant writing or expert service support
- Requires labor match
- Include support from MTI's Technical Assistance Program (TAP) team

Business Accelerator Grants - \$15,000 to \$50,000

Business Accelerator Grants are funds designed to assist companies with market development and marketing activities, a use that is limited under Development Loan awards. The BAGs are also available for companies who win SBIR/STTR Phase I awards (awardees qualify for up to \$15,000 in BAG awards), and for companies who win SBIR/STTR Phase II awards (awardees qualify for up to \$50,000 in BAG awards).

- Company must win SBIR/STTR Phase I or Phase II or be a Development Loan awardee to qualify
- Does not require a match
- Primary use of funds is for marketing and market development
- Funds are not repayable

Cluster Improvement Program - Up to \$50,000 for feasibility and planning activities and Up to \$500,000 for Implementation Proposals to fund collaborative, industry-led activities that boost innovation and industry success.

The Cluster Improvement Program is designed to provide funds for initiatives that will benefit multiple industries or companies.

- Funds are intended for capital improvement or infrastructure
- Funds may also be used for developing common marketing capabilities

Since its' founding in 1999 MTI has funded more than 1,780 projects and over 1,260 companies and organizations. Awards in all categories have gone to entities in all 16 Maine counties. As Maine's legacy of innovation reaches a new generation, new ideas and new opportunities are being developed by entrepreneurs and companies in Maine, who see Maine not just as a great place to live, but also as a great place to do business. And with the help of the Maine Technology Institute, many of today's innovative technology ideas will become tomorrow's successful Maine companies.

(- Please refer to the Maine Technology Institute Web site for detailed information about the qualifications, terms and uses of various program funds.)*

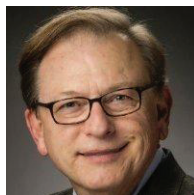
Meet the MTI Team

Robert Martin

President

Bob brings an incredible vision of possibility and growth to MTI. He provides inspiration and keen leadership to the team, engages proactively with business and community leaders, and mentors portfolio company executives.

rmartin@mainetechnology.org 207-588-1011

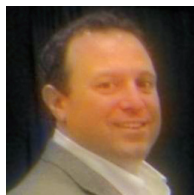


Joe Migliaccio

Director, Business Ventures Group

Joe has been with MTI since 1999, and has seen MTI programs grow significantly. Joe leads the Business Ventures team and engages with leading technology portfolio companies to help them with a variety of complex business and financial matters. Joe spent several years with IDEXX leading the development of new products and programs.

jmigliaccio@mainetechnology.org 207-588-1013



Catherine Marin

Portfolio Manager

Catherine is a dedicated mid coast Mainer and a motivated member of the team who brings years of experience to her role at MTI from Ford Motor Company. She works closely with portfolio companies providing a creative approach to engaging with and supporting entrepreneurs and new businesses. Catherine is focusing on the Aquaculture & Marine, Precision Manufacturing and Agriculture & Forestry sectors.

cmarin@mainetechnology.org 207-203-2071



Jennifer Bush

Portfolio Manager

Jennifer brings a world of experience to the MTI team including executive leadership roles at small companies. She is also committed to the start-up business process through multiple organizations and initiatives.

jbush@mainetechnology.org 207-203-2072



Shane Beckim*Portfolio Manager*

Shane has been with MTI for more than 9 years and manages the TechStart Grant, Seed Grant and SBIR/STTR components of the Business Innovation Program. He understands the acute needs of entrepreneurs and start-up companies and how to help them bring their big idea to life.

sbeckim@mainetechnology.org 207-588-1018

**Jessica Watson***Portfolio Assistant*

Jessica provides MTI with knowledge and commitment to effective and efficient process. She works with all Business Innovation Program grant applicants to ensure timely completion of the application process and supports all seven technology boards.

jwatson@mainetechnology.org 207-588-1015

**Jim Fecteau***Director, Finance & Administration*

Jim provides MTI with a strong foundation in finance and operations. He works closely with the BVG team and portfolio companies to ensure the processing of awards is timely, and that reporting is efficient. Jim also leads MTI's Finance Committee.

jfecteau@mainetechnology.org 207-588-1012

**Martha Bentley***Blackstone Accelerates Growth, CIP and MTAF Program Manager*

Martha is the lead evangelist for Blackstone Accelerates Growth. She provides excellent guidance to cluster award applicants and effective relations with MTAF award organizations.

