Portland, Maine
Featured on Forbes’ List of Most Livable Cities
### DEMOGRAPHICS

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population (2012)</td>
<td>1.3 million</td>
</tr>
<tr>
<td>State Capital</td>
<td>Augusta</td>
</tr>
<tr>
<td>Largest City</td>
<td>Portland</td>
</tr>
<tr>
<td>Land Area</td>
<td>33,215 sq miles/86027 sq km</td>
</tr>
<tr>
<td>Length of Coastline</td>
<td>3,500 miles/ 5633 km</td>
</tr>
<tr>
<td>Lakes and Ponds</td>
<td>6000</td>
</tr>
<tr>
<td>Forest</td>
<td>17 million acres/6.9 million hec (90% forest)</td>
</tr>
<tr>
<td>Location</td>
<td>Northeast USA, bordering Canadian provinces of New Brunswick and Quebec</td>
</tr>
<tr>
<td>Same day driving access to:</td>
<td>Boston, New York, Montreal</td>
</tr>
</tbody>
</table>

### ECONOMY

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>GDP (2014)</td>
<td>$54.3 billion</td>
</tr>
<tr>
<td>Per Capita Income (2014)</td>
<td>$40,745</td>
</tr>
<tr>
<td>State Budget, Proposed (2016-2017)</td>
<td>$6.7 billion</td>
</tr>
<tr>
<td>Exports Maine (2015)</td>
<td>$2.7 billion</td>
</tr>
<tr>
<td>Imports via Maine (2014)</td>
<td>$3.8 billion</td>
</tr>
</tbody>
</table>

### TRANSPORTATION

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interstate Highways</td>
<td>2</td>
</tr>
<tr>
<td>Commercial Deep Water Ports</td>
<td>3</td>
</tr>
<tr>
<td>International Airports – Scheduled Service</td>
<td>2</td>
</tr>
<tr>
<td>Airports with Customs Service</td>
<td>10</td>
</tr>
<tr>
<td>Rail</td>
<td>1,400 miles/2,253 km</td>
</tr>
<tr>
<td>International Rail Facility</td>
<td>1</td>
</tr>
<tr>
<td>Foreign Trade Zones</td>
<td>4</td>
</tr>
</tbody>
</table>

### KEY SECTORS

<table>
<thead>
<tr>
<th>Sector</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advanced Materials &amp; Composites</td>
<td>Information Technology</td>
</tr>
<tr>
<td>Aerospace</td>
<td>Life Sciences</td>
</tr>
<tr>
<td>Environmental Technology</td>
<td>Marine Construction &amp; Technology</td>
</tr>
<tr>
<td>Food, Beverage &amp; Agricultural Products</td>
<td>Pulp, Paper &amp; Wood Products</td>
</tr>
<tr>
<td>Hospitality &amp; Tourism</td>
<td>Renewable Energy</td>
</tr>
</tbody>
</table>
Maine’s Life Sciences Sector Defined

There are more than 220 biotech and medical products companies and organizations working in the Life Sciences sector in Maine covering aspects of the industry from discovery research through commercialization and manufacturing.

Maine companies create commercially successful pharmaceutical and diagnostics products for the vascular, diabetes, vision, and veterinary sectors. Additionally there is a developed and distinct knowledge base in genetics/genomics and success in the diagnostics markets because of long-term development in the antibodies and related biochemistry/biology fields. These areas represent emerging clusters, while the diagnostics industry is well-established with roots in Maine going back to the 1970s. Maine’s biotechnology sector and supply chain are currently poised for great growth.

Global Commercial Success

**IDEXX Laboratories** is a global market leader in diagnostics and information technology solutions for animal health and water and milk quality. Headquartered in Maine, IDEXX employs over 4,700 people in more than 60 locations around the world. The company’s largest business helps more than 50,000 veterinary practices worldwide advance medical care, improve staff productivity and increase practice profitability. IDEXX accomplishes this via an integrated portfolio of pet-side diagnostic tests, point-of-care instruments, reference laboratory services, digital radiography, and practice management solutions. In addition, IDEXX is the world leader in microbiology testing technologies that ensure safe water and is the top provider of diagnostic tests and health-monitoring systems for milk safety and production animal health.

**Mölnlycke Health Care** is a world leading Swedish manufacturer of single-use surgical and wound care products and services to the professional health care sector. The global company opened its second location in Maine in 2013, a USD 47 million manufacturing and converting facility. The facility produces Mepilex and Mepilex Border foam dressing, the best known was designed for the base of the spine and also prevents bed sores. A third facility
Maine’s Life Sciences Sector Defined

Marine Manufacturing/GVS works in partnership with customers to ensure cost-effective and efficient product design, development and process solutions; services made stronger through the company’s recent merger with Italian company, GVS S.p.A. Maine Manufacturing/GVS has developed FAST®, the most widely used protein array product line; products recognized as critical tools for proteomics, biomarker research and drug discovery.

Maine Life Science Exports
(In US Dollars)

<table>
<thead>
<tr>
<th>COUNTRY</th>
<th>ANNUAL 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total of All Partner Countries</td>
<td>170,239,779</td>
</tr>
<tr>
<td>Netherland</td>
<td>36,775,712</td>
</tr>
<tr>
<td>Canada</td>
<td>28,957,564</td>
</tr>
<tr>
<td>Japan</td>
<td>21,066,357</td>
</tr>
<tr>
<td>China</td>
<td>12,054,980</td>
</tr>
<tr>
<td>Brazil</td>
<td>8,511,241</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>7,903,919</td>
</tr>
<tr>
<td>Mexico</td>
<td>4,877,266</td>
</tr>
<tr>
<td>Korea</td>
<td>4,418,632</td>
</tr>
<tr>
<td>Malaysia</td>
<td>3,762,746</td>
</tr>
<tr>
<td>Germany</td>
<td>3,449,744</td>
</tr>
<tr>
<td>South Africa</td>
<td>2,909,229</td>
</tr>
<tr>
<td>Australia</td>
<td>2,258,229</td>
</tr>
<tr>
<td>Thailand</td>
<td>2,052,507</td>
</tr>
<tr>
<td>Taiwan</td>
<td>1,895,701</td>
</tr>
<tr>
<td>Belgium</td>
<td>1,722,851</td>
</tr>
<tr>
<td>India</td>
<td>1,639,431</td>
</tr>
<tr>
<td>Argentina</td>
<td>1,604,100</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>1,570,171</td>
</tr>
<tr>
<td>Singapore</td>
<td>1,285,604</td>
</tr>
<tr>
<td>Peru</td>
<td>1,186,972</td>
</tr>
<tr>
<td>Italy</td>
<td>1,162,861</td>
</tr>
<tr>
<td>Colombia</td>
<td>1,116,939</td>
</tr>
<tr>
<td>Saudi Arabia</td>
<td>1,005,277</td>
</tr>
</tbody>
</table>

Source: U.S. Census Bureau Foreign, Trade Division
*Includes medical devices, lab equipment, diagnostics, and pharmaceuticals
**Countries included in this list are those with a total annual export of over $1M
Maine is only 60 miles (96.5km) north of Boston and the Northeast region along the Atlantic Ocean extending through New York, Philadelphia on down to Washington, DC. This 500-mile stretch is home to 18% of the population of the United States with $3.75 trillion in annual economic output, ranking the region as the world’s fourth largest economy.

Proximity to the Greater Boston Area combined with the state’s dedicated workforce and R&D centers have worked to make Maine a prime location for the life sciences. Boston’s university, research and medical facilities such as Harvard, MIT and Tufts offer world-renown programs and are a source of collaboration, talent and expertise.
Enticing Incentives

Maine Technology Institute

MTI provides funding to fuel innovation in Maine:

- Grants of $5,000 for basic business groundwork
- Grants up to $25,000 for proof of concept and prototype development
- Interest-free loans of up to $500,000 for R&D, product development leading to commercialization and market entry
- Equity investment as follow on to other awards.

Awards require 1:1 matching funds from the applicant and are made after a competitive review process.

Applicants must be certified in good standing to do business in Maine.

PINE TREE DEVELOPMENT ZONES

The Pine Tree Development Zone (PTDZ) program offers eligible businesses in Maine the chance to greatly reduce, or in some cases, virtually eliminate state taxes for up to ten years. Eligible businesses include firms engaged in any of the following sectors: biotechnology; aquaculture and marine technology; composite materials technology; environmental technology; advanced technologies for forestry and agriculture; manufacturing, including precision manufacturing; information technology; and financial services. Benefit highlights include:

- Elimination of Sales & Use Tax for 10 years
- 100% Corporate Income Tax credit for 5 years; 50% credit for years 6-10
- 80% ETIF

All Pine Tree Development Zone benefits can be “layered” over other available benefits. For example, Aroostook County is home to a federally designated Rural Empowerment Zone, entitling companies to federal tax credits up to $3,000 per employee. The federal tax credits can be taken in addition to the State tax credits for businesses located in the Empowerment Zone and eligible for the Pine Tree Zone.

TECHNOLOGY TAX CREDITS

Maine has several tax credit programs specifically designed to encourage the growth of technology companies in the state including the Research Expense Tax Credit and Sales Tax exemptions for technology companies.
Research Expense Tax Credit

The Research Expense Tax Credit is based on a percentage of the federal credit for increasing research activities. The credit is limited to 5% of the excess qualified research expenses over the previous three-year average plus 7.5% of the basic research payments in IRC §41(e)(1)(A). The credit is further limited to 100% of the first $25,000 in tax liability plus 75% of the tax liability in excess of $25,000. The credit cannot be carried back, but can be carried forward for up to 15 years. Eligible businesses include any business that engages in research and development activities in Maine that meet the definitions in Section 41 of the Internal Revenue Code. Such expenses include certain in-house and contract research expenses if they relate to discovering information that is technological in nature and intended for use in developing a new or improved business component.

CREDIT FOR EDUCATIONAL OPPORTUNITY

This credit is available to employers of college graduates who earn an associate or bachelor’s degree from an accredited college or university and subsequently live and work in Maine. The credit is based on educational loan payments made during the year on behalf of the graduate/employee. Any unused credit may be carried forward for up to ten years.

MAINE SEED CAPITAL TAX CREDIT

This credit is equal to a percentage of a person’s qualified investment in a new or recent business venture. A certificate, issued by the Finance Authority of Maine to an investor, is equal to 50% of the qualified investment and is refundable for private venture capital funds. The investor can use 25% of the credit in the year of the investment and 25% in each of the following three years.

Except with respect to the refundable credit available to private venture capital funds, the amount of the credit taken in any one year is limited to 50% of the investor’s total Maine income tax liability. The refundable portion of the credit included in federal income is excludable for purposes of calculating Maine taxable income. Any unused credit amount may be carried forward for up to 15 years.
SALES EXEMPTIONS

Biotechnology
Sales of machinery, equipment, instruments and supplies used by the purchaser directly and primarily in a biotechnology application are eligible for a sales tax exemption.

Custom Computer Programming
This program exempts from sales tax the purchase of custom computer programming.

Fuel and Electricity
This provision exempts from sales tax 95% of the sale price of all fuel and electricity purchased for use in the manufacturing operation.

Manufacturing
Sales of machinery and equipment used by the purchaser directly and primarily in the production of tangible personal property are eligible for a sales tax exemption. In addition, items consumed or destroyed directly or primarily in production, and repair and replacement parts for qualified production equipment are exempt from sales tax.

