

# MAINE STATE LEGISLATURE

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Maine Venture Fund ♦  
2015 Periodic Report  
Prepared for the 127<sup>th</sup> Legislatures  
Joint Standing Committee on Labor, Commerce,  
Research & Economic Development

Respectfully submitted  
by the Management Team of the Maine Venture Fund  
and the Small Enterprise Growth Board

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♦ *Maine Venture Fund is the "doing-business-as" name for the Small Enterprise Growth Fund – a decision made through careful consideration between the Fund Board of Directors and Management Team, and finally put in place in the fall of 2013. The board and staff believe this "doing-business-as" name simply and more clearly reflects the Fund's mission and benefits marketing efforts within the State of Maine's entrepreneurial and small business community.*



**To:** Joint Standing Committee on Labor, Commerce, Research and Economic Development

**From:** Small Enterprise Growth Board

**Date:** December 15, 2015

**Re:** Small Enterprise Growth Fund 2015 Periodic Report

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On behalf of the Small Enterprise Growth Board ("SEGB") and Management Team of the **Maine Venture Fund\***, we respectfully submit the Fiscal Year **2015 Periodic Report** as required by 10 M.R.S.A., §388(1), providing a detailed review of the Fund's activities, status and successes.

The Fund is relatively liquid, thanks to some investment returns and the Federal program, State Small Business Credit Initiative ("SSBCI"). These resources position the Fund to continue in its mission *"to provide resources to attract, support and help develop eligible small businesses with the potential for substantial growth and success that will contribute to the prosperity of Maine"*.

The Fund's mission and purpose are as critical now as when the Fund was created. Sources of risk capital for Maine companies continue to be very limited. CEI Ventures' (the for-profit subsidiary of CEI, the non-profit Maine based CDFI) "CVIII", a \$10 million fund launched in 2011, is now fully invested. CEI Ventures will attempt to raise its fourth fund, but the timing and size are as yet unknown. North Atlantic Capital operates from Maine, but as a later stage investor, has not found any Maine companies in which to invest in many years. The largest organized angel group in the State, Maine Angels, continues as a viable, vibrant group, is increasing its membership and effectiveness, but their investments are smaller, and not limited to Maine companies. Another organized angel group, the Bangor Angel Fund, commenced operations in 2014, a positive sign, but again, limited to small investment amounts.

The Fund has been very fortunate to attract an experienced and talented Board of Directors, all, except for the one *ex officio* member who is named by the Commissioner of the Department of Economic and Community Development, appointed through the gubernatorial appointment process.

These professionals volunteer their time to the Board of Directors and spend many hours pursuing and ensuring a well-managed Fund by:

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- Meeting monthly, as a board of directors, for up to four hours per meeting;
- Advising and directing the Fund's management team;
- Individually taking on assignments to specific portfolio company subcommittees;
- Regularly reassessing the relevance of the Fund's mission to the needs of the marketplace, and taking steps to align practices to ensure the operations reflect the mission;
- Reviewing regular reporting and metrics provided by the management team;
- Working closely with the Managing Director to provide each portfolio company with sound guidance and recommendations.

The Board of Directors and the Management Team have worked toward, and achieved, a flawless annual audit record from one of the largest CPA firms in the state, Baker|Newman|Noyes of Portland.

In Fiscal Year 2015, from July 1, 2014 to June 30, 2015, the Board and Management Team screened, many thoroughly, over a dozen companies for potential investment, and counseled many other early-stage companies. MVF Management and Board members play a critical role in the informal/formal advisory ecosystem that supports early stage Maine business in their development.

During the fiscal year, the SEGB invested a total of \$985,000<sup>1</sup>, which included:

- Initial investments totaling \$750,000 in four new companies:
  1. *Chimani, Inc.*, creator of mobile applications for national parks and other outdoor venues.
  2. *Hyperlite Mountain Gear, Inc.*, designer and manufacturer of durable outdoor products for a range of adventures;
  3. *Orono Spectral Solutions*, specializing in the development of advanced chemical sampling materials that are packaged into simple-to-use products that streamline the entire sample collection-to-detection process;
  4. *The Gelato Fiasco, Inc.*, a high-end producer of flavored gelato ice cream with two retail locations in Maine and distribution through a growing number of retailers around the country; and
- Follow-on investments totaling \$235,000 in existing portfolio companies:
  1. *Bar Harbor Biotechnology, Inc.*, a developer of genetic research tools for small to medium sized research facilities performing gene expression analysis;
  2. *Cerahelix, Inc.*, developers of energy-saving membrane technology that provides high purity under harsh conditions;
  3. *Tide Creative, Inc.*, a platform software company with a focus on wedding vendors and photographers, and;
  4. *Wentworth Technology, Inc.*, a manufacturer of headsets for drive through restaurants.

In the balance of calendar 2015, from July 1, 2015 to December 31, 2015, the Fund invested an additional \$450,000 in two companies. One was new to the Fund: *Academic Merit LLC*, an education software developer ;

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<sup>1</sup> Please view MVF Investment Activities – FY15 (7/1/14 – 6/30/15) for further investment details.



and the second, a follow-on investment, in an existing portfolio company, *Hyperlite Mountain Gear, Inc.*

We are proud of what the Fund has accomplished to date. We have developed a process that is flexible and provides entrepreneurs with prompt decisions and guidance. Since its creation, the Fund has been an active participant in the economic development environment in Maine. The accompanying documents, graphs and tables present data portraying the impact of the Fund, but we would like to share here some of the highlights:

- The successful execution of its mission over the years led the Finance Authority of Maine (“FAME”) to allocate at least \$3 million of the \$13 million State Small Business Credit Initiative (SSBCI) funds to MVF for deployment beginning mid way through FY’12. MVF is successfully partnering with FAME to deploy these funds and get much needed capital to early stage and or high growth potential Maine companies. This is a multi-year Federal program (U.S. Treasury Department) to stimulate small business growth and is precisely aligned with the Fund’s mission.
- MVF plays a key role in Maine’s R&D continuum from research to commercialization. Many companies that have successfully leveraged Maine Technology Institute (“MTI”) and Maine Economic Improvement Fund (“MEIF”) grants and loans are often not ready for traditional venture capital, and the MVF plays a critical role in filling that gap, helping to continue to shepherd those most promising companies. The mentoring and eventual investments in *Dream Local Digital* and *Pika Energy, Inc.*, which had benefitted from MTI programs and Blackstone Accelerates Growth Maine (“Blackstone”) support, are two such examples.
- Since 1997, the Fund has catalyzed just over an additional \$138 million in outside capital invested in its portfolio companies; this number includes nearly \$11 million in outside capital coming into the State since December, 2011, in which the Fund made investments using SSBCI funds. These investments, paired with the appropriate guidance, position companies to be successful in raising larger investments from additional professional investors, often from outside the State. The absence of this local infrastructure would result in many entrepreneurs not getting the funds needed to launch, or pursuing their ideas outside the State.
- Since 1997, SEGF portfolio companies have created 9,000 job-years, which are calculated as the cumulative of one job for one year for FTE employees for all portfolio companies since 1997.
- As of June 30 2015, MVF has 27 portfolio companies that employ approximately 514.5 FTEs.

The Fund works to create linkages to capital providers in and outside of Maine in an effort to bring more attention to Maine-based opportunities. Management and the Board cultivate and maintain relationships with early stage venture capital funds, angel groups, and other investment professionals throughout northern New England.

As noted, MVF management and the Board of Directors are active in the entrepreneurial ecosystem in Maine. Management and the Board work with other entities in entrepreneurial development programs and small business counseling. MVF maintains a strong complementary working relationship with, among others, the Maine Angels, Bangor Angel Fund, CEI Ventures, Maine Center for Entrepreneurial Development (MCED), and MTI. MVF





actively encourages all of its portfolio companies, each year, to apply for an intern from the *Innovate for Maine* Internship Program, a program of the Blackstone (now Maine Accelerates Growth) initiative, and engages them in a meaningful project with a portfolio company. The Fund also employs summer interns from schools such as Tuck School of Business at Dartmouth, Babson College, and Howard University. The Fund's Management Team and Board work closely with portfolio companies and companies of interest, serving as advisors, working with company boards, and helping source additional capital.

We would like to take this opportunity to recommend that certain highly valuable programs and initiatives continue to be supported as Maine continues to transition its economy from its resource-based past to innovation and modern manufacturing. These include MTI and its portfolio of grant and contingent loan programs, the Maine Seed Capital Tax Credit, managed by FAME, the two top incubators in the State – MCED and the Target Technology Center/Aquaculture Incubators. The incubators' programs (e.g. "Top Gun" and the Maine Mentor Network) bring the entrepreneurial community together to promote the growth and development of the State's most promising high-growth companies. MTI is the cornerstone of early-stage entrepreneurial financial support in the State, given its relatively large annual appropriation, providing grants and contingent loans for promising technology leading to commercialization, and complements MVF's equity investments and more intensive involvement with somewhat later stage opportunities.

Finally, we would like to voice support for a new initiative, Maine Accelerates Growth (MxG), the locally organized effort to carry on the most successful initiatives of the recently concluded Blackstone Accelerates Growth program. MxG accelerates the growth of companies, communities, and talent by funding, creating, and leveraging high impact entrepreneurship and innovation programs and events through a collaborative and complementary network of organizations and individuals propelling prosperity across Maine.

We look forward to maintaining a strong partnership with the Legislature to ensure the Fund continues its important role in the enhancement of Maine's economic development.

We invite you to contact any of us at any time, and we encourage you to visit our web site at [www.maineventurefund.com](http://www.maineventurefund.com).

Thank you for your support.

Respectfully,

A handwritten signature in dark ink, appearing to read "Corson Ellis", is written over a horizontal line.

Corson Ellis

Chair

Small Enterprise Growth Board



Digital Copies Will Be Sent To:

Paul R. LePage, Governor

John Butera, Senior Economic Advisor to the Governor

George Gervais, Commissioner, Department of Economic and Community Development

Dr. Tim Ford, Chair, Maine Innovation Economy Advisory Board

Bruce Wagner, Chief Executive Officer, FAME

William Norbert, Governmental Affairs Manager, FAME

Brian Whitney, President, Maine Technology Institute

Sen. James Hamper, Co-Chair, Appropriations and Financial Affairs

Rep. Margaret Rotundo, Co-Chair, Appropriations and Financial Affairs

## **About Maine Venture Fund (“MVF”)**

### **Mission:**

*The mission of the Fund is*

*“...to provide resources to attract, support, and help develop eligible small businesses with the potential for substantial growth and success that will contribute to the prosperity of Maine.”*

### **Governance:**

Authority for the Fund resides with an eleven-member Board of Directors. The Governor appoints ten of these individuals through the gubernatorial appointment application process, and the eleventh is an *Ex-Officio* seat for the Department of Economic and Community Development Commissioner (or designee).