mbentley@mainetechnology.org 207-312-8605

**Karen West***TAP Consultant*

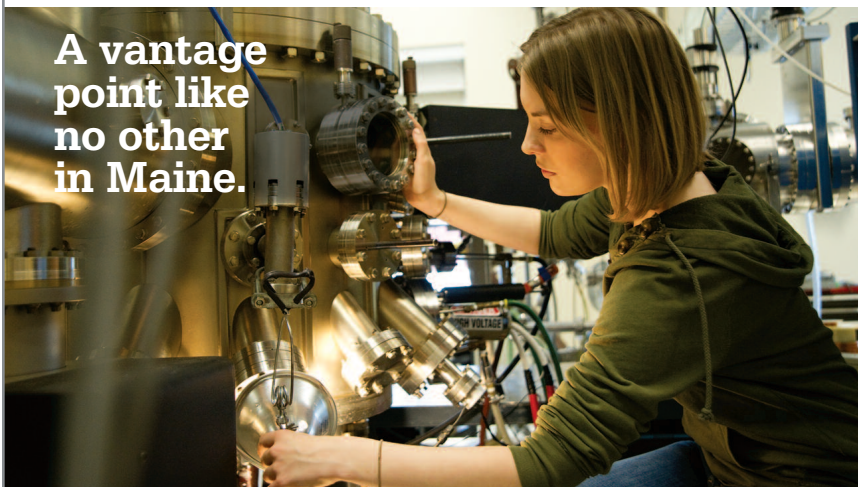
Karen leads the Technical Assistance Program (TAP) team, which provides expert guidance to companies helping them identify federal grant opportunities and to prepare successful SBIR/STTR program applications.

cpmgmt@fairpoint.net 207-845-2934





**A vantage
point like
no other
in Maine.**



**\$780
million**
estimated annual
economic impact

135+
budding
entrepreneurs
helped each year
by the Foster
Center for Student
Innovation

175+
R&D
projects
with Maine
companies in FY13

The University of Maine is a leader in developing new products and services, creating solutions and testing innovative ideas for companies throughout Maine and the world. It conducts R&D in all seven of Maine's designated technology sectors. From FY05 to FY13, the University of Maine filed more than 150 patents and more than 10 tech-based start-up companies are commercializing UMaine technology. With a vantage point like no other, UMaine is developing Maine's workforce, and creating opportunities to work and succeed in the state. Learn more about the UMaine advantage (umaine.edu).

The University of Maine is an equal opportunity/affirmative action institution.

Patti Sutter*Web Communications Manager*

Patti manages MTI's Web site, newsletters and social media. She ensures that our digital programs are executed flawlessly and monitors digital media for news and opportunities for MTI and MTI portfolio companies.

psutter@mainetechnology.org 207-588-1019

**Christine Bullard***Office Manager*

Christine organizes and guides the MTI team on a day to day basis. She supports the needs of every member of the team, and leads the planning and organization of special events. Christine also serves as Clerk of the Board to the MTI Board of Directors.

cbullard@mainetechnology.org 207-588-1021

**Roger Brooks***Entrepreneur-in-Residence*

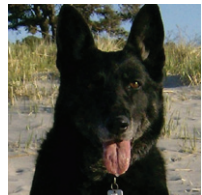
Roger has over 40 years of experience leading technology companies and providing guidance to entrepreneurs and growing companies. He engages with portfolio company management teams to help them learn and overcome challenges.

rbrooks@mainetechnology.org 207-229-1490

**Scott Burnett***Director, Marketing & Analytics*

Scott leads MTI's strategic and tactical marketing including developing new programs to communicate with MTI's constituents and to enhance the image of MTI and MTI portfolio companies. He analyzes portfolio company performance to identify success factors and opportunities to enhance growth. Scott comes from a background in law (corporate and securities), and most recently has worked with several early stage biotechnology companies.

sburnett@mainetechnology.org 207-588-1010



Why work here...



"Coworking comes with benefits beyond Wi-Fi and unlimited coffee. They generate a level of synergy that results from the proximity and collaboration of like-minded people. New relationships are developed. Ideas are challenged. Problems are solved."

-Forbes (April 25,

When you can work here?



Coworking spaces in Maine

Portland

| | |
|--------------------|----------------|
| Peloton Labs | (207) 210-6595 |
| Think Tank | (207) 619-3659 |
| Casco Bay Tech Hub | (207) 321-2208 |
| Engine Room | (207) 723-2782 |

Yarmouth

| | |
|------------|----------------|
| Think Tank | (207) 619-3659 |
|------------|----------------|

Gardiner

| | |
|-------|----------------|
| CoLab | (207) 582-3100 |
|-------|----------------|

Augusta

| | |
|--------|----------------|
| AdCare | (207) 626-3615 |
|--------|----------------|

Readfield

| | |
|--------------------------------------|----------------|
| Central Maine Community Office Space | (207) 685-3171 |
|--------------------------------------|----------------|