Research and Development
Sales of machinery and equipment used by the purchaser directly and exclusively in research and development are eligible for a sales tax exemption.
Maine’s colleges and universities offer degree programs and support the biomedical research institutions:

The University of Maine System
Seven universities offering undergraduate, graduate and doctoral degrees

Maine Community College System
Seven colleges with degree programs in biotechnology, surgical technology, pre-engineering, veterinary technology and health information management

Private Institutions
Bates College, Bowdoin College, Colby College, Husson University and the University of New England with schools in dentistry, pharmacy and medicine.

World-Class Research Facilities

The Jackson Laboratory - Leading genetics research laboratory

IDEXX Laboratories - Global market leader in diagnostics and information technology solutions for animal health and water and milk quality

Maine Medical Center Research Institute - World-class scientists working on the most advanced biomedical problems. MMCRI has been successful in bringing the benefits of discovery to its patients and to the world.

Bigelow Laboratory for Ocean Sciences - Largest collection of marine microalgae in the world

Mount Desert Island Biological Laboratory - Independent non-profit research institution where scientists are advancing a new paradigm for 21st century biomedical and environmental research

Gulf of Maine Research Institute - Catalyzes solutions to the complex challenges of ocean stewardship and economic growth in the Gulf of Maine bioregion

The Graduate School of Biomedical Science:
The Jackson Laboratory  •  Maine Medical Center Research Institute  
Mount Desert Island Biological Laboratory  •  The University of Southern Maine  
The University of New England College of Osteopathic Medicine

The school offers doctoral degrees in biomedical sciences with concentrations in molecular and cellular biology, neuroscience, biomedical engineering and toxicology, as well as an interdisciplinary degree in functional genomics.
“As a small, but growing life sciences company we were able to leverage the wonderful resources at the University of New England (UNE) in Maine to help with our product development efforts. It’s been a great relationship that continues to move our company forward.”

– Jay Palmer, Clear H₂O

“Funding from the Maine Biomedical Research Program (MBRP) played a critical role in our ability to expand into a vibrant, year-round research institution. The funds played an integral role in supporting MDIBL’s research expansion, resulting in recruitment of 10 full-time research groups, the purchase scientific equipment and construction of a new 15,000 square-foot ‘green’ LEED-certified biomedical research lab in Maine.”

– Dr. Patricia Hand, Mount Desert Island Biological Laboratory

Top 3 three reasons InSphero chose to locate in Maine

“Proximity to talent, both new to the workforce and experienced; proximity to customers; and proximity to Switzerland, in terms of travel and time zones.”

- Jan Lichtenberg, Phone.D., CEO/Co-founder
Investor support is available through Invest in Maine by:

- Supplying data and information to facilitate site selection
- Hosting visits to Maine to include meetings with potential partners and industry stakeholders
- Introducing investment options
- Providing information on supply chain, local resources, and business incentives

**Invest in Maine** is an initiative of Maine International Trade Center and Maine’s Department of Economic and Community Development.

Maria McIntyre, Managing Director
Invest in Maine
Maine International Trade Center
2 Portland Fish Pier, Suite 204
Portland, Maine 04101

+1.207.541.7400
mcintyre@mitc.com
Maine’s Life Sciences Directory

In alphabetical order

Acadia Clinical Research
792 Stillwater Avenue
Bangor, ME 04401
(207) 941-9965
www.acadiaclinical.com

Products & Services: Pharmaceutical research and clinical trials

Profile: Established in 2004, Acadia Clinical conducts a range of research studies, including treatment, prevention, screening and quality-of-life trials. Researchers work closely with local physicians to guarantee patient safety and privacy, and to provide compassionate, detail-oriented, knowledgeable expertise. Research studies consist of Phase II, III and IV clinical studies. The team uses central IRB for outpatient studies and timely IRB submission/approval for inpatient studies, complies in full with all HIPAA regulations and offers strict GCP adherence. Acadia Clinical has access to centrifuge, ECG equipment, dry ice, -20C freezer units, and secure drug storage and secure records retention areas.

Acme-Monaco Corp.
205 Cross Street
Presque Isle, ME 04769-2066
(860) 224-1349
www.acmemonaco.com

Products & Services: Medical guidewires, orthodontic archwires and contract manufacturing services for OEM instrument manufacturers.

Profile: Acme-Monaco is headquartered in New Britain, Connecticut and has two additional manufacturing facilities in Presque Isle, Maine. All facilities offer computerized controlled production, Class A tooling, late-model equipment and clean plant-wide operations to guarantee consistently certifiable quality. Acme-Monaco provides engineering and product development assistance, as well as prototype manufacturing. Professional confidentiality and cost effective manufacturing processes are a cornerstone of our business. Established in 1947 as custom springs manufacturer, Acme-Monaco now offers custom guidewires, archwires, medical grade springs, stampings, fourslide parts and wire forms. Currently, products are sold directly to OEM’s and not to end-users.
**Activas Diagnostics**  
Orono, ME 04473  
(207) 852-4806  
www.activas-diagnostics.com

** Products & Services:** Research and manufacture of wireless sensor system and software for brain injury detection  

**Profile:** Activas Diagnostics was established in 2009 to manufacture and market the SleepMove Device. A primary customer for this brain injury detection technology is the United States Army, which awarded Activas Diagnostics a SBIR-Phase I contract to develop algorithms and systems for mild traumatic brain injury detection.

---

**Affiliated Healthcare Systems**  
931 Union Street, PO Box 940  
Bangor, ME 04401  
(207) 973-6700  
www.affiliatedahs.com

** Products & Services:** Hospital medical supply inventory and logistics, reference laboratory services, genetics testing, retail & LTC pharmacy services, medical transcription, debt collection and EMS dispatch and billing, medical equipment repair, paramedic and interfaculty ambulance services and supporting commercial services.  

**Profile:** Affiliated Healthcare Systems is one of the largest integrated healthcare support networks in New England, providing healthcare related and commercial services to the Eastern Maine Health Care System (EMHS) in New England. As a medical services support provider, Allied’s mission is to enhance the clinical care delivery systems within EMHS, to pursue profitable and sustainable growth opportunities in the healthcare markets, and to create and deliver products and services that provide a tangible direct benefit to EMHS.

---

**Alba-Technic LLC**  
529 River Road  
Arundel, ME 04046  
(207) 467-0934

** Products & Services:** Nanotechnology, shock absorbing composite material  

**Profile:** Alba-Technic LLC has developed an advanced shock absorbing composite material using nanotechnology called SMARTY® that drastically reduces head trauma. It will be worn by active seniors who are at risk of falling. SMARTY® will help keep the elderly mobile and out of acute care. Worn as a head-band it is soft and comfortable, incorporated into fashionable hats and scarves. Patients are more likely to wear the device as proven in clinical trials at UCLA.
Alere Scarborough
10 Southgate Road
Scarborough, ME  04074-8303
(207) 730-5750
www.alere.com

Products & Services: Design and manufacture of rapid diagnostic products, connected device technologies and data management platforms

Profile: Alere’s mission is to empower individuals to take charge of their health under the supervision of their healthcare providers. Alere brings this vision to life by developing smart products that address broad, unmet needs and extend diagnosis from the lab, doctor’s office, and hospital to people's homes. It also builds educational health management solutions around these products, which make it easier than ever to personalize care. Programs connect patients to information that yields diagnostic results and smart platforms give healthcare providers seamless and instant access to these results, supplying them with the information they need to make the best decisions.

Aristea Translational Medicine Corp.
P.O. Box 442
South Freeport, ME  04078
(207) 865-4924
www.aristeatranslationalmedicine.com

Products & Services: Pharmaceutical research laboratory

Profile: Aristea’s Investment in AR-YU-69 Development represents an opportunity to provide a therapeutic advance in Alzheimer’s Disease. Aristea’s mission is to successfully commercialize AU-YL-69, a drug which slows the progressions of Alzheimer’s and other ABeta42 associated diseases.

Armaid
658 Pleasant St.
Blue Hill, ME 04614
(800) 488-5505
www.armaid.com

Products & Services: Armaid is a tool that fixes arm pain, tendonitis, RSI, tennis elbow, golfer’s elbow, de quervains, forearm pump and lymphedema.

Profile: Armaid looks to give you the personal power of leverage and professional massage techniques for fixing your own tight forearms, painful elbows and sore hands. Proven to rapidly relieve and prevent problems without fatigue. All products are made in the USA.
Aroostook Testing & Consulting Laboratories, Inc.
675 Central Drive
Presque Isle, ME  04769
(207) 762-5771
www.aroostooktesting.com

Products & Services: Research and testing laboratory providing air, soil and water testing

Profile: Aroostook Testing and Consulting Laboratory is a Microbiological, Environmental, agricultural and Natural Resource laboratory that was founded in 1978. We provide our clients with professional analytical and scientific services in air, soil and water testing. Along with these services, we also provide product development and product verification services for agricultural and natural resource products. ATCL provides microbial analysis of water and food, agricultural analysis of soils, water, feed and fertilizers and indoor air quality analysis and remediation.

Artel Inc.
25 Bradley Drive
Westbrook, ME  04092
(207) 854-0860
www.artel-usa.com

Products & Services: Manufacturers and calibrators of biomedical liquid handling equipment

Profile: Artel’s products and services increase confidence in one of the most critical laboratory tasks – liquid handling. Our superior science-based calibration systems, combined with extensive liquid handling expertise and advanced quality assurance support services, ensure the integrity of data produced with pipettes and automated liquid handling devices. Serving the laboratory community since 1982, Artel is the worldwide leader in liquid handling quality assurance. Thousands of life science and health laboratories depend on our products and services to improve productivity, ensure accuracy and precision, enhance product quality, and meet compliance protocols. Artel’s proprietary Ratiometric Photometry™ technology, which conforms to ISO 8655-7, is the core of our accurate, precise, and easy-to-use systems for verification and calibration of automated liquid handlers and pipettes. Highly effective at small-volume measurement, these systems rapidly provide documented, traceable data to support the performance of laboratory liquid handling instrumentation. Artel also provides liquid handling quality assurance support and consultative services. These include pipetting technique training and on-site verification of automated liquid handlers.
The Baker Company
161 Gatehouse Road
Sanford, ME 04073
(207) 324-8773
www.bakerco.com

Products & Services: Producer of biosafety and laboratory equipment

Profile: For 60 years The Baker Company has been at the forefront of engineering, testing, and production of reliable laboratory contamination control equipment. Recognized as the industrial pioneer, The Baker Company maintains an unparalleled passion for helping our customers advance science, discovery, and clinical care. The people of baker have built that reputation by taking no chances with customers’ safety and making no compromises when it comes to protecting the success of your research. Baker contamination control equipment and products for the laboratory are built to order with precision craftsmanship and designed expressly for your unique situation. Baker Company is committed to sustainable business practices and the development of a new generation of energy efficient products ensures that you- and your budget- will be pleased. As the world leader in the design and manufacture of biological safety cabinets, clean benches, and fume hoods, Baker thrives on helping scientists and researchers achieve their mission in almost every kind of endeavor and a wide range of industries, including biotech, pharmacy, governmental, clinical, and medical education research.