The governing statute requires specific experience/knowledge requirements for each gubernatorial board seat appointment:

- *Five members must have relevant experience or background in early-stage investing, or in managing high-growth small businesses,*
- *Three members must have experience in the development of technological innovation,*
- *One must be involved in commercial lending, and*
- *One must be an attorney with experience in securities law.*

The function of the Board is to:

- *determine the Fund’s mission and purpose in keeping with the Statute;*
- *approve investments to qualifying small Maine businesses;*
- *provide ongoing support and guidance to, and evaluation of, the Managing Director and management team;*
- *provide ongoing support and guidance to portfolio companies in pursuit of the Fund’s twin goals of driving financial returns and supporting companies in the creation of high quality jobs and other community benefits; and*
- *work closely with the Managing Director in keeping the Legislature and Governor apprised of the Fund’s activities.*

This highly experienced Board devotes a tremendous amount of volunteer time from their busy professional schedules to help make the Fund successful in reaching the goals of its mission.





## History:

The Small Enterprise Growth Fund, now doing business as (d/b/a Maine Venture Fund) ("Fund" or "MVF") is the State of Maine's venture capital fund. It was created by statute in the 117<sup>th</sup> Maine Legislature in 1996, and through FYE 2015, had received \$13 million in capital from the State, mostly through economic development bond proceeds. MVF recycles returns and pays its annual expenses from the Fund itself.

In September 2011, the U.S. Department of the Treasury announced the approval of Maine's State Small Business Credit Initiative (SSBCI) application, submitted by the Finance Authority of Maine ("FAME") earlier that year. In recognition of the Fund's effectiveness, and importance in the early stage company sector in Maine, FAME chose to allocate up to \$4.5 million, of the total \$13.2 million, to the Fund to support its mission. To date, nearly \$2.5 million of SSBCI capital has been invested by MVF.

MVF is a competitive venture capital fund, meaning many business plans are reviewed, but the Fund invests, after thorough due diligence, in only those companies that stand out as providing the combination of best expected return on investment and the greatest positive impact on the State.

MVF seeks to accomplish the Fund's mission in partnership with other public and private entities engaged in the entrepreneurial and small business marketplace in Maine, including FAME, Maine Technology Institute ("MTI"), DECD, Maine Accelerates Growth ("MxG"), privately managed venture capital funds, individual investors, whether in organized angel groups or not, and entrepreneurs and small business owners throughout the State of Maine.

Since its first investment in December of 1997 through June 30, 2015, the end of FY15, the Fund invested \$16,857,028 in 55 Maine companies. By the end of the 2015 calendar year, the Fund estimates it will have reached just over a total of \$17 million in investments, in 55 Maine companies, and has a current portfolio of 22.

For every \$1 invested by the Maine Venture Fund, other investors have typically invested an additional \$9, providing significant leverage on Maine Venture Fund dollars.

Two investment examples demonstrate the way the Fund works in the market:

1. *Hyperlite Mountain Gear, Inc.* ("HMG") - HMG was founded by Mike St Pierre, an avid hiker and mountain climber, who sought lighter weight, durable camping gear. MVF management learned of the company early in its history and cultivated a relationship long before investing. After the company had utilized "founder, friends, family and foolhardy strangers" ("the four F's") capital to get into the commercial market, HMG was ready to raise a larger round to accelerate sales, marketing and the firm's professional development. MVF staff worked with the company, individual investors, and other interested funds, playing an active role in due diligence, and constructing the term sheet that was used for the creation of the security ultimately sold to all investors. Post-investment, MVF personnel play an active role as an Observer to the HMG board, and actively work to recruit high quality board members



to the company. And, in the summer and fall of 2015, MVF worked actively to catalyze a follow-on round of investment in the company.

2. Chimani, Inc – Chimani was founded by Kerry Gallivan, who was hiking and wanted some data on where he was going, what route he should take, the amount of rain he could expect, and the steepness on the western side of Cadillac Mountain. Kerry had his iPhone, but there was neither cell phone coverage nor an app to guide him. Frustrated and alone in the rain in Maine, Chimani was conceived. MVF met Kerry early in his entrepreneurial journey and was among the many mentoring Kerry and Chimani. With enough parks apps to go to market in a bigger way, MVF partnered with an individual investor to catalyze an initial professional round of investment, allowing Chimani to more aggressively go to market. MVF has actively helped place Directors on the Board and plays an active Observer role with the company.

These companies help illustrate the impact of the Fund's role and the types of promising companies that are, and could become stronger, contributors to Maine's prosperity. The Fund's partnership with larger regional venture capital funds and angel investors enhance Maine-based opportunities, leading to well-financed companies that generate good paying jobs.



**MVF Investment Activities - FY15 (7/1/14 - 6/30/15)**

Date of Investment	Company Name	Location	Security	Source of Funds	Investment	# of FTEs	Type
07/17/14	Hyperlite Mountain Gear, Inc.	Biddeford	Preferred Stock	SSBCI	\$250,000	21	Initial Investment
09/08/14	Orono Spectral Solutions, Inc.	Bangor	Preferred Stock	SEGF	\$200,000	1.5	Initial Investment
09/15/14	Tide Creative, Inc.	Portland	Convertible Note	SEGF	\$50,000	3	Follow-on Investment
01/02/15	Wentworth Technology, Inc.	Saco	Preferred Stock	SEGF	\$50,000	11	Follow-on Investment
01/28/15	The Gelato Fiasco, Inc.	Brunswick	Term Note	SSBCI	\$200,000	43.1	Initial Investment
03/18/15	Bar Harbor Biotechnology, Inc.	Trenton	Preferred Stock	SEGF	\$85,000	5	Follow-on Investment
03/31/15	Chimani, Inc.	Portland	Preferred Stock	SSBCI	\$100,000	7	Initial Investment
04/16/15	Cerahelix, Inc.	Orono	Convertible Note	SEGF	\$50,000	7.2	Follow-on Investment
<i>Total SEGF Funds Invested</i>					\$435,000		
<i>Total SSBCI Funds Invested</i>					\$550,000		
<b><i>FY15 Grand Total Investments</i></b>					<b>\$985,000</b>		

**Subsequent MVF Investment Activities - FY15 YTD (7/1/14 -12/31/14)**

Date of Investment	Company Name	Location	Security	Source of Funds	Investment	# of FTEs	Type
11/09/15	Hyperlite Mountain Gear, Inc.	Biddeford	Preferred Stock	SEGF	\$250,000	21	Follow-on Investment
12/01/15	Academic Merit LLC	Portland	Preferred Membership Units	SEGF/SSBCI	\$200,000	8	Initial Investment
<i>Total SEGF Funds Invested</i>					\$370,000		
<i>Total SSBCI Funds Invested</i>					\$80,000		
<b><i>FY15 Grand Total Investments as of 12/31/15</i></b>					<b>\$450,000</b>		



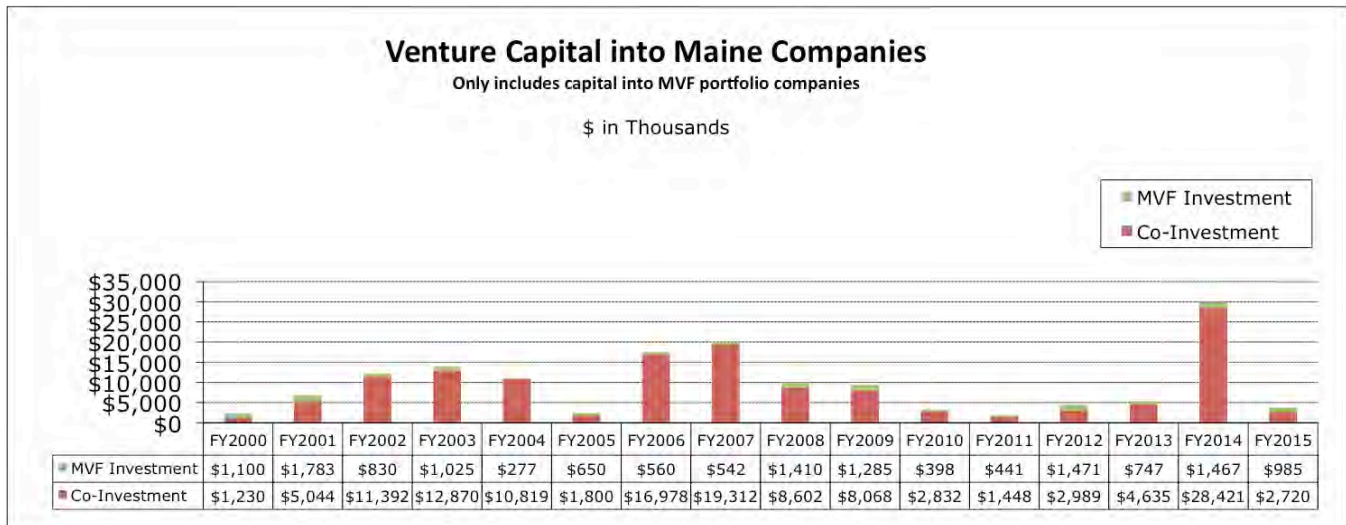
## #1 **Co-Investment**

Maine Venture Fund invests in Maine companies alongside other venture capital funds and individual accredited investors.

In FY15, MVF invested just under \$1,000,000, which number includes, since late 2011, the use of SSBCI funds, in eight Maine companies with an average investment of \$123,000 per company, accompanied by additional venture capital and angel investments of over \$2.7 million.

As of December 31, 2015, MVF will have invested a total of over \$17 million, including SSBCI funds, in 55 Maine companies with an average investment of \$306,000 per company and has catalyzed nearly \$138 million in additional venture capital and angel investment into Maine companies.

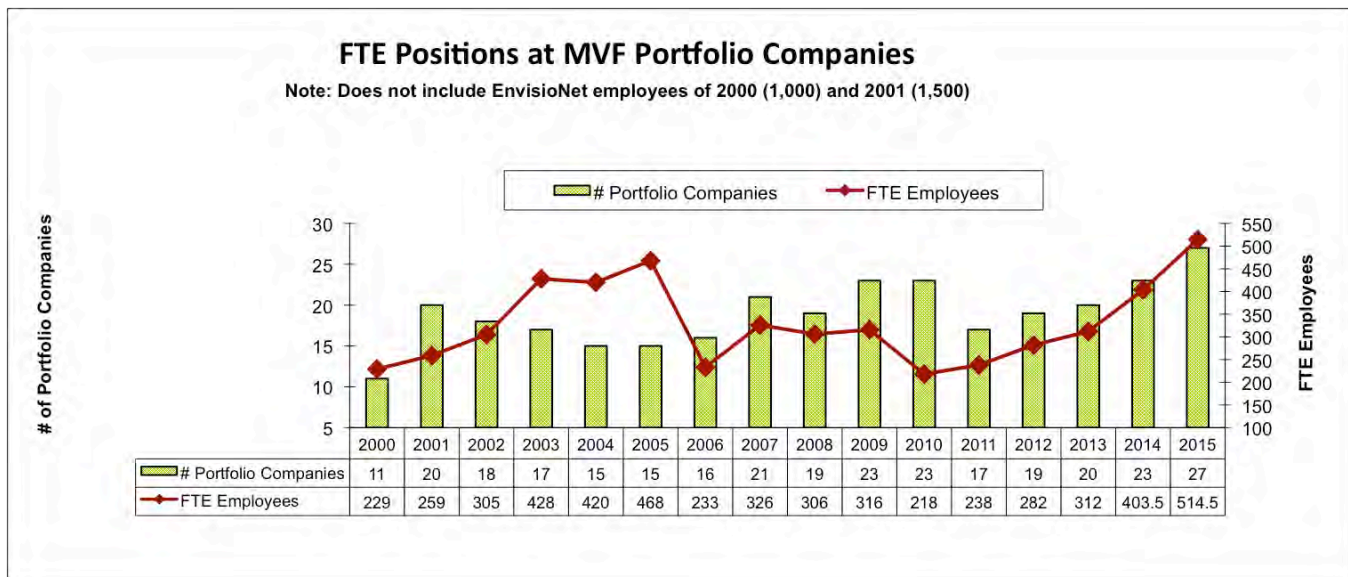
*For every \$1 invested by the Maine Venture Fund an additional \$9 is invested in Maine companies.*



## #2 Job Creation

MVF portfolio companies provide careers to highly skilled, educated Maine professionals, and job opportunities for a range of skill levels as companies grow. Typical jobs include: computer programmers, salespeople, chief financial officers, marketing managers, and executives.