Bangor

| | |
|------|----------------|
| EMDC | (207) 942-6389 |
|------|----------------|

Coworking



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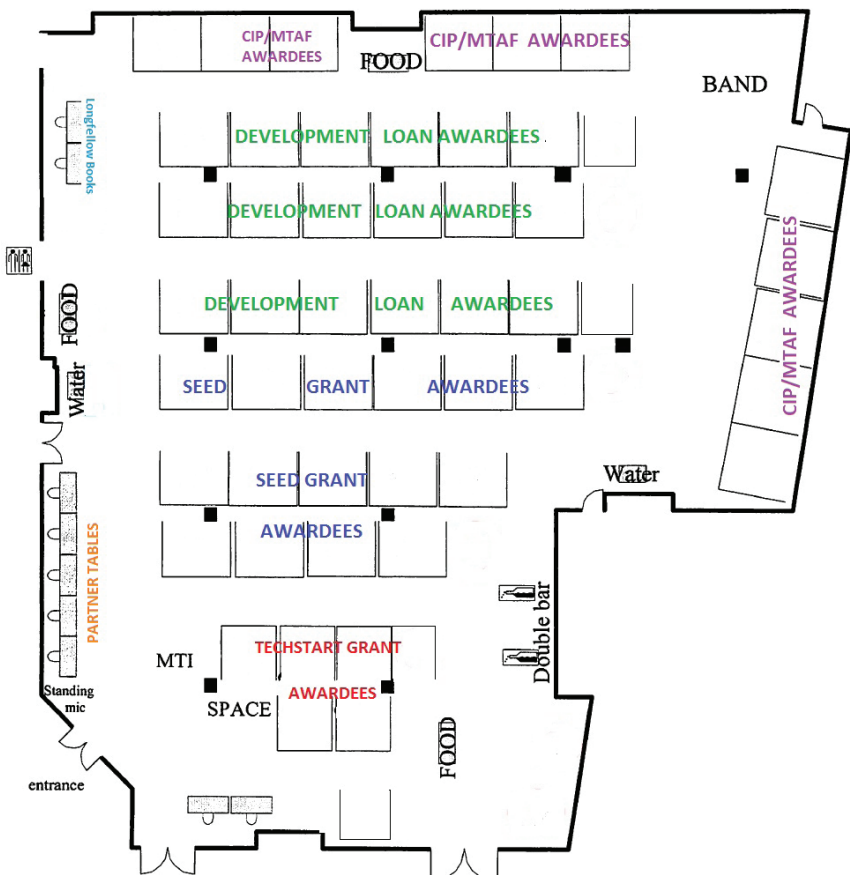
Thank you for joining us for TechWalk 2013