Beacon Analytical Systems
82 Industrial Park Rd.
Saco, ME 04605
(207) 571-4302
www.beaconkits.com

Products & Services: Development and manufacture of immunodiagnostic kits for environmental and food/feed testing markets.

Profile: Beacon Analytical Systems, Inc. occupies 8,000 sq. ft. of combined laboratory and office space in the coastal town of Saco, Maine. The facility houses both research and development and manufacturing operations. All manufacturing operations are conducted in compliance with GMP (Good Manufacturing Practices) regulations. Beacon focuses on the development and manufacture of immunodiagnostic kits for environmental and food/feed testing markets. Beacon has developed a number of test kits in each of these areas as well as provided contract method development and manufacturing for companies requiring custom methods specific to their testing needs.
Bigelow Laboratory for Ocean Sciences
60 Bigelow Drive, P.O. Box 380
East Boothbay Harbor, ME 04544
(207) 315-2567
www.bigelow.org

Products & Services: Oceanography research laboratory

Profile: Named for Henry Bryant Bigelow, a visionary scientist and pioneer of modern oceanography, Bigelow Laboratory was founded in 1974 as a private, non-profit research institution. Henry Bigelow’s approach to oceanography stressed the interdependence of the biological, chemical and physical sciences. This perspective has served as a cornerstone of our programs throughout our history. Federal research grants support most of Bigelow Laboratory’s basic operations and administrative needs; however, we rely on other sources of support, such as gifts from individuals and private foundations for our public education and outreach programs. Bigelow Laboratory’s strength lies in the expertise and dedication of our senior research scientists, science staff, and administrative staff, and the support of our Board of Directors, Honorary Trustees, Trustees’ Advisory Board, donors, and friends.

Bio-Rad
1045 Riverside St.
Portland, ME 04103-1065
(800) 4-BIORAD
www.bio-rad.com

Products & Services: Bio-Rad’s Life Science Group develops, manufactures, and markets a wide range of laboratory instruments, apparatus, and consumables used for research in functional genomics, proteomics, and food safety. The Clinical Diagnostics Group develops, manufactures, sells, and supports a large portfolio of products for laboratory diagnostics. The company is also well known for its blood virus testing and detection, blood typing, and autoimmune and genetic disorders testing.

Profile: Bio-Rad Laboratories (NYSE: BIO and BIOb) continues to play a leading role in the advancement of scientific discovery by offering a broad range of innovative tools and services to the life science research and clinical diagnostics markets. Founded in 1952, Bio-Rad has a global team of more than 7,300 employees and serves more than 100,000 research and industry customers worldwide through the company’s global network of operations. Throughout its existence, Bio-Rad has built strong customer relationships that advance scientific research and development efforts and support the introduction of new technology used in the growing fields of genomics, proteomics, drug discovery, food safety, medical diagnostics, and more. The group ranks among the top five life science companies worldwide, and maintains a solid reputation for quality, innovation, and a longstanding focus on the success of its customers. Bio-Rad is a leading specialty diagnostics company and its products are recognized as the gold standard for diabetes monitoring and quality control (QC) systems.
BioAnalyte Inc.
264 Eastern Promenade
Portland, ME 04101
(207) 831-5561
www.bioanalyte.com

Products & Services: Software development company focused on mass spectrometry data analysis for biomarker discovery and quality control.

Profile: BioAnalyte, founded in 2001, is a software development company focused on mass spectrometry data analysis for biomarker discovery and quality control. Our software provides value by improving the quality of reproducibility of peak identification and improving the speed of inter-spectral data comparisons for bottom-up discovery applications. We have provided the first mass spectrometry data analysis software that works on multiple hardware data files. We also developed a unique web-based application, proNets that gives customers the option to purchase software as an enterprise application or on a per-spectrum basis. BioAnalyte’s customers include multiple government agencies, corporations in the pharmaceutical, biotechnology, and homeland defense markets, and academic institutions. BioAnalyte is a member of the American Society of Mass Spectrometry and MESDA.

The Biotech Source
4 Commons Ave, Ste. C1
Windham, ME 04062
(207) 894-5690
www.thebiotechsource.com

Products & Services: Supplier and distributor of bulk antibodies and biological products to the human, animal and other immunological and diagnostic industries.

Profile: Since 1982, The Biotech Source (formerly Reagents International Inc.) has been supplying bulk antibodies and biological products to the human, animal and other immunological and diagnostic industries. Manufacturers rely on The Biotech Source to provide bulk antibodies, including sometimes “hard-to-find” material quickly, and cost effectively. All companies, whether large or small can use “The Biotech Source” as an outlet to sell certain products for a variety of reasons, allowing them to focus their marketing efforts on their primary product lines. The Biotech Source can also help you expand your own product lines or augment your production while reducing both the time and cost of development and production.
Bushover’s Biologicals, Inc.
992 Cross Hill Rd.
Vassalboro, ME 04989
(207) 923-3374
www.bushoversbiologicals.com

Products & Services: A custom polyclonal antibody production facility that specializes in primary and secondary custom antibodies to meet customers’ specific needs.

Profile: Bushover’s Biologicals was founded in 1984 as a sole proprietorship and was incorporated in June of 1991. It’s founder, Bob Bushover has over 40 years experience working with animals in research and 30 years experience in producing antibodies, antibody development, and antibody assaying. Bob is the President/CEO of Bushover’s Biologicals and his wife, Holly Swain is the Vice president and handles all the accounting. Prior to establishing Bushover’s Biologicals, the original focus of the company was to produce custom antibodies for specific customers and antibodies for general sales. With many long-term customers, the focus of the business has evolved almost exclusively to production of custom antibodies. Besides antibodies to hormones, cardiac markers, tumor markers, and proteins, Bushover’s Biologicals has extensive experience making antibodies to bacterias, viruses, and toxins. Bushover’s Biologicals is certified as a blood collection facility (not for direct export) for rabbits and goat blood products under USDA License #ME-TEC-0002. EU License 142/2011, EC License 1069/2009, USDA Research License 11-R-0012.

CAPE Technologies
120 Thadeus St.
South Portland, ME 04106
(207) 741-2995
www.cape-tech.com

Products & Services: Immunoassay kits for dioxin/furan analysis; sample preparation kits and related materials to support our immunoassay kits; analytical services

Profile: CAPE Technologies was founded in 1996 to develop and market immunoassay test kits and supporting technology for analysis of dioxins and related compounds. The principals of CAPE Technologies have more than 40 years combined experience in the design, development, validation, marketing, and technical support of immunoassays for environmental analysis, including five EPA 4000 series methods. In 2000, CAPE Technologies was selected by Region 1 of the US EPA as an Environmental Technology Innovator the Year.
Capricorn Products LLC
12 Rice St.
Portland, ME 04103-1412
(207) 321-0014
www.capricornproducts.com

**Products & Services:** Capricorn Products LLC is a primary manufacturer and supplier of bulk immunodiagnostic raw materials to in-vitro diagnostic, biotechnology and veterinary diagnostic test kit manufacturers based in Europe, Asia, and the Americas. Product lines include: goat polyclonal antisera for turbidimetric and nephelometric serum protein assays; standard and custom calibrators and controls; OEM reagents including matched, ready-to-use kit components manufactured to customer specifications; and an extensive range of monoclonal and polyclonal antibodies and antigens used in immunochemistry and infectious disease testing.

**Profile:** Jane Havey, President, established Capricorn Products LLC in 1994. The Company is ISO 9001:2008 certified, and observes FDA Good Manufacturing Practices. Our ten acre USDA-registered farm facility is located in a nearby rural agricultural community, and houses our substantial goat herd.

Cerahelix
20 Godfrey Dr.
Orono, ME 04473
(207) 299-3336
www.cerahelix.com

**Products & Services:** Cerahelix is using DNA to produce nanoporous ceramic membranes for process filtration.

**Profile:** Cerahelix is using DNA to produce nanoporous ceramic membranes for process filtration. The helix NFM™ is based on a patented process that uses DNA to make a nano-ceramic coating to provide faster filtration at high purity. The helix NFM can purify solutions at low pressure and in adverse conditions making it a robust technology for the process filtration industry. The DNA template provides nano-scale features allowing for highly efficient separations.

Chemogen
PO Box 17574
Portland, ME 04112
Contact: info@chemogen.com
www.chemogen.com

**Products & Services:** Diagnostics for infectious diseases

**Profile:** Chemogen, Inc., a biotechnology company, engages in the development and commercialization of a platform technology for the diagnosis of infectious diseases.
Clariant
17 Foss Rd
Lewiston, ME 04240-1303
(207) 784-0733
www.clariant.com

**Products & Services:** Clariant brings dramatic color to plastic resins and all applications.

**Profile:** Clariant Masterbatches is a recognized global leader in color and additive concentrates and performance solutions for plastics. Color that delights the eye. Color that differentiates. Color that adds value. Color that identifies form and function. Clariant products include REMAFIN® masterbatches for polyolefin polymers, RENOL® masterbatches for high-performance engineering thermoplastics, OMNICOLOR® multipurpose color concentrates, and MEVOPUR® medical-grade masterbatches for the medical industry, delivering hundreds of standard colors as well as custom formulations and color/additive combibatches. From business machines and appliances to textiles, automotive components and packaging, designers, brand managers and plastics processors rely on cutting-edge color technology and in-depth technical support through more than 50 global manufacturing sites and regional offices.

Clear H2O
117 Preble St.
Portland, ME 04101
1 (888) 493-7645
www.clearh2o.com

**Products & Services:** ClearH2O® offers barrier packed hydration, nutrition, enrichment and medication delivery products that enhance the wellness and survival of research animals.

**Profile:** ClearH2O® is a Maine-based life science company meeting the needs of researchers, breeders and hatchery managers with products that hydrate, nourish and enrich animals’ lives. A strategic partnership with nutrition and food science allows us to provide cost-effective solutions to address unmet market demands, while saving time and labor. ClearH2O products are always consistent, eliminating nutrition and hydration variables.

Coastside Bio Resources
217 Sunset Rd.
Deer Isle, ME 04627
(207) 348-9906
www.coastsidebio.com

**Products & Services:** Sea cucumber-based nutraceuticals and all natural health products for people and their pets.
Profile: Coastside Bio Resources is focused on the health benefits of marine-derived supplements. Our NutriSea® line of joint supporting supplements was created to improve the quality of life for people and/or their companion animals by helping maintain healthy joint function and an active lifestyle.

Consultox Limited
P.O. Box 1239
Damariscotta, ME 04543
(207) 563-2300
www.consultox.com

Products & Services: Services include a wide variety of topics including litigation support, product safety, experimental design, CRO identification, and product registration activities, which are all intimately related to the discipline of toxicology.

Profile: Consultox Limited was established in 1984 by Dr. Richard A. Parent who has been the principal toxicologist since that time. Dr. Parent is board certified by the American Board of Toxicology, the Academy of Toxicological Science, the Regulatory Affairs Certification Board, and is a recognized expert in toxicology in France and the European Community. Since 1984, Consultox, through the services of Dr. Parent, has provided legal and technical support to both the legal profession and to industry.

Corning, Inc.
2 Alfred Rd.
Kennebunk, ME 04043
(207) 985-3111
www.corning.com

Products & Services: Our products include glass substrates for LCD televisions, computer monitors and laptops; ceramic substrates and filters for mobile emission control systems; optical fiber, cable, hardware & equipment for telecommunications networks; optical biosensors for drug discovery; and other advanced optics and specialty glass solutions for a number of industries including semiconductor, aerospace, defense, astronomy, and metrology.