- Since 1997, MVF portfolio companies have created 9,261 job-years, which are calculated as the cumulative of one job for one year for FTE employees for all portfolio companies.
- In calendar year 2015, MVF portfolio companies employed approximately 514.5 people and provided internship opportunities for three business school students, two “Blackstone Accelerates Growth” Innovate for Maine Fellows and a summer intern from the Tuck School of Business at Dartmouth.



### **#3 Intellectual Property**

Many MVF portfolio companies develop proprietary products, software or brands; examples of which are listed here:

■ **Licensing Agreements:**

- **Chemogen, Inc.** has an agreement with **Alere (NYSE: ALR) (fka Inverness Medical)** for the worldwide manufacture and distribution of tests for the rapid detection of *Mycobacterium*, the primary causative agent of tuberculosis.

■ **Patents & Patent Applications:**

- **Aiko BioTechnology** - Primary US patent 6,713,488 entitled "Neutral Antagonists and the Use Thereof in Treating Drug Abuse" - issued 3/30/04 w/protection until 2020; Claim 25: "A method of alleviating adverse effects associated with opiod use by an individual in need thereof comprising administration to the individual of a therapeutically effective amount of a naloxone analog..."; Claim 29: "The method of claim 25 wherein the adverse effects of opiod use include alteration of gastrointestinal transit."; an International PCT has issued providing foreign coverage.
- **Cerahelix, Inc** - 3 Issued US Patents (8,431,508, 8,431,509, and 8,426,333) as of April 2013. Patents protect the process of making a ceramic membrane using DNA template, and the use of the DNA template ceramic as a molecular separation membrane. Protection for use of product specifically for molecular filtration. They all cover the same thing - which is the basic idea of using DNA as a template for a molecular separations membrane. Cerahelix has broad coverage for its technology above and beyond using it only to make a water filter. Cerahelix has filed patents based on the PCT in the EU, Japan and China. Within the EU Cerahelix will eventually narrow to 3-4 countries. The Chinese patent is currently in office action.
- **Nyle Systems, LLC** – Patent No. 7266959 for Heat Pump; expired patent on lumber dryer.
- **Orono Spectral Solutions, Inc** – Patent Nos. 8,393,198 & 8,613,214, "Apparatus and method for determining analyte content in a fluid"; US non-provisional 13/416,777 "Apparatus & Method for Pre-concentrating and Transferring Analytes from Surfaces & Measurement Thereof Using Spectroscopy".
- **Pika Energy, Inc** - Pika has filed one international Patent Cooperation Treaty (PCT), one US utility patent application, and two US provisional applications. One filing covers the low-cost blade manufacturing technique that was advanced during the Phase I project, and another covers the safety brake technology. Two additional filings cover aspects of Pika's REbus™ microgrid technology, which facilitates grid connection of wind, solar, and other resources. Pika will continue to file and upgrade applications as it move toward commercialization.

### **#4 Network Building**

MVF Management Team and Board Members maintain relationships with a broad range of regional economic development entities as well as equity and near-equity providers, and is an active participant in Maine's entrepreneurial neighborhood.





The MVF is highly selective in the companies in which it invests; however, the Fund's Management Team actively assist all interested companies in finding appropriate capital and resources. To this end, they are often referred to other Maine resource and capital providers.

### ***Memberships, Affiliates, & Co-Investors***

#### **ANGEL CAPITAL ASSOCIATION**

<http://www.angelcapitalassociation.org>



[www.mitc.com](http://www.mitc.com)



[www.ceimaine.org](http://www.ceimaine.org)



[www.maineangels.org](http://www.maineangels.org)



[www.mced.biz](http://www.mced.biz)



[www.cdvca.org](http://www.cdvca.org)



[www.mainetechnology.org](http://www.mainetechnology.org)



[www.econdev.com](http://www.econdev.com)



[www.famemaine.com](http://www.famemaine.com)



## #5 **Portfolio Returns**

It is the aim of the MVF to grow the size of the Fund “organically” through “harvesting” investments made by the Fund. The most common successful liquidity event for the MVF is when a portfolio company is sold to another, typically larger, company at a price per share significantly higher than the price the Fund paid for shares in the company. The Fund has had a number of successful “exits” over the years; exits which have returned capital to the Fund greater than that invested, and which money was then used to invest in other promising Maine companies.

- *With the \$13 million of State funds (\$5 million in 1998; \$3 million in 2000; \$1 million in 2006; and \$4 million in 2010) combined with \$2.5 million in Federal State Small Business Credit Initiative (“SSBCI”) funds, the MVF has invested over \$17 million dollars in Maine companies and paid for 18 years of Fund operations to date.*

- *The following table contains examples of portfolio returns:*

MVF Portfolio Company	Industry	Date of investment	Total Investment Amount	Capital Returned to SEGF	Rate of Return	Type of Exit
Angela Adams LLC	Consumer Products	October 2002	\$400,000	\$600,000	IRR: 15%; 1.5X investment	Company repurchased stock and sold to new investor
Anodyne Health Systems, Inc.	Healthcare Services	August 2006	\$425,000	\$944,886	IRR: 35.4%; 2X investment	Company sold to athenahealth, Inc. (NASDAQ: ATHN), and AdvantEdge
Bourgeois Guitars LLC	Luthiers	May 2001	\$16,000	\$17,182	IRR: 10%	Repayment of Note
Capricorn Products, Inc.	Medical device supply	October 1998	\$150,000	\$213,834	IRR: 8%; 1.4X investment	Repayment of Note
Common Census, Inc.	Insurance Software	December 1999	\$500,000	\$810,250	IRR: 6.7%	Conversion of Equity to Note followed by Repayment of Note
ComNav Engineering, Inc.	Electronics Manufacturing	January 1998	\$150,000	\$237,356	IRR: 2%; 1.6X investment	Repayment of Note
Phytex LLC	Specialty Chemicals	Sept 2001	\$150,000	\$195,945	IRR: 29%; 1.33X investment	Partner buyout of SEGF
RecruiterNet, Inc.	Software	June 2001	\$250,000	\$1,961,294	IRR: 63%; 8X investment	Company sold to First Advantage (NASDAQ: FADV)
RedZone Wireless, Inc.	Internet	December 2008	\$50,000	\$81,760	IRR: 9.1%	Repayment of Note



## #6 Education and Economic Development

In addition to working with portfolio companies and Maine companies interested in risk capital, MVF typically holds an educational networking event each year, and participates in entrepreneurial and small business events statewide, including:

- **Blackstone Accelerates Growth:** *MVF was a supporter of the now concluded Blackstone Accelerates Growth (BxG) initiative. Blackstone Accelerates Growth was a \$3 million, four-year initiative designed to help Maine entrepreneurs leading start-up and existing companies get the coaching and training they need to accelerate the growth of their company and create more good jobs across the State. MVF is an investor of four of the Accelerated Ventures companies, and has placed several BxG student interns in Fund portfolio companies, providing an educational experience for Maine business students and value-add projected for the companies. The best elements of the work of BxG will now be carried on through Maine Accelerates Growth (MxG), an initiative of Statewide partners to support and enhance innovation and entrepreneurship.*
- **Maine Center for Entrepreneurial Development's ("MCED") Top Gun Program:** *This program was developed to teach emerging entrepreneurs what they really need to know to manage and grow a successful growth-oriented business. John Burns, Managing Director, and Jayme Okma Lee, Investment Manager, serve as advisors and panelists throughout this twelve-week program. The Fund further provided sponsorship and staff volunteer time during the working session for the final entrepreneur pitch event.*
- **Angel Capital Association:** *MVF renewed its membership with the Angel Capital Association (ACA) in 2015. The ACA provides resources and education for angel groups and small venture organizations and their portfolio companies. For example, the New England angel groups hold a quarterly ACA syndication summit, where investment groups can nominate companies to pitch for capital. Since 2012, several MVF portfolio companies have presented to over 100 regional angel investors and received subsequent support and investment capital. The MVF actively works with Maine companies to attract investment capital from outside the state and the New England angel groups are an important source of such capital.*
- **Portfolio Company Recognition Event:** *Portfolio Company CEOs and key figures in the Maine entrepreneurial community come together each fall for an evening of learning, networking, awards and idea sharing. This annual event features a keynote speaker and provides both education and inspiration for the growth stage company community.*





**Abierto Networks, LLC**  
Website: [www.ab-net.us](http://www.ab-net.us)  
Location: Eliot, ME  
ME Employees: 10

**Management Team**  
Rick Sales, President  
Roger Brooks, Chairman

**Other Major Co-Investors**  
Individuals

**Other State of Maine support**  
Maine Seed Capital Tax Credit Program ("MSCTC")  
Maine Technology Institute ("MTI") Development  
Loan

**MVF Investments**  
January 2013: \$100,000  
April 2014: \$100,000  
Total other capital raised: \$825,000

**Company Overview**  
Digital Solutions for the convenience store industry.  
Abierto Networks is a leading provider of Digital  
Marketing solutions and POS Transaction Processing  
solutions.



**AIKO Biotechnology, Inc.**  
Website: [www.aikobiotech.com](http://www.aikobiotech.com)  
Location: Portland, ME  
ME Employees: 0

**Management Team**  
Victor Otley, Board Chair

**Other Major Co-Investors**  
Individuals

**Other State of Maine support**  
Maine Seed Capital Tax Credit Program ("MSCTC")  
Maine Technology Institute ("MTI") Development  
Loan

**MVF Investments**  
December 2009: \$75,000

Total other capital raised: \$395,000

**Company Overview**  
AIKO Biotechnology is an early stage drug discovery  
company founded to characterize and validate  
therapeutic candidates for the management of pain,  
addiction and adverse side effects resulting from  
prescription opioid pain reliever use. The company  
completed two very limited human trials on its initial  
compound, Aiko150 – a withdrawal study and a pain  
study, in 2010.