Index of Exhibitors

| <i>Company</i> | <i>Address</i> | <i>Town</i> | <i>State</i> | <i>Zip</i> | <i>Type</i> |
|--|-------------------------------|---------------------|--------------|------------|-------------|
| Abierto Networks LLC | 11 Sanborn Lane | Eliot | ME | 03903 | DL |
| AboGen | 477 Congress St., Ste. 1010 | Portland | ME | 04105 | DL |
| Aware Technology | PO Box 8060 | Portland | ME | 04104 | DL |
| Bellwether Design Technologies LLC | 409 Alfred St. | Biddeford | ME | 04005 | SG |
| Beltane Solar | 2 Main St. | Topsham | ME | 04086 | SG |
| Bigelow Laboratory | PO Box 475 | W. Boothbay Harbor | ME | 04575 | MTAF |
| Biovation | 55 Industrial Park Rd. | Boothbay | ME | 04537 | DL |
| Bitzy Baby LLC | 65 Water St. | Brunswick | ME | 04011 | TS |
| Cerahelix | 20 Godfrey Dr. | Orono | ME | 04473 | DL |
| Chimani LLC | PO Box 1072 | Yarmouth | ME | 04096 | SG |
| Count and Crush LLC aka CLYNK | 167 Rumery Street | South Portland | ME | 04106 | DL |
| Direct Vet Marketing | 110 Exchange Street | Portland | ME | 04101 | DL |
| Double Blue Sports Analytics LLC | 10 St. Louis Ave. | Hermion | ME | 04401 | TS |
| Downeast Institute | PO Box 83 | Beals | ME | 04611 | SG |
| EZTech | PO Box 8517 | Portland | ME | 04104 | CIP |
| EcoSeaTile LLC | 11 Fitz Hugh Ln. | Mount Desert | ME | 04660 | SG |
| Ecoshel | 115 Middle Street | Portland | ME | 04101 | DL |
| Eldertide Farm | 555 Gardiner Rd. | Dresden | ME | 04342 | TS |
| Environetix | 20 Godfrey Drive | Orono | ME | 04473 | SG |
| Falcon Performance Footwear | 27 Wrights Landing | Auburn | ME | 04210 | SG |
| Farming Fungi LLC | 4 Berwick Ct. | Sanford | ME | 04073 | SG |
| FHC | 1201 Main Street | Bowdoin | ME | 04287 | MTAF |
| Fluid Imaging Technology | 65 Forest Falls Drive | Yarmouth | ME | 04096 | DL |
| Freeport Metrics | 145 Newbury St., 3rd Floor | Portland | ME | 04101 | TS |
| Geoffrey Warner Studio aka Owl Furniture | 43 North Main St. | Stonington | ME | 04681 | TS |
| Globeco Maine | 19 Fowler Farm Rd. | Scarborough | ME | 04074 | SG |
| Gulf of Maine Research Institute | 350 Commercial Street | Portland | ME | 04101 | MTAF |
| Hall Internet Marketing | 30 Danforth Street, Suite 207 | Portland | ME | 04101 | DL |
| Hydro International | 94 Hutchins Drive | Portland | ME | 04102 | DL |
| Introspective Systems | 242 Island Ave, #4 | Peaks Island | ME | 04108 | DL |
| Jackson Laboratory | 600 Main St. | Bar Harbor | ME | 04609 | MTAF |
| Jotul North America | 55 Hutchinson Dr. | Gorham | ME | 04038 | SG |
| Karkos Group LLC | 54 Foreside Rd. | Cumberland Foreside | ME | 04110 | SG |
| Kepware, Inc | 400 Congress St., 3rd Floor | Portland | ME | 04101 | DL |
| LifeKite | 21 Howard St. | Portland | ME | 04101 | TS |
| Maine Aquaculture Innovation Center | 5717 Corbett Hall | Orono | ME | 04469 | MTAF |
| Maine Composites Alliance/SMCC | PO Box 129 | Portland | ME | 04112 | CIP |
| MaineAsia LLC | 4 Milk St., Suite 100 | Portland | ME | 04101 | TS |
| McDermott Shapes | 66 Desert Rd. | Freeport | ME | 04032 | SG |
| Mount Desert Island Biological Lab | PO Box 35, Old Bar Harbor Rd. | Salsbury Cove | ME | 04672 | MTAF |
| Ocean Approved LLC | 188 Presumpscot St. | Portland | ME | 04103 | DL |
| ORPC Maine | 120 Exchange St. | Portland | ME | 04101 | DL |
| Packgen | 65 First Flight Drive | Auburn | ME | 04211 | DL |
| Pantheon Guitars LLC | 2 Cedar St. | Lewiston | ME | 04240 | SG |
| Pika Energy LLC | 13 Stroudwater Falls Lane | Gorham | ME | 04038 | DL |
| PJ Coer LLC | 6 Distant Pines Dr. | Gorham | ME | 04038 | TS |
| Rohrer Technologies | 5 Long Cove Rd. | York | ME | 03909 | SG |
| RoyalWear LLC aka Jazzy Johnny's | 4 Myrtle St. | Richmond | ME | 04357 | SG |
| Sea and Reef Aquaculture | 33 Salmon Farm Rd. | Franklin | ME | 04634 | DL |
| Signal Insight | 174 South Freeport Rd. | Freeport | ME | 04032 | SG |
| Tex Tech Industries | 105 N. Main Street, PO Box 8 | North Monmouth | ME | 04265 | DL |
| University of New England | 716 Stevens Avenue | Portland | ME | 04103 | MTAF |
| USM/UMO/MaME (Manufacturing Cluster) | 96 Palmouth St., PO Box 9300 | Portland | ME | 04104 | CIP |
| Wassail aka Maine Mead Works | 51 Washington Ave. | Portland | ME | 04101 | SG |
| Wentworth Technology | 77 Industrial Park Rd. | Saco | ME | 04072 | DL |
| Zylo Media LLC | PO Box 8181 | Portland | ME | 04104 | SG |

Exhibitor Map



Entrepreneurship:

It's not a solo journey.



Blackstone Accelerates Growth connects entrepreneurs and high growth businesses with the resources they need to succeed. It is one organization joined by others including MTI, MCED and UMaine that provide the energy and resources needed to grow innovative companies and winning teams.

Teamwork. Always makes us better.

Blackstone

**Accelerates
Growth**

ACCELERATING

Ventures

Blackstone Accelerates Growth works with high potential companies to accelerate their growth.

ACCELERATING

Connections

Blackstone Accelerates Growth creates connections among entrepreneurs, businesses, mentors and other resources in Maine.

ACCELERATING

The Next Generation

Blackstone Accelerates Growth is preparing the next generation of entrepreneurs to lead business innovation in Maine.

Come talk with us in the Blackstone Accelerates Growth booth and look for Accelerated Ventures and Connected companies throughout TechWalk.



8 Venture Avenue
Brunswick, Maine 04011
207-582-4790
engage@blackstonegrowth.com