Profile: As the world leader in specialty glass and ceramics, Corning invents, makes, and sells keystone components that enable high-technology systems for consumer electronics, mobile emissions control, telecommunications, and life sciences. With a track record of more than 160 years and a sustained investment in R&D, Corning’s life-enhancing innovations deliver extraordinary benefits to everyday products. Corning is constantly driving the next wave of cutting-edge technologies, across our five business segments and around the globe.
Creative Apparel Associates, LLC  
318 Augusta Rd  
Belmont, ME 04952  
(207) 342-5830  
www.creativeaa.com

**Products & Services:** Manufacturer of specialty clothing for the US Military

**Profile:** Creative Apparel Associates is a Tribal owned venture between the Passamaquoddy Indian Tribe and J&P Apparel Associates. The principals of Creative Apparel have over 20 years of experience in manufacturing specialty clothing for the US Military. As a certified small disadvantaged business located in a HUB Zone, Creative Apparel is able to offer competitive prices while supporting the local community. Creative Apparel has some of the most sophisticated equipment on the market, to include 2 Gerber high capacity cutters, an Accumark marking system, 2 Eastman Blue Jay automatic spreaders, multiple single needle, double needle, Flatlocks, B, Safety Stitch, Auto Pkt Welt, Ultrasonic and Vacuum packing, eyelet and snap machines. All of this resides entirely in the State of Maine in over 130,000 square feet of work space.

Dahl-Chase Diagnostics  
417 State Street  
Suite 441  
Bangor, ME 04401  
(207) 941-8200  
www.dahlchase.net

**Products & Services:** State-of-the-art pathology laboratory which provides tissue examination, histology, cytology, flow cytometry and molecular diagnostics services.

**Profile:** Dahl-Chase Pathology Associates and Dahl-Chase Diagnostic Services are separate but related companies working together to provide outstanding anatomic and clinical pathology services. The companies are based in Bangor, Maine, and serve physicians, hospitals, laboratories and clinics throughout Maine and across the United States. As integrated organizations serving a large geographic area in rural Maine, we serve as a model of how to provide high quality pathology services at a reasonable cost, with emphasis on best practices and the appropriate use of new technologies.

Dermalogix Partners, Inc.  
P.O. Box 1510  
Scarborough, ME 04070  
(800) 753-0047  
www.dermalogix.com

**Products & Services:** Topical treatments for chronic skin conditions
Profile: Dermalogix Partners, Inc. was founded in 1995 by a person who knows first-hand the physical and emotional pain of chronic skin conditions: a sufferer of severe plaque psoriasis himself. Frustrated with the far reaching impact of his condition on his life, he dedicated himself to developing a topical treatment that would both relieve his physical symptoms quickly and provide long term clearance so that he could enjoy all that life offers. He put together a small team of analytical chemists, physicians, researchers and investors. In less than a year they developed DermaZinc™, which has since become the most effective and one of the best selling topical treatments for chronic skin disorders.

East Coast Biologicals Inc.
P.O. Box 489
North Berwick, ME 03906-0489
(207) 676-7639
www.eastcoastbio.com

Products & Services: Our products are used in immunodiagnostic research and manufacturing, with a focus on the detection of drugs of abuse, therapeutic drugs, infectious disease, and hormone compounds.

Profile: EastCoast Bio is a manufacturer and supplier of high quality antigens, antibodies and specialized immunoassay reagents for the diagnostic manufacturing industry worldwide. We offer a wide selection of industry-proven, high-performance immunoassay products. Our well-stocked inventory and speedy customer service let us deliver the quantity of products you need as soon as possible — keeping your critical projects on track.

EchoHeart
P.O. Box 215
Damariscotta, ME 04543
(207) 563-2035
www.echoheart.com

Products & Services: Fetal Heart Monitors

Profile: The EchoHeart Transvaginal Fetal Doppler is the only product of its kind on the market. It has been extremely useful in assisting physicians, midwives, nurses, and physician assistants in detecting early fetal tones especially for women whose physiology makes it difficult to get an early reading by traditional methods. With our exclusive easy-to-use EchoHeart Transvaginal Probe (TVP), fetal heart tones can be auscultated without using more expensive imaging ultrasound technology. Our EchoDop base unit uses interchangeable probes so the convenient and cost-effective EchoHeart Fetal Doppler is all you need for the earliest FHT detection through labor and delivery - including hydrotherapy.
Emerson Apparatus Co. Inc.
59 Sanford Dr., Unit 12
Gorham, ME 04038-2667
(207) 856-0055
www.emersonapparatus.com

Products & Services: Compression Testers, Crush Testers, Sample Cutters, Test Fixtures, Speed Dryers and other Laboratory Testing Equipment for industrial applications.

Profile: Since 1908 Emerson Apparatus has been a leading manufacturer of Precision laboratory equipment and accessories designed and manufactured to ASTM, TAPPI, and other specified standards for performance, quality, and reliability. We engineer, design, and manufacture testing equipment and software to applicable ASTM, TAPPI, and other specified standards at our integrated facilities in Gorham, Maine. Emerson Apparatus also represents select testing equipment from other manufacturers; specifically, those that complement our product line and meet our high standards for performance and reliability. Emerson supports all equipment it sells and is readily able to adapt and customize orders to meet the specific needs of customers.

Enercon Technologies
P.O. Box 665
Gray, ME 04039-0665
(207) 657-7000
www.enercontechnologies.com

Products & Services: With all operations co-located, we provide seamless coordination between engineering and operations, helping customers streamline the product development cycle, reducing time-to-market and total development costs

Profile: At Enercon, we help turn your ideas into profitable new products by offering comprehensive Product Development, Contract Manufacturing and added-value services. From our state-of-the-art ISO-certified facilities in Maine, we can meet any or all of your contract manufacturing needs, from product design and engineering, through prototyping and volume manufacturing, to distribution, inventory management and service depot support.

EnviroLogix Inc.
500 Riverside Ind Pkwy
Portland, ME 04103-1486
(207) 797-0300
www.envirologix.com

Products & Services: Testing supplies for genetic traits, food and feed safety, and plant pathogens
Profile: At EnviroLogix, we manufacture on-site every test kit we develop, so we are able to monitor the quality control process from initial test development right through to manufacturing, packaging and delivery to our customers. Our 32,000 square-foot state-of-the-art manufacturing facility is equipped for optimal manufacturing conditions, with features such as separate air handling and humidity control systems, automated lateral-flow manufacturing equipment, and a management team with years of experience in strict adherence to Good Manufacturing Practices (GMPs) and implementation of ISO standards and procedures.

FHC Inc.
1201 Main St
Bowdoin, ME 04287-7302
(207) 666-8910
www.fh-co.com

Products & Services: Research products include a broad line of: single and multi contact metal microelectrodes for extracellular recording; a wide range of micro and macro stimulating electrodes; amplifiers, a new StimPulse programmable stimulator, as well as special purpose instruments for supporting electrophysiological experiments; and micro positioning devices for acute and chronic recording/stimulating preparations.

Profile: FHC is pleased to have served the neuroscience community for more than 40 years in its mission to advance cranial microTargeting worldwide. With a guiding principle of innovation through collaboration, FHC designs, manufactures and internationally markets leading and trusted products that provide customizable and pioneering solutions for neuroscientists and neurosurgeons as they work across the globe each day. FHC is headquartered in Bowdoin, Maine, 35 miles north of Portland, Maine and operates offices globally. Over 100 FHC employees are each empowered to serve you at your first contact.

FMC BioPolymer
PO Box 308
Rockland, ME 04841-0308
(800) 526-3649
www.fmcbiopolymer.com

Products & Services: FMC BioPolymer offers a network of product support and development resources to leading companies. Starting with the industry’s broadest range of hydrocolloid and cellulosic products, FMC BioPolymer teams build innovative solutions that meet the specific needs of each customer. Here are some of the services we offer our partners: analytical services, feasibility studies, processing and manufacturing support, product and applications development, prototypes and formulations, regulatory assistance, and training.
FMC BioPolymer continued

Profile: Customers around the world rely on our regional professionals at FMC BioPolymer operations in the United States, Norway, Mexico, Brazil, the United Kingdom, France, Belgium, Germany, India and Singapore. Drawing on the expertise of a network of professionals involved in developing new technologies and applications, FMC BioPolymer offers partnerships to companies looking to increase efficiency and speed of their own research and development efforts.

Fluid Imaging Technologies
65 Forest Falls Dr.
Yarmouth, ME 04096
(207) 846-6100
www.fluidimaging.com

Products & Services: In 2004 the company began selling its technology into ‘industrial’ markets. These markets include pharmaceuticals, food & beverage, chemicals, abrasives and plastics. The FlowCAM hardware has been continuously improved each year, producing industry-leading advancements such as cross-polarized illumination, laser and fluorescence-triggered acquisition and the use of an optional high precision syringe pump.

Profile: Since 1999 and the introduction of the first FlowCAM®, Fluid Imaging Technologies has been the innovator and leader when it comes to the use of digital imaging as a method for the automated analysis of microscopic particles in fluids. The system was first developed for the analysis of ocean water in oceanographic research, and then also used in fresh water applications.

FVG Inc. (Fish Vet Group)
350 Commercial St.
Portland, ME 04101-5597
(207) 699-5901
www.fishvetgroup.com

Products & Services: Aquatic health services to the aquaculture, fisheries and aquaria sectors; training, environmental and advisory services across all areas of aquatic animal production, supported by a growing suite of fish health products.

Profile: Fish Vet Group has a passion for total aquaculture health. From its operations in the UK, Norway, Thailand and the USA, Fish Vet Group provides modern, evidence based aquatic health services to the aquaculture, fisheries and aquaria sectors. Alongside specialist-led veterinary consultancy, Fish Vet Group’s global network of diagnosticians lead in the use of digital histopathology and other tools to provide experienced, actionable advice for aquaculture producers.
Genotyping Center of America
40 Johnson St.
Bangor, ME 04401
(207) 951-2442
www.gtcarodent.com

Products & Services: GenoTyping Center of America is a company offering low cost, high volume genotyping services to research and agricultural clients.
Profile: The founding partners of GTCA have 40 years of combined experience working in the field of molecular biology, genotyping and laboratory management. We understand ambiguity slows research. Predictability and dependability are keys. We have established uniform pricing, no fuss sample submission, guaranteed delivery time frame, definitive results, and comprehensive reporting to accelerate your studies.