**Blue Tarp Financial, Inc.**

Website: [www.bluetarp.com](http://www.bluetarp.com)

Location: Portland, ME

ME Employees: 106

**Management Team**

Scott Simpson, President & CEO

Will Porter, CFO

**Other Major Co-Investors**

Coastal Ventures II ("CVII")

Flybridge Capital Partners

Highland Capital Partners

Little Diamond Island Enterprises

Long Ridge Equity Partners

Spicewood Investment Partners

Trinity Ventures

Village Ventures Partners Fund

**Other State of Maine support**

MSCTC

**MVF Investments**

May 2003: \$350,000

2004 (various dates): \$142,012

February 2006: \$10,000

August 2010: \$2,210

August 2013: \$100,000

**Total Cost: \$604,224**

Total other capital raised: \$54,442,500

**Company Overview**

BlueTarp Financial, Inc. provides commercial trade credit services to more than 400 building material dealers and 10,000 contractors across the United States. BlueTarp dealers benefit from increased cash flow, reduced back office work, and a healthier bottom line. BlueTarp contractors enjoy a rewards program that allows them to earn points with every purchase and view detailed purchases data via online reporting. This value proposition is unique in the building material and supply industry.



**Bourgeois Guitars, LLC**

Website: [www.bourgeoisguitars.com](http://www.bourgeoisguitars.com)

Location: Lewiston, ME

ME Employees: 16

**Management Team**

John Karp, CEO

Dana Bourgeois, Founder & Production

Scott Fore, VP Sales

**Other Major Co-Investors**

Individual Investors

**Other State of Maine support**

MTI Seed Grant

**MVF Investments**

May 2001: \$208,000

January 2002: \$30,000

August 2002: \$150,000

Approximately \$141,000 of the \$388,000

repurchased by the company to date

April 2011: \$16,000 - repaid with interest

**Total Cost: \$388,000**

Total other capital raised: \$776,000

**Company Overview**

Bourgeois Guitars, LLC is one of the best "small shop" acoustic guitar builders in the world. Dana Bourgeois, a well-known master luthier, designs and leads construction of the guitars. All Bourgeois guitars are handcrafted in Maine and carry the Bourgeois headstock signature which guarantees a level of quality that player and enthusiasts alike come to expect in fine steel string acoustic instruments.



**Cerahelix, Inc.**

Website: [www.cerahelix.com](http://www.cerahelix.com)

Location: Orono, ME

ME Employees: 7

**Management Team**

Susan MacKay, CEO

**Other Major Co-Investors**

Maine Angels Members

Individuals

MTI equity program

**Other State of Maine support**

MSCTC

Top Gun

Blackstone Accelerates Growth focus company

MTI equity program

MTI Development Loan

**MVF Investments**

February 2012: \$75,000

January 2014: \$50,000

April 2015: \$50,000

**Total Cost: \$175,000**

Total other capital raised: \$476 ,000

**Company Overview**

Cerahelix, Inc is developing energy saving filtration products based on its patent pending technology using DNA to create nano-engineered ceramics. Cerahelix filters provide superior filtration performance under a range of harsh and challenging conditions.



**Certify, Inc.**

Website: [www.certify.com](http://www.certify.com)

Location: Portland, ME

ME Employees: 80

**Management Team**

Bob Neveu, CEO

Alan Neveu, CTO

Heath McArthur, Director Business Development

**Other Major Co-Investors**

Individuals

**Other State of Maine support**

MSCTC

**MVF Investments**

August 2009: \$150,000

May 2012: \$100,000

April 2014: \$250,000

**Total Cost: \$500,000**

Total other capital raised: \$4.425,000

**Company Overview**

Certify is a leading self-service, online expense management solution for small to midsize companies. Organizations worldwide fill out expense reports quickly, easily, and cost effectively because there is no expense report software to buy or maintain.





**Chemogen, Inc**

Website: [www.chemogen.com](http://www.chemogen.com)

Location: Portland, ME

ME Employees: 0.5

**Management Team**

John O'Sullivan, President

**Other Major Co-Investors**

Masthead Venture Partners  
Coastal Ventures LP and CVII  
Flory Investments

**Other State of Maine support**

MTI Development Loans  
MSCTC

**MVF Investments**

December 2001: \$250,000

April 2004: \$144,932

May 2006: \$55,000

**Total Cost: \$449,932**

Total other capital raised: \$6,700,000

**Company Overview**

Chemogen, Inc. is a biotechnology company which developed a novel and proprietary platform technology for the rapid diagnosis of infectious diseases. The initial application of this technology is in the area of tuberculosis ("TB"), the world's deadliest infectious disease. Chemogen has an agreement with Alere (NYSE: ALR) for the worldwide manufacture and distribution of tests for the rapid detection of Mycobacterium, the primary causative agent of tuberculosis.



**Chimani, Inc**

Website: [www.chimani.com](http://www.chimani.com)

Location: Portland, ME

ME Employees: 7

**Management Team**

Kerry Galivan, CEO  
Shaun Meredith, CTO

**Other Major Co-Investors**

Maine Angels  
Individual Investors

**Other State of Maine support**

MSCTC

**MVF Investments**

March 2015: \$100,000

**Total Cost: \$100,000**

Total other capital raised: \$400,000

**Company Overview**

Chimani, Inc. was founded by Kerry Gallivan and Shaun Meredith, in January 2010. The concept was born on top of Gorham Mountain in Acadia National Park one rainy day in April 2008. Kerry was hiking 7+ miles and wanted some data on where he was going what route he should take, the amount of rain he could expect, and the steepness on the western side of Cadillac Mountain. Kerry had his iPhone, but there was neither cell phone coverage nor an app to guide him. Frustrated and alone in the rain in Maine, Chimani was conceived.



**Coast of Maine, Inc**

Website: [www.coastofmaine.com](http://www.coastofmaine.com)

Location: Portland, ME and Marion Township, ME

ME Employees: 13

**Management Team**

Carlos Quijano, President

Cameron Bonsey, VP, Marketing

Sid Malone, COO

**Other Major Co-Investors**

Coastal Ventures LP

**Other State of Maine support**

Community Development Block Grant

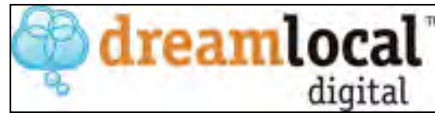
**MVF Investments**

February 2000: \$85,000

Total other capital raised: \$385,000

**Company Overview**

Coast of Maine, Inc. has been making the finest compost-based specialty soils since 1996. These include an exceptional potting soil, soil amendments and conditioners as well as very old bark mulches. All products are certified for use in growing organic crops by M.O.F.G.A. and are available at fine garden centers and specialty stores across the Northeast.



**Dream Local Digital, Ltd.**

Website: [www.dreamlocal.com](http://www.dreamlocal.com)

Location: Rockland, ME

ME Employees: 25

**Management Team**

Shannon Kinney, CEO

**Other Major Co-Investors**

Maine Angels Members

Individual Investors

**Other State of Maine support**

MSCTC

MTI seed grants

Blackstone Accelerates Growth focus company

**MVF Investments**

February 2014: \$232,474

**Total Cost: \$232,474**

Total other capital raised: \$351,560

**Company Overview**

Dream Local Digital helps local businesses use social media marketing to communicate with existing customers, find new customers and increase sales.



**Gelato Fiasco, Inc**

Website: [www.gelatofiasco.com](http://www.gelatofiasco.com)

Location: Brunswick, ME

ME Employees: 43

**Management Team**

Joshua Davis, Founder & CEO

Bruno Tropeano, Founder & President

**Other Major Co-Investors**

CEI Ventures

Individual Investors

**Other State of Maine support**

None

**MVF Investments:** \$200,000

**Total Cost:** \$200,000

Total other capital raised: \$332,660

**Company Overview**

Gelato Fiasco serves guests at two stores: the original Flagship Store in Brunswick, Maine, and a store in the historic Old Port section of Portland, Maine. Flavors are made daily from an always-growing collection of more than 1,500 house recipes. A catering team scoops flavors at weddings throughout New England. And pints of Gelato Fiasco's most delicious and appealing flavors are available at more than 500 grocery, specialty, and corner stores in the United States. Wherever it is sold or served, Gelato Fiasco strives to offer bold, intense flavors with a dessert whose commitment to quality and integrity is unmatched.



**Genextropy, Inc**

Website: [www.genextropy.com](http://www.genextropy.com)

Location: New Hampshire & Utah

ME Employees: 1

**Management Team**

Phil Ferneau, Board Chair

**Other Major Co-Investors**

Borealis Ventures

**Other State of Maine support**

None

**MVF Investments:** Common shares granted to MVF commensurate to its proportionate interest in Bar Harbor Biotechnology, Inc., from which Genextropy was spun out into a separate company.

**Total Cost:** \$0

Total other capital raised: \$0

**Company Overview**

Genextropy, Inc. develops predictive, non-invasive genetic risk assessment tests for cancers, autoimmune diseases, neurodegeneration diseases and metabolism disorders.



**Hyperlite Mountain Gear, Inc**

Website: [www.hyperlitemountaingear.com](http://www.hyperlitemountaingear.com)

Location: Biddeford, ME

ME Employees: 21

**Management Team**

Mike St. Pierre, CEO

Dan St. Pierre, CFO

**Other Major Co-Investors**

Telluride Venture Fund

Individual investors

**Other State of Maine support**

MTI Tech Start Grant

**MVF Investments**

July 2014: \$250,000

November 2015: \$250,000

**Total Cost: \$500,000**

Total other capital raised: \$810,000

**Company Overview**

Hyperlite Mountain Gear designs and manufactures premium, durable outdoor products for a range of adventures.



**Interspec, Inc.**

Website: [www.e-specs.com](http://www.e-specs.com)

Location: Portland, ME

ME Employees: 14

**Management Team**

Gil Letourneau, CEO & Founder

Matt Hoffner, Executive Board Chair

**Other Major Co-Investors**

Arcom, Inc

Individual investors

**Other State of Maine support**

MTI Development Award (repaid)

MSCTC

**MVF Investments**

June 2001: \$150,000

January 2003: \$50,000

January 2004: \$3.33

**Total Cost: \$200,003.33**

Total other capital raised: \$1,400,000

**Company Overview**

InterSpec, LLC provides construction document management solutions and services built on its patented e-SPECS® specification management technology. e-SPECS software automates the specification process by extracting the product and material requirements directly from the project drawings. For architects and engineers who spend many hours on every project preparing construction specifications, e-SPECS software saves time and money while ensuring that the construction drawings are coordinated with the specifications.



**Looks Gourmet Food Company, Inc**

Website: [www.barharborfoods.com](http://www.barharborfoods.com)

Location: Whiting, ME

ME Employees: 27

**Management Team**

Mike Cote, President & CEO

Cynthia Fisher, VP Marketing & QA

**Other Major Co-Investors**

Sea Change Investment Fund

World Finer Foods, Inc

**Other State of Maine support**

None

**MVF Investments**

August 2007: \$300,000

Total other capital raised: \$1,618,000

**Company Overview**

Looks Gourmet Food Company, Inc. is a maker of premium seafood products. The company's seafood and other fine foods are made in small batches and packed and canned mostly by hand, just like people on the coast of Maine have been doing for generations.



**Nyle Systems, LLC**

Website: [www.nyle.com](http://www.nyle.com)

Location: Brewer, ME

ME Employees: 34

**Management Team**

Ton Mathissen, CEO

Don Lewis, VP Technology

**Other Major Co-Investors**

Individual investors

**Other State of Maine support**

None

**MVF Investments**

November 2010: \$250,000

November 2011: \$100,000

June 2012: \$21,060

**Total Cost: \$371,060**

Total other capital raised: \$922,940

**Company Overview**

Nyle Systems is an innovative company that has developed a world-wide reputation for expertise in high temperature heat pumps. Thousands of Nyle Dry Kilns are used around the world for kiln drying lumber in the most energy efficient manner possible. Nyle's patented technologies are also used in drying other products such as food, as well as innovative energy recovery systems. Nyle is dedicated to the design, manufacture, installation, and service of Heat Pump technology products that meet the needs of its customers and the environment. All Nyle's manufacturing is conducted in Brewer, Maine USA.



**Orono Spectral Solutions, Inc**

Website: [www.ossmaine.com](http://www.ossmaine.com)

Location: Bangor, ME

ME Employees: 1.5

**Management Team:**

Roland Sirois, Interim CEO

Dean Smith, Co-founder and VP Engineering

**Other Major Co-Investors**

Bangor Angel Fund

Individual investors

**Other State of Maine support**

None

**MVF Investments**

September 2014: \$200,000

**Total Cost: \$200,000**

Total other capital raised: \$320,000

**Company Overview**

OSS is a Maine-based company dedicated to providing its customers with innovative solutions for the trace level detection and identification of chemical and biological targets by incorporating novel sampling methodologies with proven capabilities of optical spectroscopic techniques.



**PenBay Solutoins, LLC**

Website: [www.penbaysolutions.com](http://www.penbaysolutions.com)

Location: Topsham, ME

ME Employees: 18

**Management Team**

Bill Barron, CEO

Stuart Rich, CTO

**Other Major Co-Investors**

Individuals

**Other State of Maine support**

None

**MVF Investments**

April 2012: \$250,000

June 2014: \$100,000

**Total Cost: \$350,000**

Total other capital raised: \$1,300,000

**Company Overview**

PenBay uses a combination of technology and business intelligence to help customers run cost effective facility operations, maintain safe and secure built environments, and maximize real estate portfolio performance. PenBay's solutions give users the ability to analyze and view spatial data within new or existing enterprise information systems, helping companies to make better-informed decisions about critical investments throughout the facility life cycle. PenBay sells InVision software for facilities GIS.





**Pika Energy, Inc**

Website: [www.pikaenergy.com](http://www.pikaenergy.com)

Location: Westbrook, ME

ME Employees: 12

**Management Team**

Ben Polito, CEO & Founder

Joshua Kaufman, Director of R&D & Founder

Andrew Hickok, Dir. of Business Dev. & Founder

William Hetzel, Operations Manager

**Other Major Co-Investors**

Individuals

Maine Angels Members

eCoast Angels Members

**Other State of Maine support**

Blackstone Accelerates Growth focus company

MTI Development Loans

MSCTC

**MVF Investments**

April 2012: \$150,000

October 2013: \$67,924

June 2014: \$53,167

**Total Cost: \$271,091**

Total other capital raised: \$1,613,448

**Company Overview**

Founded in 2010 by MIT-trained engineers, Pika Energy develops high-performance, cost-effective small wind turbines and related electronic components for the residential market. Pika Energy's X3001 inverter and T701 Wind Turbine operate on REbus™ DC Microgrid, an intelligent energy networking technology that makes it easy to build flexible, plug-and-play clean energy systems. The company's mission is to build distributed clean energy systems that give customers faster payback on their investment.



**Sea Bags LLC, a Subsidiary of Solstice Group, Inc.**

Website: [www.seabags.com](http://www.seabags.com)

Location: Portland, ME

ME Employees: 44

**Management Team**

Don Oakes, CEO

Beth Shissler, President

**Other Major Co-Investors**

Individuals

**Other State of Maine support**

MSCTC

**MVF Investments**

December 2013: \$250,000

**Total Cost: \$250,000**

Total other capital raised: \$4,200,000

**Company Overview**

Sea Bags are made from recycled sails, handcrafted in Portland, Maine, on Custom House Wharf. The bags have a sensibility and style that take their cues from the sea. They are authentic in their concept and genuine in every detail. For anyone who wants to be connected to the nautical lifestyle, Sea Bags have an unimpeachable pedigree.



**Tide Creative, Inc.**

Website: [www.tidecreative.com](http://www.tidecreative.com)

Location: Portland, ME

ME Employees: 5

**Management Team**

Jason ("J") Sandifer, CEO

**Other Major Co-Investors**

Individual Investors

**Other State of Maine support**

MTI Development Loan

**MVF Investments**

October 2013: \$150,000

September 2014: \$50,000

**Total Cost: \$200,000**

Total other capital raised: \$200,000

**Company Overview**

Tide's flagship product, Lulawed, is the only online directory that provides professional images to its subscribers because it offers a sharable content platform in partnership with photo editing companies.



**Warrior (Aero-Marine), Inc.**

Website: [www.centaurseaplane.com](http://www.centaurseaplane.com)

Location: Scarborough, ME

ME Employees: 0.5

**Management Team**

James Labouchere, President

**Other Major Co-Investors**

Individuals

**Other State of Maine support**

CDBG – Sanford

**MVF Investments**

April 2003: \$ 300,000

Total other capital raised: \$300,000

**Company Overview**

Warrior (Aero-Marine), Inc. is an engineering firm specializing in the development of aircraft. The company's Centaur aircraft is a 6 or 7 seat composite amphibious flying boat. The wings can be actuated to fold while on the water to enable access to marina docks and yacht berths. The configuration suits turboprop and piston engines.

## Maine Venture Fund

An eleven-member Board of Directors, ten of whom are appointed by the Governor, oversees the Fund.

Board members have relevant experience or background in early-stage investing, managing or investing in high-growth small businesses, the development of technological innovation, and commercial lending or securities law.

In July 2015, the Board appointed Corson Ellis as Chair and Christopher Pizey as Vice Chair for fiscal year 2016, maintaining their roles on the Board from the prior year. Kimberley Niles continues to serve as the Board Treasurer.

Board composition as of December 2015:

- ❑ **Corson “Corky” Ellis, Chair**, is Chairman and Founder of *Kepware Technologies* ([www.kepware.com](http://www.kepware.com)), a Portland company that writes industrial communications software for the factory, Smart Grid, building automation and oil and gas sector. Mr. Ellis is very involved in technology economic development in Maine. He is a board member of the Maine Center for Entrepreneurial Development and the Gulf of Maine Research Institute. Mr. Ellis graduated from Amherst College and received a Masters in Business Policy degree from Columbia University.
- ❑ **Christopher S. Pizey, Vice Chair**, has held various management positions, over the past twenty years, involving computing technologies, interactive media and new business development. While at *Andrews McMeel Universal*, Mr. Pizey led corporate new media ventures, including the founding of *uclick LLC*. While CEO of *uclick* he engineered new business initiatives including digital content syndication, web publishing, wireless content licensing and distribution deals with over 300 of the web’s premier publishers, portals and mobile phone networks. Mr. Pizey recently returned home to Maine where he is assisting his family’s business, *Hisson Development Corp.*, to grow their real estate development and construction businesses to include heavy construction materials and services, such as ready-mix concrete and aggregates.
- ❑ **Kimberley A. Niles, Treasurer**, is the Managing Director and Chief Financial Officer of Constant Energy Capital (CEC). Prior to joining CEC, she founded a consulting firm, providing interim CFO services for companies as well as financial support services for start-up opportunities and venture firms. She has over 25 years of experience as a finance professional, including 17 years as CFO for North Atlantic Capital, a Portland based venture firm. Earlier in her career, she held various roles in private industry and in public accounting. She is a graduate of the University of New Hampshire and a licensed CPA in the State of Maine.
- ❑ **Timothy P. Agnew** is a Principal at *Masthead Venture Partners*, a venture capital firm with offices in Cambridge, Massachusetts and Portland, Maine. Prior to joining *Masthead*, Mr. Agnew was the Chief Executive Officer of the *Finance Authority of Maine* from 1988 to 1999. He serves on the board of CEI Community Ventures Fund and is a member of the Interagency Review Panel and the Maine Angels. He is a past Chair of the Maine Technology Institute Board. Mr. Agnew is a graduate of the University of Virginia School of Law and Vassar College.



- ❑ **Daniel E. Boxer** has had a varied legal and business career. He was a senior partner at Pierce Atwood, Maine's largest law firm. His 25 years of practice involved representation of major corporations in a range of natural resource, business, and transactional and regulatory matters. In the mid 90's Mr. Boxer left Pierce Atwood to join CitiCorp Venture Capital (CVC) and a management investor group in the \$500M LBO of Fairchild Semiconductor from National Semiconductor. Mr. Boxer became Chief Administrative Officer of Fairchild, which grew to a \$2B Fortune 1000, NYSE global company with over 10,000 employees. He had wide responsibilities and involvement, including, legal, M&A, compliance, human resources, procurement, communications, environmental, import-export and logistics. His duties involved frequent work in Asia and Europe. He retired from active Fairchild involvement in 2005, but retains an advisory role for the Board and CEO. Mr. Boxer's current activity include: board member of Backyard Farms, a 200+employee, high-tech agricultural business in Central Maine which he helped found; board member and investor of XNG Energy of Boston, New England's largest trucked natural gas provider; Adjunct Professor of Corporate Governance, Ethics and Sustainability at the University of Maine School of Law, and very selective consulting on governance and business ethics matters for public, private and nonprofit corporations as well as private equity and venture capital firms. Mr. Boxer is a graduate of Bowdoin College and Cornell Law School.
- ❑ **Claire Deselle** is currently the Director of Innovation Development at Eastern Maine Healthcare Systems. She is leading the design, development and implementation of a structured Innovation Research & Development framework tasked with positively impact care delivery. Previously, she has had a number of leadership roles including the Executive Director of the Bioscience Association of Maine which is a trade association for biotech, medical device and related industries, Chief Operating Officer for the Maine Institute for Human Genetics and Health, a non-profit research entity, President and CEO of CS-Keys Inc., a biotech company developing cancer diagnostics and therapeutics, and more than 14 years with Eli Lilly and Company in various management assignments. She earned a BSc from the University of New Hampshire and an MBA from the Wharton School at the University of Pennsylvania.
- ❑ **Thomas J. Dunne** was a Partner at Accenture, the management consulting firm, primarily focusing on the financial services industry. Upon retiring in 2003, Mr. Dunne has served as an advisor to several Maine businesses ranging from start-ups to mature mid-size and was one of the start-up founders of Maine Seafood Ventures, a lobster processing enterprise. Mr. Dunne currently serves as a volunteer/consultant, including acting as Executive Director of *Dirigo Health Agency* in 2003, serving as Adjunct Professor at *USM-Muskie Graduate School* in 2005, acting as Executive Director of *Ingraham* in 2006, and consultant to several non-profit organizations on a range of initiatives such as strategic planning, sales and marketing improvements, business expansion, executive succession and merger assessments. Mr. Dunne is a member of Hub Angels, a Boston based investment group. Mr. Dunne is a graduate of S.U.N.Y, College at Geneseo receiving a B.A. in Economics and received his M.B.A. from The Amos Tuck School, Dartmouth College.
- ❑ **Blaine S. Grimes** currently serves as the *Gulf of Maine Research Institute's* Chief Development Officer. At GMRI, Ms. Grimes' primary responsibility is leading the organization's strategic fundraising initiatives to put in place the resources to maximize its impact and achieve its ambitious program goals in the coming years. Ms. Grimes is also responsible for GMRI's marketing and public relations efforts. Before joining GMRI in 2005, she held senior management positions at IDEXX Laboratories, Inc. and The VIA Group. Ms. Grimes has more than 28 years of business development, leadership and strategic marketing

experience in a wide range of industries, with career concentration in the fields of marine science, healthcare, and biotechnology. Ms. Grimes received her undergraduate BA from Amherst College and her M.B.A. with Distinction from Harvard Business School.