Global Biotechnologies, Inc.
54 York Street, Suite 1B
Portland, ME 04101
(207) 771-9977
www.globalbio.com

Products & Services: Global Biotechnologies, Inc. is a world leader in the research, development and manufacturing of professional infection control and health products. Global’s product portfolio includes antimicrobial skin care products along with hard surface disinfectants, immune system support products, a contaminant removal system for fruits, vegetables and meats, toxic gas removal products and health related pet products.
Profile: Global Biotechnologies, Inc., established in 1993, specializes in the research, development and manufacturing of high technology, leading edge infection control products, contaminant removal systems for fruits, vegetables and meats, immune system support products and health related pet products. Located in Portland, Maine, our facility houses our corporate offices, our research and development laboratories and some of our manufacturing. To keep up with the demand for our products, we utilize additional manufacturing facilities in New Hampshire and New York. All Global products are manufactured using strict GMP guidelines using FDA and EPA protocols.
Global Protein Products  
76 Main Street, Suite 3  
Waterville, ME 04901  
(207) 872-6522  
www.globalprotein.com

**Products & Services:** We produce and sell ground-breaking zein-based products: Patented, edible, all natural, shelf-life extension coatings for fresh-cut vegetables that maintain the vegetables’ pristine quality during cross country shipment and distribution; protective, non-toxic coatings for agriculture and seed; coatings for the paper industry; and Zein for all purposes including bio-plastic resins.

**Profile:** Global Protein Products, Inc. is a zein protein coatings company. Zein protein is the storage protein in corn kernels. It has excellent film-forming and thermoplastic characteristics. GPP was founded in 1996 and currently operates from facilities in Waterville, Maine area.

GREENTECH USA, INC.  
30 Forest Falls Drive, Unit 4  
Yarmouth Maine 04096  
Phone: (207)846-5506  
Fax: (207) 846-5576  
http://www.greentech.fr

**Products & Services:** Produces active ingredients from plants, algae, micro-algae and biotechnology for use in cosmetics, pharmaceuticals and nutraceuticals

**Profile:** GREENTECH USA, INC. is a distributor for GREENTECH Biotechnologies France. Since 1992, GREENTECH has been developing and producing active ingredients from plants, algae, micro-algae and biotechnology in cosmetic, pharmaceutical and nutraceutical fields. The active ingredients from local and worldwide raw materials for small local and top cosmetic companies are produced daily in its factory with quality guarantee. GREENTECH, the first company to obtain Ecocert, and then NaTrue, ISO 22716 and GMP Certifications, is working with local producers for validation of long- term international cooperation by sharing mutual benefits. The GREENTECH Group’s three companies – GREENTECH, GREENSEA and BIOVITIS – have subsidiaries in Germany, USA, and Brazil and are present in over 30 countries.
**Gulf of Maine Research Institute**
350 Commercial St.
Portland, ME 04101
(207) 772-2321
www.gmri.org

**Products & Services:** We work in collaboration with fishermen to target critical information gaps that must be addressed in order to improve the region’s fishery management system. GMRI collaborates with scientists, teachers, and other education professionals to develop and implement innovative learning environments. We are currently focused on developing science learning opportunities for middle school students complemented by professional development programs for their teachers.

**Profile:** The Gulf of Maine Research Institute (GMRI) catalyzes solutions to the complex challenges of ocean stewardship and economic growth in the Gulf of Maine bioregion. Our dynamic fusion of science, education, and community gives us range to effect change from multiple directions, while our objectivity and commitment to collaboration make us the go-to organization for marine communities grappling with contentious issues, management transitions, and new business systems.

---

**Husson School of Pharmacy**
1 College Circle
Bangor, ME 04401
(207) 941-7000
www.husson.edu/pharmacy

**Products & Services:** Higher Education

**Profile:** With one of the poorest pharmacist per capita aggregate demand indices in the country, the Maine Department of Labor projects a significant increase in pharmacy related careers in the state. The Husson University Trustees have designated approximately 25,000 square feet in the Peabody/Commons academic complex for the School of Pharmacy. Renovations have been completed and include faculty/staff offices; four 40-seat classrooms; two 80-seat classrooms; one 20-seat classrooms; a 42-seat cognitive skills laboratory with an adjoining patient counseling/assessment room; a dispensing laboratory including a simulated IV/sterile compounding area; and an 800 ft² of on-campus basic pharmaceutical sciences research laboratory space and 2000 ft² of state-of-the-art research laboratory space at the Husson University Research and Education Center on Sylvan Road.
**IDEXX Laboratories Inc.**
1 Idexx Dr.
Westbrook, ME 04092-2041
(207) 556-0300
www.idexx.com

**Products & Services:** We combine an intense desire to succeed with the passion and skill to be the leader in our markets. We achieve exceptional and sustained financial success by creating superior value for our customers and employees worldwide. We put the needs of our customers at the center of all our activities and offer unsurpassed customer service and education. We actively listen to and engage with our customers to build lasting and mutually profitable partnerships.

**Profile:** IDEXX Laboratories, Inc. is a leader in pet healthcare innovation, serving practicing veterinarians around the world with an integrated portfolio of diagnostic and information technology-based products and services. Our products help veterinarians provide advanced medical care and to build more economically successful practices. IDEXX is also a worldwide leader in diagnostic tests and information for the production animal industry and tests for the quality and safety of water and milk.

**ImmuCell Corporation**
56 Evergreen Dr.
Portland, ME 04103
(207) 878-2770
www.immucell.com

**Products & Services:** Our product focus encompasses prevention, diagnosis and treatment of economically important bovine diseases.

**Profile:** ImmuCell is a public biotechnology company that is developing, manufacturing and selling products that improve animal health and productivity in the dairy and beef industries.

**InSphero**
74 Orion Street
Brunswick, Maine 04011
+1.800.779.7558
info@insphero.com

**Products & Services:** Organotypic 3D microtissue testing media

**Profile:** Based in Zurich, Switzerland, InSphero opened its doors at TechPlace, on Brunswick Landing in 2015. The company is a life science technology provider and the world’s leading supplier of organotypic 3D microtissues for drug safety and efficacy testing. InSphero’s customer base includes the world’s largest government institutions and pharmaceutical, chemical, and cosmetics companies.
Insightful Products LLC
2 Lincoln Ave. Ste 8
Scarborough, ME 04074
(207) 885-0414
www.insightful-products.com

Products & Services: Orthotics

Profile: Insightful Products, LLC was founded by Mr. Engelman to develop products to help the medical community service the geriatric population. He has many patents and has developed the Step-Smart, an ankle foot orthosis (AFO) product & FootFunnel, an ergonomic shoe donning device.

The Jackson Laboratory
600 Main Street
Bar Harbor, Maine 04609 USA
(207) 288-6000
www.jax.org

Products & Services: Research focused on mammalian genetics research to advance human health

Profile: We are an independent, nonprofit organization focused on discovering precise genomic solutions for disease and empowering the global biomedical community in the shared quest to improve human health. Our more than 1,500 employees located in Bar Harbor, Maine, Sacramento, California, and Farmington, Connecticut, conduct genetic research, provide scientific services and genetic resources to laboratories around the world, and educate students of all ages through courses, internships and other programs. Our work uses the mouse as a research tool. Because mice and humans share 95% of their genes, mice are an effective and efficient model for human diseases. Along with our research we provide scientific resources, techniques, software and data to scientists around the world. We breed and manage colonies of mice to supply other research institutions and laboratories.

M. Kagan & Associates
PO Box 249
Dover-Foxcroft, ME 04426
www.mkaganassociates.com

Products & Services: Diagnostic and life science product development

Profile: Over 25 years developing and manufacturing complex diagnostic and life science products in both large and small company environments. Experience from project planning and management thru manufacturing transfer, launch and field service support. We are available for either advisory or hands-on roles within your company.
Kennebec River Biosciences
41 ME-197
Richmond, ME 04357
(207) 737-2637
www.kennebecriverbiosciences.com

Products & Services: Export, diagnostic, and regulatory testing and health services to farms, businesses, government agencies, and scientific research institutions.

Profile: Founded in 1996, Kennebec River Biosciences is the only commercial laboratory providing comprehensive testing and health services to farms, businesses, government agencies, and scientific research institutions involved with aquatic species. Initially focused on the needs of the salmon aquaculture industry, capabilities and services have expanded to other species and to areas such as veterinary services, bivalve shellfish testing, and contract research. Kennebec River Biosciences is United States Department of Agriculture (USDA) approved for export testing and is recognized by numerous international, state, and provincial regulatory authorities.

L.A.W. Calibration LLC
2 Main St. Ste 17-225
Biddeford, ME 04005
(207) 229-6554
www.lawcalibration.com

Products & Services: At L.A.W. Calibration we will calibrate any of your precision tools or instruments in our environmentally controlled lab or at your site (when possible). We’ll even pick up and deliver your items so you stay productive. Quick turnaround time guaranteed!

Profile: L.A.W. Calibration LLC is a full service calibration laboratory located in Biddeford, Maine. We service all of Maine and New Hampshire performing calibrations at our state-of-the-art facility or at our customer’s site. We strive to provide our customers with a quality calibration at a competitive price with outstanding customer service.

Lighthouse Imaging Corporation
477 Congress St. Ste 100g
Portland, ME 04101
(207) 253-5350
www.lighthouseoptics.com

Products & Services: Our mission at Lighthouse Imaging is to create quality optical devices that perform their required functions as directly and efficiently as possible. With over 15 years of experience in medical optics, we assure clients of professional guidance starting with initial feasibility studies through to manufacturing.
Profile: Lighthouse Imaging Corporation develops and manufactures optical imaging solutions for the medical device industry. We specialize in endoscopic imaging systems, endoscope test equipment, and video coupling optics. We excel in micro-video optical systems. Lighthouse Imaging is an ISO 9001/13485 certified and FDA-registered Medical Device Manufacturer. We turn our expertise into your products.

Lohmann Animal Health International, Inc.
375 China Road.
Winslow, ME 04901-0632
(207) 859-8745
www.lahinternational.com

Products & Services: Animal diagnostic testing, vaccines, and vitamins

Profile: We find practical ways of combining economic animal production with the requirements for protecting humans, animals and the environment and the needs placed on high quality food. Lohmann Animal Health is the first choice for animal health and productivity in industrial livestock production. We improve our customers’ long-term competitive capabilities and promote their benefit potentials with “Integrated Solutions”. We set standards for efficient food production by combining ethical responsibility and efficiency in equal measure – in Germany and throughout the world.

Lonza Rockland, Inc. (Cambrex)
191 Thomaston St.
Rockland, ME 04841
(207) 594-3400
www.lonza.com

Products & Services: Manufacturer of state of the art products to life science researchers for use in molecular biology and cell based assay markets.

Profile: The Rockland site is part of the Lonza Bioscience business sector and manufactures over 500 finished products for academic and government institutions as well as biotech and pharmaceutical companies worldwide, and continues to develop custom and innovative products for life-science research and personal care markets. Rockland is also the largest manufacturer of agarose powder worldwide.
Maine Bioproducts
191 Thomaston St.
Rockland, ME 04841
(207) 594-3400
www.mainebioproducts.com

**Products and Services:** Biofine technology

**Profile:** Maine BioProducts, LLC is a biorefinery facilities development company. MBP was formed in 2004 to finance and construct commercial facilities for the production of cellulose-derived fuels and chemicals. An in-depth study of markets and technologies led us to focus our development efforts on a powerful platform chemical technology known as the Biofine process. The bulk of our commercialization effort has been funded through the Maine Technology Institute.

Maine Biotechnology Services
1037R Forest Ave.
Portland, ME 04103
(207) 797-5454
www.mainebiotechnology.com

**Products & Services:** A full service antibody development and production company.

**Profile:** Maine Biotechnology Services is a premier provider of antibody services, from design and development to production and characterization. MBS extends the creativity and experience necessary for more complex hybridoma development projects, including small molecules and anti-idiotypic. Tools such as MultiPure technology and Octet Red kinetic analysis are utilized to allow customers the opportunity to refine their clone selection earlier in the process. MBS’s development tools and expertise benefit not only service customers but also product customers as these tools are applied in the internal development of new antibody products.