- **Samuel A. Ladd, III**, now, retired, served as President of *People's United Bank for Southern Maine*. He has been in banking since the mid-1960s. Mr. Ladd cofounded *Maine Bank & Trust* in 1991 and served as its President beginning in 2001. Formerly Mr. Ladd was Executive Vice President and Chief Operating Officer of *Maine Bank & Trust* and has served as a Director of *Maine Bank & Trust* and *Maine National Bank*. Mr. Ladd joined *Maine National Bank* after spending one year with the *Aetna Life Insurance Company* and two years in the U.S. Army as a First Lieutenant. He has been a Trustee of Bowdoin College and the Portland Symphony Orchestra where he served as Treasurer. He is the past Chairman of the Maine Maritime Museum. He has also served as the Chair of the Investment Committee for the Maine Historical Society. He is a board member of the Maine Bankers Association. He is also an Incorporator of the Boys & Girls Club of Greater Portland and of the Maine Medical Center. Mr. Ladd has also been President of the Maine Bankers Association and Chair of the Maine Chamber of Commerce. He ran the Capital Campaign for the Greater Portland United Way. He currently serves on the Government Relations Council of the American Bankers Association. He was the Finance Chair for the recent re-election of U.S. Senator Susan Collins. He is a recent recipient of the Portland Regional Chamber's Henri Benoit Award for Leadership. He was the 2007 Distinguished Citizen of the Boy Scouts of America, and was admitted to the Business Hall of Fame by Junior Achievements. Mr. Ladd graduated with a bachelor's degree from Bowdoin College in 1963. He also serves as Treasurer of the Maine Angels and has investments in a number of companies in Maine.
- **John Murray** is General Manager of Woods End Laboratories, maker of Solvita™, soil biology test kits for the Agricultural market. Until 2015, he served as a Senior Account Manager at *Control Point, Inc.*, a process automation and controls supplier based in Scarborough, Maine. Prior to joining *Control Point*, John was V.P. of Operation at *New England Controls*, an Emerson affiliate. John has been involved in several startup companies, including a dot-com and his own company, *PID Inc.*, also an industrial controls supplier, which he formed in 1984 and sold in 1999. Mr. Murray is a graduate of the University of Dayton (B.S. Business Administration) and Southern New Hampshire University (M.B.A.).
- **Brian Whitney**, the Department of Economic and Community Development ("DECD") ex officio board member, is President of the Maine Technology Institute, a publicly financed, private, nonprofit organization established to stimulate research and development activity leading to the commercialization of new products, processes and services in the state's seven targeted technology sectors. He has extensive experience in economic development and legislative matters at both the state and federal level and has worked with innumerable companies, private and public sector research organizations, and entrepreneurial leaders throughout the State of Maine during his professional career. He served previously as a private sector manager and in the public sector as Maine's Director of Business Development & Innovation, the Director of Outreach and Economic Development for U.S. Senator Olympia J. Snowe (R-Maine), a Business Development Specialist for the State of Maine, and as Chief of Staff to Maine's Senate President. He has served on, or staffed, a number of statewide boards including the Maine State Workforce Investment Board, the Maine Economic Growth Council, Maine Innovation Economy Advisory Board, and the Maine Rural Development Authority. In addition to the Maine Venture Fund, he is currently a board member of the Economic Development Council of Maine.

## The Management Team

### ◆ John Burns, CFA, Managing Director

John has 31 years of institutional investing experience; the last 15 as MVF Managing Director, where his responsibilities include the full range of venture capital investment activities. He has been directly involved with bringing risk capital to more than 50 Maine companies, and has led the Fund through a number of successful exits. Prior, John served as Second Vice President and Portfolio Manager for UNUM Corporation, where he managed domestic and international portfolios.

John serves the entrepreneurial neighborhood in Maine in many ways, through Board service (Maine Innovation Economy Advisory Board, Top Gun Advisory Board, CEI Community Ventures & others), as an Observer to company boards, and as a frequent speaker and panelist on venture capital, and public/private venture capital issues. He was class co-representative of the Upsilon class of *Leadership Maine*. He has served on a variety of non-profit boards as well and is currently a Village Trustee, and Vice Chair on his local school board.

John holds the Chartered Financial Analyst (CFA) designation and a MBA with High Distinction from Babson College, a MS in Resource Economics from Penn State, and has served as Adjunct Faculty at the University of Maine, where he received his undergraduate degree.

### ◆ Desmond “Des” FitzGerald, Entrepreneur in Residence

A graduate of Harvard University, Des is a serial entrepreneur well known in Maine for his successful companies and strong civic leadership. He founded Ducktrap River Fish Farm, Inc. in 1977 and successfully led the company through significant growth through 1999, when he was named CEO of ContiSea, the holding company which merged Ducktrap and Atlantic Salmon of Maine to create an enterprise with over 300 employees and over \$50 million in annual sales. ContiSea was sold to Continental Grain in 2002.

Since his departure from ContiSea, Des has founded or co-founded three additional companies, has been very active as an adjunct professor in UMaine’s MBA program, and deeply involved in civic and cultural affairs in Maine from his midcoast home. He was a founding member of Maine Business for Social Responsibility, past President of The Natural Resources Council of Maine, past board member of The Camden Conference, Coastal Mountain Land Trust, school boards, and Maine Chapter of The Nature Conservancy. He currently serves on the Board of the Camden Film Festival and on





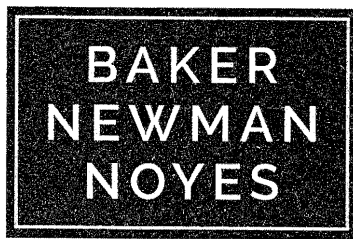
several private company boards.

◆ **Jayne Okma Lee, Investment Manager**

Jayne joined MVF in 2005 as a Fund Associate. Prior to joining the Fund, she worked for General Motors as a marketing and financial analyst, and as a management consultant in the pharmaceutical industry. Jayme received an MBA from the University of Maine where she had the highest cumulative GPA in her class. She graduated Magna Cum Laude, with honors, from Bowdoin College with an A.B. in Economics and Mathematics.

◆ **Terri Wark, Office Operations Manager**

Terri worked as Administrative Associate for the Fund since 2001; and prior to, she was with the Finance Authority of Maine (FAME) in the Legal Department and the Small Business and Commercial Loan Division. Terri attended the University of Maine.



**Small Enterprise Growth Fund**  
**d/b/a Maine Venture Fund**  
(A Component Unit of the State of Maine)

Basic Financial Statements and  
Management's Discussion and Analysis

*Years Ended June 30, 2015 and 2014*

**SMALL ENTERPRISE GROWTH FUND D/B/A MAINE VENTURE FUND  
(A COMPONENT UNIT OF THE STATE OF MAINE)**

**FINANCIAL STATEMENTS**

For the Years Ended June 30, 2015 and 2014

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## **INDEPENDENT AUDITORS' REPORT**

The Board of Directors  
Small Enterprise Growth Fund  
d/b/a Maine Venture Fund

We have audited the accompanying basic financial statements of the Small Enterprise Growth Fund d/b/a Maine Venture Fund (the Fund) a component unit of the State of Maine, which comprise the statements of net position as of June 30, 2015 and 2014, and the related statements of revenues, expenses and changes in net position and cash flows for the years then ended and the related notes to the financial statements.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditors' Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Small Enterprise Growth Fund d/b/a Maine Venture Fund as of June 30, 2015 and 2014, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

## **Emphasis of Matter**

As explained in note 1, the financial statements include investments in small businesses valued at \$3,372,326 (47% of net position) and \$3,660,858 (47% of net position) at June 30, 2015 and 2014, respectively, which are not actively traded and whose carrying values have been estimated by management in the absence of readily determinable fair values. Our opinion is not modified with respect to this matter.

## **Other Matter – Required Supplementary Information**

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis, as listed in the table of contents, be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

## **Other Matter – Supplementary Information**

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information in schedule 1 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audits of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Portland, Maine  
September 30, 2015

  
Limited Liability Company

**SMALL ENTERPRISE GROWTH FUND D/B/A MAINE VENTURE FUND  
(A COMPONENT UNIT OF THE STATE OF MAINE)**

**MANAGEMENT'S DISCUSSION AND ANALYSIS**

June 30, 2015 and 2014

As Management of the Small Enterprise Growth Fund d/b/a Maine Venture Fund (the Fund or the SEGF), we offer readers of the Fund's financial statements this narrative overview and analysis of the financial activities of the Fund for the fiscal years ended June 30, 2015 and 2014. As required, the Fund's financial statements are presented in the manner prescribed by Governmental Accounting Standards Board Statement No. 34 – *Basic Financial Statements and Management's Discussion and Analysis for State and Local Governments* (GASB 34), as amended. Under GASB 34, the Fund is identified as a Proprietary Fund. Proprietary Funds are accounted for in a manner similar to a private business enterprise.

**Overview of the Fund**

The Small Enterprise Growth Fund was created in 1996 by an Act of the Maine Legislature, as a body corporate and politic and a tax-exempt instrumentality of the State of Maine. The Fund's purpose is to provide capital to small Maine businesses with the potential for high growth and public benefit, but which are unable to obtain adequate conventional financing. The Fund is a revolving, non-lapsing fund, with net earnings remaining in the Fund for use in providing additional capital to businesses.

**Overview of the Financial Statements**

Management's Discussion and Analysis is intended to serve as an introduction to the Fund's basic financial statements. The basic financial statements include the Statements of Net Position, the Statements of Revenues, Expenses and Changes in Net Position, and the Statements of Cash Flows. The Statements of Net Position present information on all of the Fund's assets, liabilities and net position. The Statements of Revenues, Expenses and Changes in Net Position present information on the Fund's revenues and expenses. The Statements of Cash Flows supplement those statements providing relevant information about cash sources and uses. The Fund's financial statements are presented on an accrual basis.

**FY 2015 Highlights**

- Maine Venture Fund (MVF or Fund) invested nearly \$1 million into eight Maine companies in FY15, four of which were new to the portfolio. In FY14, the Fund invested nearly \$1.5 million in eleven Maine companies.
- MVF is a partner with the Finance Authority of Maine (FAME) in FAME's contract with the U.S. Treasury Departments State Small Business Credit Initiative (SSBCI). This program began in December 2011. Since then, the Fund has invested a grand total of \$2,477,812 of SSBCI funds with total SSBCI investments in FY15 of \$550,000, all of those investments in three of the four new portfolio companies. MVF provides quarterly and annual investment reporting to FAME which, in turn, reports to the U.S. Treasury Department. \$370,695 of SSBCI money was invested by MVF in FY14.
- Fund "core" dollars were used for one of the four new companies added to the portfolio in FY15 with an investment of \$200,000.
- MVF invested \$235,000 from "core" funds in four existing portfolio companies as follow-on funding.
- The Fund experienced one exit in FY14 with a portfolio company acquisition in June 2014. The first payment was received in Q1 of the Fund's FY15, and a final payment was received in June 2015. The successor company continues to operate in Maine and is expanding operations with new investment.
- The co-investment ratio for FY15 was 2.76:1. Co-investors invested \$2.72 million alongside the nearly \$1.0 million the MVF invested. Co-investment in FY14 was a very high 16.7:1; removing one outlier, it was 6.4:1.

**SMALL ENTERPRISE GROWTH FUND D/B/A MAINE VENTURE FUND  
(A COMPONENT UNIT OF THE STATE OF MAINE)**

**MANAGEMENT'S DISCUSSION AND ANALYSIS**

June 30, 2015 and 2014

- According to the Fund's internal tracking, portfolio companies employed 487 full-time equivalent people as of June 30, 2015, a 20.2% increase from 405 the prior fiscal year end.
- MVF receives quarterly dividend payments from one of its portfolio companies, monthly interest payments from another, and is working with a third that is purchasing membership units back from the Fund monthly.
- The Fund's Board of Directors, the Small Enterprise Growth Board (SEGB), and its Management Team continues to use its Strategic Business Framework (SBF) to guide strategic direction, and developed even more focused tactical initiatives in FY'15 that align with the SBF.
- MVF continues to play a prominent role in a strong support network for the entrepreneurial community in Maine, working with partners like Maine Technology Institute, Maine Center for Entrepreneurial Development, and the Maine Angels investment group. Additionally, the staff sits on numerous Boards throughout the State, including portfolio company boards in an Observer role, the Maine Innovation Economy Advisory Board (MIEAB), Maine Community Foundation's Impact Investing Committee, CEI Community Ventures and others.
- The SEGB is a deeply experienced Board knowledgeable in early stage equity investing and in growing successful companies. For a list of current board members and their backgrounds visit <http://www.maineventurefund.com/about-mvf/board-of-directors>.

**Financial Information**

Statements of Net Position

	<u>2015</u>	<u>2014</u>
Assets:		
Cash equivalents	\$3,036,353	\$3,568,141
Interest receivable	34,377	52,721
Notes receivable, net	732,474	499,605
Investments	3,372,326	3,660,858
Capital assets	—	32
Prepaid expense	<u>1,292</u>	<u>3,229</u>
Total assets	<u>\$7,176,822</u>	<u>\$7,784,586</u>
Liabilities:		
Accounts payable	\$ —	\$ 354
Accrued expenses	<u>12,722</u>	<u>33,160</u>
Total liabilities	12,722	33,514
Net Position:		
Invested in capital assets	—	32
Unrestricted net position	<u>7,164,100</u>	<u>7,751,040</u>
Total net position	<u>\$7,164,100</u>	<u>\$7,751,072</u>

Total assets decreased \$607,764 due mainly to grant income of \$550,000 offset by provision for losses on investments.



**SMALL ENTERPRISE GROWTH FUND D/B/A MAINE VENTURE FUND  
(A COMPONENT UNIT OF THE STATE OF MAINE)**

**MANAGEMENT'S DISCUSSION AND ANALYSIS**

June 30, 2015 and 2014

*Statements of Revenues, Expenses and Changes in Net Position*

	<u>2015</u>	<u>2014</u>
Operating revenues:		
Investment income	\$ 22,509	\$ 39,045
Dividend income	8,133	10,000
Interest income on notes receivable	41,500	42,098
Realized gain on sale of investments	—	2,547
Grant income	550,000	370,695
Miscellaneous	<u>500</u>	<u>—</u>
Total operating revenues	622,642	464,385
Operating expenses:		
Salary expense	278,829	268,248
Payroll benefits expense	79,675	78,293
General and administrative expense	89,194	91,449
Depreciation expense	32	1,489
Write-down of investments	<u>761,884</u>	<u>440,148</u>
Total operating expenses	<u>1,209,614</u>	<u>879,627</u>
Operating loss	(586,972)	(415,242)
Net position at beginning of year	<u>7,751,072</u>	<u>8,166,314</u>
Net position at end of year	<u>\$7,164,100</u>	<u>\$7,751,072</u>

The Fund had an operating loss of \$586,972 for the fiscal year. Operating revenues increased substantially, 34% or \$158,257, primarily due to a \$179,305 increase in grant income. Operating expenses increased 38% or \$329,987, due primarily to an increase on the write-down of investments.

**FY 2014 Highlights**

- MVF invested nearly \$1.5 million into eleven Maine companies in FY14.
- The MVF was a recipient of Federal SSBCI money through FAME beginning in late 2011 and started investing SSBCI funds in December 2011. Since then, the Fund has invested a grand total of \$1,927,812 with total investments in FY14 of \$370,695, all follow-on investments in three existing MVF portfolio companies. MVF provides quarterly and annual investment reporting to FAME which, in turn, reports to the U.S. Treasury Department.
- Using Fund “core” dollars, three companies were added to the portfolio in FY14 with investments totaling \$626,034.

**SMALL ENTERPRISE GROWTH FUND D/B/A MAINE VENTURE FUND  
(A COMPONENT UNIT OF THE STATE OF MAINE)**

**MANAGEMENT'S DISCUSSION AND ANALYSIS**

June 30, 2015 and 2014

- The MVF invested \$471,092 from “core” funds in five existing portfolio companies as follow-on funding.
- The Fund experienced one exit in FY14 with a portfolio company acquisition in June 2014. The first payment was received in Q1 of the Fund’s FY15, and a second payment from the acquirer is due early in Q1 2016. The addition to reserve to reflect the economics of the transaction was booked as a FY14 event.
- One additional company was added to the MVF portfolio in FY14 through a spin-off from an existing portfolio company. The new addition is a life-sciences company that develops predictive, noninvasive genetic risk assessment tests for cancers, autoimmune diseases, neuro-degeneration diseases and metabolism disorders.
- The co-investment ratio for FY14 was 16.7:1. Co-investors invested \$24.5 million alongside the nearly \$1.5 million the MVF invested. Removing one “outlier” (151:1 co-investment) results in a still strong co-investment ratio of 6.4:1.
- According to the Fund’s internal tracking, portfolio companies employed 405 full-time equivalent people as of June 30, 2014, a 13.1% increase from 358 the prior fiscal year end.
- MVF receives quarterly dividend payments from one of its portfolio companies, monthly interest payments from another, and is working with a third that is purchasing membership units back from the Fund monthly.
- The Fund’s Board of Directors, SEGB, and its Management Team developed a strategic business framework during the fiscal year, intended to aid in guiding the Fund as it prosecutes its mission.
- MVF continues to play a prominent role in a strong support network for the entrepreneurial community in Maine. Additionally, the Managing Director sits on numerous Boards throughout the State, including MIEAB, Maine Community Foundation’s Impact Investing Committee, and CEI Community Ventures.
- The SEGB is a deeply experienced Board knowledgeable in early stage equity investing and in growing successful companies. For a list of current board members and their backgrounds visit <http://www.maineventurefund.com/about-mvf/board-of-directors>.

**SMALL ENTERPRISE GROWTH FUND D/B/A MAINE VENTURE FUND  
(A COMPONENT UNIT OF THE STATE OF MAINE)**

**MANAGEMENT'S DISCUSSION AND ANALYSIS**

June 30, 2015 and 2014

**Financial Information**

Statements of Net Position

	<u>2014</u>	<u>2013</u>
Assets:		
Cash equivalents	\$3,568,141	\$4,993,401
Interest receivable	52,721	49,261
Notes receivable, net	499,605	290,110
Investments	3,660,858	2,873,303
Capital assets	32	1,521
Prepaid expense	<u>3,229</u>	<u>—</u>
Total assets	<u>\$7,784,586</u>	<u>\$8,207,596</u>
Liabilities:		
Accounts payable	\$ 354	\$ 323
Accrued expenses	<u>33,160</u>	<u>40,959</u>
Total liabilities	33,514	41,282
Net Position:		
Invested in capital assets	32	1,521
Unrestricted net position	<u>7,751,040</u>	<u>8,164,793</u>
Total net position	<u>\$7,751,072</u>	<u>\$8,166,314</u>

Total assets decreased \$423,010 due mainly to grant income of \$370,695 offset by write-downs of investments and provision for losses on investments and notes receivable of \$440,148, and operation costs.

Statements of Revenues, Expenses and Changes in Net Position

	<u>2014</u>	<u>2013</u>
Operating revenues:		
Investment income (loss)	\$ 39,045	\$ (11,447)
Dividend income	10,000	64,203
Interest income on notes receivable	42,098	62,504
Realized gain on sale of investments	2,547	—
Grant income	370,695	607,092
Miscellaneous	<u>—</u>	<u>4,589</u>
Total operating revenues	464,385	726,941

**SMALL ENTERPRISE GROWTH FUND D/B/A MAINE VENTURE FUND  
(A COMPONENT UNIT OF THE STATE OF MAINE)**

**MANAGEMENT'S DISCUSSION AND ANALYSIS**

June 30, 2015 and 2014

*Statements of Revenues, Expenses and Changes in Net Position (Continued)*

	<u>2014</u>	<u>2013</u>
Operating expenses:		
Salary expense	\$ 268,248	\$ 239,621
Payroll benefits expense	78,293	77,055
General and administrative expense	91,449	85,045
Depreciation expense	1,489	1,375
Recovery for losses on notes receivable	—	(37,110)
Write-down of investments	<u>440,148</u>	<u>292,239</u>
Total operating expenses	<u>879,627</u>	<u>658,225</u>
Operating (loss) income	(415,242)	68,716
Net position at beginning of year	<u>8,166,314</u>	<u>8,097,598</u>
Net position at end of year	<u>\$7,751,072</u>	<u>\$8,166,314</u>

The Fund had an operating loss of \$415,242 for the fiscal year. Operating revenues decreased substantially, 36% or \$262,556, primarily due to a \$236,397 reduction in grant income. Operating expenses increased 34% or \$221,402, due primarily to an increase on the write-down of investments.