Maine Manufacturing, LLC
63 Community Dr
Sanford, ME 04073
(866) 736-1250
www.mfgmaine.com

**Products & Services:** Maine Manufacturing is a contract manufacturer providing a diversified portfolio of products and services to the life science industry, focusing on specialty plastic, filtration, membrane and fluid technologies for a variety of life science applications and provides research and development, prototyping, low to high volume production and assembly services to accommodate those changing needs.
Profile: Founded in 2007, Maine Manufacturing is a nimble company responsive to our customers’ changing needs. We work in partnership with our customers every step of the way to ensure that they receive efficient and cost-effective solutions. Our unique manufacturing capabilities and extensive expertise offer customers a single source for identifying and supplying raw materials, product and process development, manufacturing and quality services. Our exceptional knowledge and experience combined with flexibility and our state-of-the-art facility allow our customers to efficiently reach their corporate objectives and achieve ultimate success in the biomedical research, medical and diagnostic marketplaces.

Maine Medical Center Research Institute
81 Research Dr.
Scarborough, ME 04074
(207) 396-8100
www.mmcri.org

Products & Services: Medical Research

Profile: Successful medical research is a complex process requiring close collaboration of basic scientists, physicians, epidemiologists and data analysts, state-of-the-art instruments, resources to protect the interest of patients who volunteer to participate in clinical trials, and a strong commitment on the part of the Institution. All of these elements are represented in the Maine Medical Center Research Institute. We have world-class scientists working on the most advanced biomedical problems. We have been successful in bringing the benefits of new discoveries to our patients and to the world, and we have an ongoing commitment to continue to be one of the very best biomedical research communities.

Maine Medicinals, Inc.™
555 Gardiner Road
Dresden Maine, 04342
(207) 737-8717
www.mainemedicinals.com

Products & Services: Organic processor and manufacturer of standardized nutraceuticals and herbal supplements.

Profile: Working closely with farmers and scientists, Maine Medicinals™ produces the highest quality plant-based medicines, functional foods and herbal supplements from organic, sustainable and natural sources. At Maine Medicinals™ our mission is to optimize human health by merging ancient herbal traditions with current phytomedicinal research. We believe in the generational knowledge that comes from the field and grows in the heart.
Maine Molecular Quality Controls, Inc.
10 Southgate Rd., Suite 170
Scarborough, ME 04074
(207) 885-1072
www.mmqci.com

Products & Services: Designing and marketing molecular controls for use in inherited disease testing, infectious disease detection, and pharmacogenetics.

Profile: The company was formed in January 2000 by the two principals, Joan Gordon MT (ASCP) and Clark Rundell, Phone.D. Both founders of MMQCI have a strong background in clinical laboratory testing, as well as extensive research and development skills in the molecular biology field. As long-term workers in a clinical laboratory at Maine’s largest healthcare facility, they are thoroughly familiar with the importance of controls in assuring laboratory accuracy, as well as the Federal regulations governing their use. While implementing novel genetic testing assays in the newly established Maine Medical Center Molecular Pathology Laboratory, Dr. Rundell invented and patented a process to stabilize target DNA constructs for utilization as controls in molecular-based diagnostic assays. Ms. Gordon, President of MMQCI, developed protocols based on this patented process to manufacture an FDA-cleared quality control for an infectious disease test platform. Dr. Rundell and Ms. Gordon subsequently founded MMQCI to pursue further research and development of unique technologies to produce additional molecular control products. Funds from the National Institutes of Health and Maine Technology Institute have assisted the development of new technologies used in MMQCI products.

Maine Oxy/Spec-Air
22 Albiston Way
Auburn, ME 04210
(207) 784-5788
www.maineoxy.com

Products & Services: Specialty Gases, Calibration gasses, EPA Testing, Technical Resources

Profile: Maine Oxy was founded in 1929 by Joseph W. Albiston in Auburn, Maine under the name Maine Gas Service providing sales and service to home propane customers. In 1935 Maine Oxy was incorporated as Maine Oxy-Acetylene Supply Company and began providing welding supplies and industrial gases for customers in Auburn and Lewiston, Maine and surrounding communities.

SpecAir Specialty Gases is the largest independent specialty gas laboratory in New England. SpecAir produces and offers a complete line of specialty gases. Whether you need a scientific grade pure gas to support your analytical instrumentation or an EPA protocol for environmental emission testing, SpecAir has it all. At our Auburn, Maine laboratory we manufacture everything
from confined space entry gases to high-end calibration mixes backed by NIST traceable material and weights. We go out of our way to guarantee the quality of the product we produce. SpecAir employs its own in-house chemist to support our ISO/IEC 17025:2005 accredited specialty gas laboratory and production facility. In addition to our variety of quality gases, SpecAir is ranked as one of the top laboratories in the Purity Plus network of independent specialty gas distributors.

Maine Standards Company, LLC
221 US Route 1
Cumberland Foreside, ME 04110
(207) 892-1300
www.mainestandards.com

Products & Services: Instrument calibration verification and data services

Profile: As a company, we have more than 50 years experience in calibration verification and linearity. That’s why we can stand behind our products and our service with a promise of 100% satisfaction. Our experts are people who know our products in detail and can help you with any questions. We understand the strenuous demands of clinical laboratories and that is why we developed VALIDATE®, the product line with the most configurations designed for the most widely used instruments. When combined with our unparalleled technical support, flexible ordering and scheduling, fast turnaround and commitment to innovation, it’s no wonder so many labs across the country are turning to Maine Standards Company for all their calibration verification/linearity testing needs.

Microspectral Analysis, Inc.
284 Main St., Suite 400
Wilton Maine 04294-3044
(207) 645-3600
www.microspectralanalysis.com

Products & Services: The i-LAB® series handheld spectrometers

Profile: Microspectral Analysis is focused on the development and commercialization of its patented, miniaturized, integrated sensing system into new product platforms such as the iLab Hand Held Analyzing Spectrometer.
Mitokine Bioscience, LLC
13 Captain Bill Rd
Hancock, ME 04640
207-422-6838
www.mitokine.com

Products & Services: Mitokine is working in collaboration with another company to develop effective new diabetes treatments

Profile: Mitokine Bioscience was founded to impact diabetes care by developing a promising new treatment. Since opening in 2006, our company has maintained a commitment to innovative research that solves medical problems and improves the daily lives of patients. Our current focus is on 1) effective treatments that restore normal mechanisms of glucose management and 2) providing services to research scientists to advance discovery and improve health.

Mount Desert Island Biological Laboratory
PO Box 35
Salisbury Cove, ME 04672
(207) 288-3605
www.mdibl.org

Products & Services: Biomedical and environmental research

Profile: MDIBL is a creative, nimble, and independent non-profit research institution where scientists are advancing a new paradigm for 21st century biomedical and environmental research. The Laboratory was founded on the coast of Maine in 1898 with the visionary conviction that answers to many of our most pressing biological questions can be found in nature. Selecting appropriate models from a diverse range of organisms, including zebrafish, sea urchins, and roundworms, enables us to transcend the limitations imposed by traditional laboratory models. This approach reduces costs and speeds discovery while yielding fresh insights into aging, regeneration, disease, and healing.

Mölnlycke Health Care US, LLC
192 Admiral Fitch Avenue
Brunswick, Maine 04011
(207) 607-4900
www.molnlycke.com

Products & Services: Wound care dressings and products, surgical gloves and clothing, antisepsics, and orthopaedic products

Profile: Mölnlycke Health Care is a world leading manufacturer of wound care and single-use surgical products and a service provider to the healthcare sector. Mölnlycke Health Care is one of the most respected professional healthcare brands in the world, and we are particularly known for our
unique, high quality range of products and innovative, patented technologies that allow patients to live better lives and help health care professionals efficiently treat more patients to better care.

Nextep, Inc.
228 Waterman Rd.
Buxton, ME 04093-3718
(888) 886-9312
www.hearfones.com

Products & Services: Manufacturers of HearFones® technology

Profile: For centuries, singers have intuitively known that cupping a hand to their ear lets them hear themselves better. In ensemble, for example, it’s sometimes hard to be sure you’re singing on the right pitch. HearFones® were conceived originally to free the hands and to afford feedback symmetrically to both ears, but they’ve become best known for their spontaneous effect on vocal production. People using HearFones® simply sound better. The inventors modestly dubbed this phenomenon “The Miller-Mickelson Effect,” knowing no other name by which to call it. HearFones is a registered trademark of Nextep Incorporated

Natural Products Research Institute
825 Atlantic Highway
Warren, ME 04864
(877) 682-9067
www.nprine.org

Products & Services: Evaluating the safety and efficacy of natural products and understanding how best to use these products for health, wellness, and fitness.

Profile: We believe that our diets are the root cause of most chronic diseases, in particular: diabetes, obesity and inflammation. Good health begins with good nutrition. We are in the process of defining on the basis of scientific principles what constitutes good nutrition and how the addition of safe and effective natural products improves our health. We believe that good health cannot be achieved with diet alone or in combination with quality natural products in the absence of exercise. Further, exercise must have an intensity appropriate component. We believe that the combination of good nutrition, science-derived and clinically tested supplements and appropriate exercise will decrease disease conditions, improve lifestyle and decrease our reliance on ethical pharmaceutical drug products.
NorDx Laboratory
301A US Route 1
Scarborough, ME 04074
(207) 396-7830
www.nordx.org

Products & Services: Laboratory testing services

Profile: NorDx was established in 1976 as the first licensed independent clinical laboratory in Maine. Since then, it has grown in scope and expertise through affiliations with Maine Medical Center (MMC), the Maine Medical Center Research Institute (MMCRI), and the Center for Lipid Research and Clinical Research Management. This consolidation of expertise has formed a single, comprehensive healthcare system, which consists of one of the largest, most sophisticated, state-of-the-art laboratories in the Northeast. The vast majority of testing is performed within the NorDx laboratory network.

Orono Spectral Solutions, Inc.
689 Odlin Road
Bangor, ME 04401
(866) 269-8007
www.ossmaine.com

Products & Services: Developing innovative absorbent materials and sampling methods which enable trace level detection of chemical/biological agents in both air and water backgrounds

Profile: OSS was incorporated in August, 2004 for the purpose of advancing and commercializing chemical and biological agent detection research being conducted at the Laboratory for Surface Science & Technology (LASST) at the University of Maine. OSS is a small, high tech company currently supported through several contracts with the Department of Defense. OSS is also actively pursuing commercial opportunities in the areas of air and water quality monitoring. Most recently, OSS has sought to develop an improved method for detecting petroleum hydrocarbons in industrial waste and produced water.

Physician Engineered Products
103 Smith Street
Fryeburg, Maine 04037
(207) 935-1256
www.peponline.com

Products & Services: At home phototherapy products, and research

Profile: Physician Engineered Products (PEP) specializes in bright light phototherapy. In 1984, PEP was the first to offer an effective, safe and conveniently portable home-care device for treat-
ing infant jaundice outside the hospital – reducing costs ten-fold. Today, PEP offers the fastest-
treating devices available for home or hospital care – as well as innovative eye protection and an
adjunct device that make other phototherapy devices almost as effective as PEP’s.

Pondera Pharmaceuticals Inc.
209 Chadsey Road
Pownal, ME 04069
(877) 865-6926
www.ponderapharma.com

Products and Services: Endorphinate® is the only available safe and natural way to enhance
and balance endorphins, critical to the restoration and maintenance of healthy stress and pain
responses.

Ponderosa Pharmaceuticals Inc. continued

Profile: In 1973, Pondera Scientific Advisory Board member Dr. Eric Simon identified opioid
receptors in the brain, and in 1976 he coined the word “endorphins”. Ever since, his colleague
Dr. Stanley Crain, Professor Emeritus of Neuroscience, Albert Einstein School of Medicine and
Pondera’s Chief Scientific Officer, searched for a way to unleash the power of these natural stress
relievers, culminating in the discovery of Deepak Chopra Endorphinate®.

Puritan Medical Products
P.O. BOX 149
Guilford, ME 04443
(207) 876-3311
www.puritanmedproducts.com

Products & Services: Single-use products for healthcare, diagnostic, forensic, environmental sur-
face sampling, food safety, pharmaceutical, and critical environment manufacturing applications

Profile: Puritan Medical Products Co., LLC, is an American company known worldwide as the
trusted manufacturer of single-use products for the healthcare, diagnostic, forensic, critical envi-
ronment, food safety, and drug manufacturing industries. We take pride in our Puritan brand. You
can order with confidence, knowing that products are manufactured, packaged, and shipped
from our state-of-the-art manufacturing facility in Guilford, Maine. Puritan products are available
through our valued medical, industrial, and lab supply distributors.
Putney Inc.
400 Congress Street, Suite 200
Portland, ME 04101
(866) 683-0660
www.putneyvet.com

Products & Services: Developing high-quality, generic medicines for pets

Profile: Putney was founded by Jean Hoffman in 2006. Our vision is to become the leading provider of high-quality, bioequivalent and specialty drugs supporting the U.S. veterinary community. At Putney, we are committed to quality pharmaceuticals for veterinarians, and we invest in programs that support the practice of high-quality veterinary medicine. Putney’s generic drugs support veterinarians’ use of standard-of-care drugs to treat pets. Generics enable more pet owners to comply with the full, veterinarian-prescribed treatment, especially for chronic and frequently used drugs.

Renegade Wheelchairs, LLC
127 Main St.
South Portland, ME 04106
(866) 964-9309
www.renegadewheelchairs.com

Products & Services: All terrain wheelchairs, accessories and merchandise

Profile: If you’re a wheelchair user who loves the outdoors, don’t let a little mud, sand, or snow stop you from getting there. The Renegade All Terrain Wheelchair has a multi-gear, push-bar system inspired by mountain bike technology, so you can go off the beaten path with relative ease. If you’re serious about the outdoors – you need a Renegade!

Rynel, Inc.
11 Twin Rivers Dr.
Wiscasset, ME 04578
(207) 882-0200
www.rynel.com

Products & Services: Manufacturing of polyurethane prepolymer and processing it into a wide array of semi-finished and finished products

Profile: We partner with our customers to provide the exact foam they need from roll and sheet stock to intricately molded parts. We are experts in every aspect of the foam-making process; we manufacture the raw materials for the foam itself. This broad base of foam-making experience allows us to engineer-in the exact characteristics and properties desired by our customers. We are continually developing and evaluating new prepolymers, because at Rynel, Foam Follows Function.
Sea Run Holdings, Inc.
76 Pine Street
Freeport, ME 04032
(207) 865-9655
www.searunholdings.com

Products & Services: Therapeutic products developed from the blood of farmed Salmon

Profile: Sea Run Holdings, Inc. is a marine biotechnology company. We discover and develop innovative biologics and therapeutics from the blood of farmed salmon. Salmon plasma proteins have unique properties that provide advantages for many indications. Salmon fibrinogen and thrombin are free from mammalian viruses and prions, a major advantage in therapeutic use. In addition to its bioactive properties, salmon fibrin degrades more slowly in vivo than mammalian fibrin, and polymerizes over a wide temperature range (4°C-40°C) which could be useful for neurotrauma or surgery performed under induced hypothermia.

Sensor Research and Development
17 Godfrey Drive
Orono, ME 04473
(888) 390-5234
www.srdcorp.com

Products & Services: Gas delivery and mixing systems; Gas testing and evaluation

Profile: Founded in 1993 by Mr. Carl Freeman, Sensor Research and Development Corporation (SRD) has established itself as a premier solid-state chemical gas sensor research and development (R&D) source for the Departments of Defense, Homeland Security and Energy. SRD utilizes semi-conducting metal oxides (SMO) and sophisticated algorithms to provide real-time, highly selective and sensitive detectors for a broad range of chemical agents, toxic industrial chemicals and explosives. Applications of our technology include flue gas monitoring, handheld detectors for warfare agents, facility monitors, food safety and security, and collective and personal protection monitors. SRD is a veteran-owned small business with 23 employees and state-of-the-art laboratory facilities. SRD’s research team includes electrical, mechanical, and computer engineers, material scientists, physical and analytical chemists. Our staff holds seven PhDs and has a unique expertise in SMO sensor materials development, solid-state microelectronics and signal processing.
SolidPhase, Inc.
1039 Riverside Street, Suite 3
Portland, ME 04103
(207) 797-0211
www.solidphaseinc.com

Products & Services: Custom assay development, custom iodinations and conjunctions, custom coating of solid-phase supports, and manufacturing support services such as liquid filling, component labeling and final product assembly.

Profile: SolidPhase, Inc. began business in 1993 as a contract manufacturer for the pharmaceutical and immunodiagnostic industries. The staff of SolidPhase has over half a century’s worth of experience in the development, pilot production, full-scale manufacture, and technical support of diagnostic products. We operate in a FDA licensed facility in accordance with all the current cGMPs, and we work closely with our customers to ensure complete satisfaction from initial R & D pilot scale operations to full product manufacture. Our experience in the field, technical expertise, and manufacturing capabilities help ensure short turnaround times and very competitive pricing on all contract manufacturing activities.

Solstice Corporation
PO Box 1177
Portland, ME 04104
(800) 874-7922
www.xactmarkers.com

Products & Services: Mammography X-ray markers and medical applicators

Profile: Solstice Corporation incorporated on the summer solstice of 1989 in Portland, Maine, after our founder and company president, Dr. Danforth DeSena, identified a need for small, high-quality surgical applicators while working in his medical office. The Micro-Tip® Applicator was introduced and quickly became a staple in medical offices throughout the United States. Since that time, Micro-Tip cotton applicators have become indispensible not only in medical procedures but also in manufacturing, optical cleaning, and in the fiber optic industries. Our original applicator products are even used by conservators to restore precious works of art at museums across the country and have even been used to clean the lenses of miniature cameras planted on the field during the Super Bowl game. In 1993, Dr. DeSena recognized a need for a time-saving marker to identify external points of interest on X-rays. He was awarded patent #5193106, “X-ray Identification Marker,” and in 1996 the company expanded its product line with two new Xact® X-ray markers. The family of Xact imaging markers has now grown to include nipple markers, mole markers, scar markers, lesion markers, and CT markers. Solstice Corporation will soon release its much-awaited MRI marker.
Southern Maine Community College
2 Fort Road
South Portland
Maine 04106-1698
(207) 741-5500
www.smccme.edu

Products & Services: Higher Education

Profile: With 45 degree and certificate programs serving 7,500 individuals, SMCC is a comprehensive community college of the highest quality. Additionally, we provide workforce training and non-credit workshops for thousands of people every year. No college enjoys a setting more picturesque than our 80-acre South Portland Campus. At SMCC’s Midcoast Campus at Brunswick Landing we offer higher education programs and business partnerships that prepare people for high-demand and high-wage careers. You can also be part of SMCC at our Bath Center, at one of our several community satellite locations, or on-line. Whether you’re a current or prospective student, a graduate, entrepreneur, partner or friend of the College, we are invested in your success. With SMCC you will move forward. Envision a future!

Spin Analytical Inc.
468 Portland Street
Berwick ME 03901 USA
(207) 704-0160
www.spinanalytical.com

Products & Services: Manufactures precision instruments, tools and accessories for the biochemistry, biology, polymer, and pharmaceutical industries.

Profile: Spin Analytical is committed to developing and providing innovative products. We value our customer relations. Customer feedback has allowed us to continually improve our products and provide high quality support to the scientific research community. Spin Analytical, Inc. was founded in 2006 by Dr. Thomas M. Laue and J. Brett Austin for the purpose of developing the next generation of analytical ultracentrifuge. Our instruments and components are used to measure the size, shape and electrostatic charge of molecules. These fundamental properties are required during the development of new pharmaceuticals and polymers, as well as used routinely in the QA/QC of existing products. Biochemists, molecular biologists and cell biologists are increasingly measuring these properties as part of the basic research into how living systems function. Spin Analytical has fewer than 10 employees and is located in an 8500 sq. ft manufacturing facility in southern Maine.
Spirometrics Medical Equipment
22 Shaker Rd
Gray, ME 04039
(207) 657-6700
www.spirometrics.com

Products & Services: Respiratory care products and complete line of pulmonary function supplies

Profile: For more than 20 years, Spirometrics has been committed to meeting the needs of the respiratory care patient and healthcare professionals by maintaining the highest quality products and service that help improve the overall quality of care. Our team of knowledgeable, highly qualified staff is available to provide you with excellent customer service and technical support. We value you our customers and we strive to continually provide 100% customer satisfaction in meeting your healthcare needs.

Sun Diagnostics, LLC
60 Pineland Drive
Auburn Hall, Suite 305
New Gloucester, ME 04260
(207) 926-1125
www.sundiagnostics.us

Products & Services: In-Vitro Diagnostic (IVD) Products

Profile: Sun Diagnostics, LLC strives to identify and develop new products for the in vitro diagnostic (IVD) industry that will contribute to the advancement of laboratory medicine and improve healthcare. Our focus is on innovative products that meet the needs of patients, clinicians, laboratories, and researchers. Sun Diagnostics is headquartered on the campus of Pineland Farms in New Gloucester, Maine. This picturesque location fosters creativity, focus, and innovation, providing a unique environment for our staff to develop cutting-edge products for the ever-evolving IVD industry.

Syris Scientific, LLC
22 Shaker Road
Gray ME 04039
(800) 714-1374
www.syrisscientific.com

Products & Services: Visualization enhancement products for dermatologic procedures

Profile: Syris Scientific, a Maine based medical company founded in 1997, is the leader in the field of advanced visualization systems for surface and subsurface viewing. Syris Scientific is committed to maintaining its roots in the high technology world and continuing its close affiliation with the medical community. Enercon contributed a valuable dimension of design and technology infrastructure that has made Syris the rapid, technology medical company it is today.
Today, the v600, v300 and Vantage along with their predecessor the Seymour Light, are currently being used by over 3,000 physicians and medical professionals worldwide and are included in training courses in aesthetics and laser dermatologic surgery.

Tethys Research, LLC
53 Downing Road
Bangor, Maine 04401
(207) 942-9044
www.tethysresearch.com

Products & Services: Enzyme and chemical metabolite research and development

Profile: Tethys Research LLC was initially formed in late 2000 by Dr. Nancy Kravit and Ms. Robyn Kravit to focus on a novel strategy for biotransformation. In its early years, Tethys worked on projects to discover new chemical entities in the life sciences and bioremediation industries. In late 2004, a research request led the company to change its focus to the discovery of industrial enzymes with a specialization in the pulp and paper sector. During this period, three minority partners joined the firm, bringing additional technical and commercial expertise. Within its chosen markets, Tethys serves as a leading edge discovery company; developing technology and utilizing it under contract to or in partnership with other organizations that produce and market chemical products and processes.

University of Maine
5713 Chadbourne Hall
Orono, ME 04469-5713
(207) 581-1865
www.umaine.edu

Products & Services: Higher Education

Profile: Located in the town of Orono along the banks of the Stillwater River, the University of Maine offers a strong traditional education at an affordable price. The state’s land-grant university and the flagship institution in the University of Maine System, UMaine is one of New England’s premier universities. We help students create success stories—with a wide variety of programs and opportunities—and we do so with world-class faculty members, nationally recognized research; first-rate facilities; a friendly, safe atmosphere; and easy access to some of the best year-round recreation sites in the nation. At UMaine, you’ll enjoy the world through 88 bachelor’s degree programs, 70 master’s degree programs, and 30 doctoral programs. Our library is ranked among the top in the country, we have one of the nation’s oldest and most prestigious Honors programs, now the Honors College, and our students enjoy hands-on research, even at the undergraduate level. We offer the following majors related to field of life sciences: animal and veterinary sciences, anthropology, biochemistry, biology, botany, chemistry, clinical laboratory sciences, ecology and environmental sciences, chemical, engineering (chemical), biomedical sciences, marine sciences, and pre-veterinary.
University of New England
11 Hills Beach Rd
Biddeford, ME 04005
(207) 283-0171
www.une.edu

**Products & Services:** Higher Education

**Profile:** The University of New England is an innovative health sciences university grounded in the liberal arts, with two distinctive coastal Maine campuses and unique study abroad opportunities. UNE has internationally recognized scholars in the sciences, health, medicine and humanities; offers more than 40 undergraduate, graduate and professional degree programs; and is home to Maine’s only medical school. We offer the following majors related to field of life sciences: Aquaculture and Aquarium Sciences, Biochemistry, Biological Sciences, Chemistry, Environmental Science, Laboratory Science, Marine Science, Medical biology, and Neuroscience.

University of Southern Maine
96 Falmouth St.
Portland, ME 04101
(800) 800-4USM
www.usm.maine.edu

**Products & Services:** Higher Education

**Profile:** We are meeting the challenges of change with innovation and creativity. Through partnerships with businesses and organizations, our faculty is engaged in applied research and scholarship, and our students are involved in experiential learning to help shape the future of our region. We offer the following majors related to field of life sciences: behavioral studies, biology, biotechnology, chemistry, environmental science, geosciences, health science, human biology, natural and applied science, and psychology.

Verity Software House
45 Augusta Road #A
Topsham, ME 04086
(207) 729-6767
www.vsh.com

**Products & Services:** Flow cytometry analysis software

**Profile:** Verity Software House is a small company, but don’t let that fool you; bigger is not necessarily better. We are able to respond quickly to shifting market priorities and to offer new and innovative solutions to the newer demands in the health care environment. We are able to develop a personal as well as a professional relationship with our customers. When you call Verity, you’ll talk to someone who really wants to hear from you, and is committed to helping you find
the solutions you need. And we’ve done more than simply write software! With scores of presentations, publications and chapters, and years of laboratory science and flow cytometry clinical and research experience, we are flow cytometrists who write software, not software gurus who dabble in flow cytometry. With long-standing memberships in ISAC (and SAC before that), we know your needs and interests, because they’ve been our needs and interests, too. At Verity, we speak your language.

ViroStat, Inc.
PO Box 8522
Portland, ME 04104
(207) 856-6620
www.virostat-inc.com

Products & Services: Infectious disease researcher and manufacturer supplier

Profile: ViroStat was founded in 1985 by Dr. Douglas McAllister to provide infectious disease antibody tools to researchers and manufacturers. These include the areas of virology, bacteriology and parasitology. Applications for these include detection of respiratory agents, STD agents, gastrointestinal agents/toxins and food borne pathogens. The company offers more than 500 infectious disease reagents including their MONOTOPE™ monoclonal antibodies, OMNITOPE™ polyclonal antibodies and numerous recombinant antigens. Many of these antibodies are used by manufacturers of rapid, point of care tests currently made and sold in the US. Because ViroStat is the primary manufacturer of these antibodies, they have the knowledge and experience to offer excellent customer service and technical support to your laboratory staff on any scale from 100 ug to 10 grams.

Woods End® Laboratories, Inc.
PO Box 297
Mt Vernon, ME 04352
(207) 293-2457
www.woodsend.org

Products & Services: Compost and biogas research

Profile: We are America’s longest running compost laboratory devoted to soil and compost quality with experience in operating compost sites, process management, odor control and end-product quality research. We offer unrivaled horticultural skills for best placement of recycled amendments used by growers, nurseryman and greenhouses. Our Quality Matrix standards for optimization produce realistic nutrient assessment. Our cutting edge laboratory methodology for biogas energy recovery reveals the transformation potential of carbon in organic wastes, methane recovery and high quality of digestate. We have new technology for soil carbon quality, CO2 Respiration measurement, stability and mineralization of recycled carbon, and soil microbial biomass carbon.
DIAGNOSTICS
AlerCHECK, Inc.
Alere Scarborough
Artel
Bar Harbor Biotechnology
Beacon Analytical Systems
Bio-Rad
BioAnalyte Inc.
The Biotech Source
Bushover’s Biologicals, Inc.
CAPE Technologies
Capricorn Products LLC
Chemogen
East Coast Biologicals Inc.
Emerson Apparatus Co. Inc.
EnviroLogix Inc.
InSphero
Kennebec River Biosciences
Lonza Rockland, Inc.
Maine Biotechnology Services
Maine Molecular Quality Controls, Inc.
SolidPhase, Inc.
Sun Diagnostics, LLC
Verity Software House
ViroStat, Inc.

EDUCATION
Husson School of Pharmacy
Southern Maine Community College
University of Maine
University of New England

University of Southern Maine

GENETICS/GENOMICS
Cerahelix
Genotyping Center of America
The Jackson Laboratory

MEDICAL DEVICES & PRODUCTS
Acme-Monaco Corp.
Activas Diagnostics
Alba-Tehcnic LLC
Armaid
Artel
The Baker Company
EchoHeart
FHC Inc.
Global Biotechnologies, Inc.
Global Protein Products
Insightful Products LLC
Lighthouse Imaging Corporation
Maine Manufacturing, LLC
Maine Oxy
Maine Standards Company, LLC
Microspectral Analysis, Inc.
Molnlycke Health Care US, LLC
Nextep, Inc.
Orono Spectral Solutions, Inc.
Physician Engineered Products
Puritan Medical Products
Renegade Wheelchairs, LLC
Rynel, Inc.
SolidPhase, Inc.
Solstice Corporation
Spin Analytical Inc.
Spirometrics Medical Equipment
Syris Scientific, LLC

**NUTRACEUTICALS**
Coastside Bio Resources
GREENTECH USA, INC.
Maine Medicinals, Inc.

**OCEAN SCIENCES & AQUACULTURE**
Bigelow Laboratory for Ocean Sciences
Gulf of Maine Research Institute
Sea Run Holdings, Inc.

**RESEARCH**
Acadia Clinical Research
Aristea Translational Medicine Corporation
The Jackson Laboratory
Maine Medical Center Research Institute
Mitokine Bioscience, LLC
Mount Desert Island Biological Laboratory
Natural Products Research Institute
Tethys Research, LLC
Woods End Laboratories, Inc.

**TESTING & MEDICAL LABORATORIES**
Affiliated Healthcare Systems
Aroostook Testing & Consulting Laboratories, Inc.
Dahl-Chase Diagnostics
L.A.W. Calibration LLC
Maine Standards Company, LLC
NorDxLaboratory
Sensor Research and Development

**VETERINARY & ANIMAL HEALTH PRODUCTS**
Clear H2O
Coastside Bio Resources
EnviroLogix Inc.
IDEXX Laboratories, Inc.
ImmuCell Corporation
Lohmann Animal Health International, Inc.
Putney, Inc.
Top Reasons to Invest in Maine

Tax Climate
According to an Ernst and Young report, Maine has the most favorable tax incentives for new businesses in the U.S. Maine has the country’s lowest effective taxes on new investments and offers tax benefits to a wide variety of firms.

Location and Logistics
Maine is close to Canada, Europe, Boston, New York, Montreal, Washington, D.C., and the nation’s wealthiest consumers. The state has three deep water sea ports, extensive road and rail connections, two main and four regional airports with connections to all major U.S. and Canadian hubs.

Workforce Development
Maine’s labor costs are 6% less than the national per capita average. Moreover, Maine reimburses all or some of the costs of worker training and development.

Access to Talent
Maine’s high school graduation rate one of the nation’s highest, and its college enrollment rate is higher than the national average. Maine has an extensive public university system, seven career-oriented community colleges, and a number of private colleges.

Cost of Doing Business
Maine has the lowest business costs in the Northeast. The state provides numerous free services to promote business development.

Major Industries
Maine has attracted industry leaders in many sectors, among them medical, pulp and paper, agriculture, aquaculture, biotechnology, renewable energy, and aerospace.

Creative Tax Incentives
These include Business Equipment Tax Reimbursement, Employment Tax Increment Financing, Manufacturing Sales Tax Exemptions, Tax Credit Programs, Tax Exemption Programs, Tax Increment Financing, and research and development grants.

Quality of Life
Foreign Direct Investment Magazine ranked Maine as having the highest quality of life in the U.S., and Portland, Maine was top on Forbes’ list of America’s Most Livable Cities.
Maine Life Sciences Industry Related Organizations

Maine Department of Economic and Community Development (DECD)
www.maine.gov/decd
59 State House Station, Augusta, ME 04333-0059
Phone +1 201-624-9800

Maine International Trade Center (MITC)
www.mitc.com
511 Congress Street, Portland, ME 04101
Phone +1 207-541-7400

Bioscience Association of Maine (BAM)
www.mainebioscience.org
PO Box 3362
Portland, ME 04104
+1 207-307-2552

Maine Technology Institute (MTI)
www.mainetechnology.org
8 Venture Ave, Brunswick, ME 04011
Phone +1 207-582-4790

Midcoast Regional Redevelopment Authority (MRRA)—Brunswick Landing
www.mrra.us
2 Pegasus St., Suite 1, Unit 200, Brunswick, ME 04011
Phone +1 207-798-6512

Portland Technology Park
www.portlandmaine.gov/citymanagers/portlandtechnologypark
City of Portland
Phone +1 207-756-8019

Maine Community College System
www.mccs.me.edu
323 State St., Augusta, ME 04330
Phone +1 207-629-4000

The University of Maine
www.umaine.edu
Orono, ME 04469
Phone +1 207-581-1865
SURFER, SCIENTIST, MAINER.
Here, you can have it all.

VISIT INVESTINMAINE.NET
Contact: Maria McIntyre at McIntyre@mitc.com or +1 207 541 7400