**SMALL ENTERPRISE GROWTH FUND D/B/A MAINE VENTURE FUND  
(A COMPONENT UNIT OF THE STATE OF MAINE)**

**STATEMENTS OF NET POSITION**

June 30, 2015 and 2014

	<u>2015</u>	<u>2014</u>
<b><u>ASSETS</u></b>		
Current assets:		
Cash equivalents (note 2)	\$3,036,353	\$3,568,141
Interest receivable	14,016	51,388
Notes receivable, net of allowance for losses of \$321,153 in 2015 and 2014 (notes 3 and 5)	100,000	173,570
Prepaid expense	<u>1,292</u>	<u>3,229</u>
Total current assets	3,151,661	3,796,328
Noncurrent assets:		
Interest receivable	20,361	1,333
Notes receivable (note 3)	632,474	326,035
Investments (note 1)	3,372,326	3,660,858
Capital assets, net (note 8)	<u>—</u>	<u>32</u>
Total noncurrent assets	4,025,161	3,988,258
Total assets	<u>\$7,176,822</u>	<u>\$7,784,586</u>
<b><u>LIABILITIES</u></b>		
Current liabilities:		
Accounts payable	\$ —	\$ 354
Accrued expenses	<u>12,722</u>	<u>33,160</u>
Total current liabilities	<u>12,722</u>	<u>33,514</u>
Total liabilities	12,722	33,514
Commitments (note 4)		
<b><u>NET POSITION (note 7)</u></b>		
Net investment in capital assets	—	32
Unrestricted	<u>7,164,100</u>	<u>7,751,040</u>
Total net position	<u>7,164,100</u>	<u>7,751,072</u>
Total liabilities and net position	<u>\$7,176,822</u>	<u>\$7,784,586</u>

See accompanying notes.

**SMALL ENTERPRISE GROWTH FUND D/B/A MAINE VENTURE FUND  
(A COMPONENT UNIT OF THE STATE OF MAINE)**

**STATEMENTS OF REVENUES, EXPENSES  
AND CHANGES IN NET POSITION**

Years Ended June 30, 2015 and 2014

	<u>2015</u>	<u>2014</u>
Operating revenues:		
Investment income	\$ 22,509	\$ 39,045
Dividend income	8,133	10,000
Interest income on notes receivable	41,500	42,098
Gain on sale of investments	—	2,547
Grant income (note 10)	550,000	370,695
Miscellaneous	<u>500</u>	<u>—</u>
Total operating revenues	622,642	464,385
Operating expenses:		
Salary expense	278,829	268,248
Payroll benefits expense	79,675	78,293
General and administrative expense (note 6)	89,194	91,449
Depreciation expense	32	1,489
Write-down of investments	<u>761,884</u>	<u>440,148</u>
Total operating expenses	<u>1,209,614</u>	<u>879,627</u>
Operating loss	(586,972)	(415,242)
Net position, beginning of year	<u>7,751,072</u>	<u>8,166,314</u>
Net position, end of year	<u>\$7,164,100</u>	<u>\$7,751,072</u>

See accompanying notes.

**SMALL ENTERPRISE GROWTH FUND D/B/A MAINE VENTURE FUND  
(A COMPONENT UNIT OF THE STATE OF MAINE)**

**STATEMENTS OF CASH FLOWS**

Years Ended June 30, 2015 and 2014

	<u>2015</u>	<u>2014</u>
Cash flows from operating activities:		
Interest received on notes receivable	\$ 50,582	\$ 10,083
Notes receivable originated	(300,000)	(342,427)
Disbursements for investments	(685,000)	(1,118,216)
Principal payments received on notes receivable	50,000	—
Proceeds from sale of investments	238,041	54,547
Other receipts	500	—
Grant income received	550,000	370,695
Dividend income received	8,133	10,000
Investment income received	22,509	39,045
Payments for operating expenses	(170,973)	(174,197)
Payments to employees	<u>(295,580)</u>	<u>(274,790)</u>
Net cash used by operating activities	<u>(531,788)</u>	<u>(1,425,260)</u>
Net decrease in cash equivalents	(531,788)	(1,425,260)
Cash equivalents, at beginning of year	<u>3,568,141</u>	<u>4,993,401</u>
Cash equivalents, at end of year	\$ <u>3,036,353</u>	\$ <u>3,568,141</u>
Reconciliation of operating loss to net cash used by operating activities:		
Operating loss	\$ (586,972)	\$ (415,242)
Adjustments to reconcile operating loss to net cash used by operating activities:		
Write-down of investments	761,884	440,148
Depreciation	32	1,489
Realized gain on sale of investments	—	(2,547)
Changes in assets and liabilities:		
Interest receivable	9,082	(32,015)
Notes receivable	(250,000)	(342,427)
Investments, net	(446,959)	(1,063,669)
Prepaid expense	1,937	(3,229)
Accounts payable	(354)	31
Accrued expenses	<u>(20,438)</u>	<u>(7,799)</u>
	\$ <u>(531,788)</u>	\$ <u>(1,425,260)</u>

Supplemental disclosure of noncash activities:

During 2015, \$9,262 of accrued interest receivable was transferred to investments and notes receivable, and \$23,570 was transferred from notes receivable to investments.

During 2014, \$132,932 of net notes receivable and \$28,555 of interest receivable was converted to investments.

See accompanying notes.



**SMALL ENTERPRISE GROWTH FUND D/B/A MAINE VENTURE FUND  
(A COMPONENT UNIT OF THE STATE OF MAINE)**

**NOTES TO FINANCIAL STATEMENTS**

June 30, 2015 and 2014

**1. Organization and Significant Accounting Policies**

The accounting policies of the Small Enterprise Growth Fund d/b/a Maine Venture Fund (the Fund) conform to accounting principles generally accepted in the United States of America. The Governmental Accounting Standards Board (GASB) is the accepted standard-setting body for establishing governmental accounting and financial reporting principles. The more significant of the accounting principles are described below.

*Authorizing Legislation*

The Small Enterprise Growth Program was established in 1996 by the State of Maine legislature through the enactment of L.D. 1831 "An Act to Create the Small Enterprise Growth Program." The law created the Fund as a revolving fund. The Fund is an instrumentality and component unit of the State of Maine and is a tax-exempt entity.

*Purpose of the Fund*

The Fund is used to provide capital to small Maine businesses that show potential for high growth and public benefit, but are unable to obtain adequate conventional financing from financial institutions. The State of Maine capitalized the Fund by issuing general obligation bonds. The initial capitalization was \$5,000,000. The Fund received an additional \$1,000,000 of capital in fiscal year 2008 from proceeds of a State of Maine economic development bond and \$3,000,000 of capital in fiscal year 2001 from general fund appropriations of the State of Maine. Additionally, the Fund received \$4,000,000 in 2011 from a state economic development bond. Currently, financing is provided to qualifying business enterprises through lending arrangements and direct equity investments. Lending agreements generally provide for the issuance of warrants to the Fund or the option of converting its investment from debt to equity through the use of convertible debentures. The Fund also makes direct equity investments in Maine businesses. Operating activities of the Fund include lending and direct equity investments.

In June 2010, the State Legislature amended the statute governing the Fund to broaden the powers of the Board of Directors. The new authority given to the Board allows it to take capital from individuals and entities other than the State for investment in Maine Companies through return-based "side car" funds. Through June 30, 2015, the Fund had not exercised such powers.

*Basis of Accounting*

The accounts of the Fund are maintained in accordance with the principles of "fund accounting." These principles require that resources for various purposes be classified for accounting and reporting purposes into funds that are in accordance with activities or objectives specified. The Fund only has one fund, which is a proprietary fund. Proprietary funds are accounted for on the flow of economic resources measurement focus and use the accrual basis of accounting. Under this method, revenues are recorded when earned and collectibility is assumed and expenses are recorded at the time liabilities are incurred.

**SMALL ENTERPRISE GROWTH FUND D/B/A MAINE VENTURE FUND  
(A COMPONENT UNIT OF THE STATE OF MAINE)**

**NOTES TO FINANCIAL STATEMENTS**

June 30, 2015 and 2014

**1. Organization and Significant Accounting Policies (Continued)**

*Fund Administration*

The Fund is overseen by the Small Enterprise Growth Board which establishes rules for operations, approves and denies applications and monitors investment agreements on an ongoing basis. The Governor of the State of Maine appoints the Board members.

The Fund is administered and maintained by the Finance Authority of Maine (the Authority) per statute. The Board of the Fund has engaged a Fund Manager to provide management and oversight of the Fund.

*Management Estimates*

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management of the Fund to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. The most significant estimates utilized in the preparation of the financial statements of the Fund relate to the allowance for losses on notes receivable and the valuation of investments. The Fund's investments are not traded in an active market. Because the Fund lends to and invests in small start-up businesses, some of which have not begun to generate revenues, there is a significant risk that such estimates could be revised substantially in the future.

*Cash Equivalents*

For purposes of preparing the statements of cash flows, the Fund considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents. At June 30, 2015 and 2014, the Fund's cash equivalents consisted of amounts held in the State of Maine Treasurer's cash pool and bank deposits.

*Investments*

The Fund makes direct equity investments in Maine businesses. These investments consist of Common and Preferred Stock and Units in Limited Liability Companies. These investments are not actively traded, nor are they insured. The Fund's ownership interest in any of these businesses is normally less than 20% at any given time. The Fund owns all investments directly; therefore there is no custodial credit risk. Investments are carried at cost on the Fund's statements of net assets until there is evidence of a decrease in fair value as estimated by management in the absence of readily determinable fair values. It is the Fund's policy to review each investment for probable loss and if necessary, to write down the investment through a charge to operating expenses. Realized gains on the sale of investments are determined based on the specific identification method.

**SMALL ENTERPRISE GROWTH FUND D/B/A MAINE VENTURE FUND  
(A COMPONENT UNIT OF THE STATE OF MAINE)**

**NOTES TO FINANCIAL STATEMENTS**

June 30, 2015 and 2014

**1. Organization and Significant Accounting Policies (Continued)**

The following is a summary of the cost basis and the carrying value of investments at June 30, 2015 and 2014:

	<u>2015</u>	<u>2014</u>
Cost basis	\$6,601,539	\$6,328,146
Carrying value	\$3,372,326	\$3,660,858

The carrying value of \$3,372,326 consists of investments in twenty-three companies, three of which have balances greater than 10% of the Fund's recorded net investment balances. In 2014, the carrying value of \$3,660,858 consisted of investments in twenty companies, three of which had balances greater than 10% of the Fund's recorded net investment balances.

Notes Receivable

Notes receivable are carried at the principal amounts outstanding. Interest income on notes receivable is recorded only when collectibility of principal and interest are probable, otherwise interest income is recorded on a cash basis.

Allowance for Losses on Notes Receivable

The Fund has established an allowance for losses on notes receivable. The allowance for losses account is established through a provision for losses charged to operations. The amount of the allowance is determined by management's evaluation of the notes receivable portfolio. The evaluation takes into consideration such factors as the volume of the portfolio, overall portfolio quality, specific problem borrowers and current economic conditions that may affect the borrowers' ability to repay. Management believes that the allowance for losses is adequate. While management uses available information to recognize losses, changing economic conditions and the economic prospects of the borrowers might necessitate future additions to the allowance. It is the Fund's policy to review each note receivable for potential loss and establish specific allowances if necessary.

Operating Revenues and Expenses

Operating revenues include interest earned on notes receivable, investment and dividend income and realized gains on sale of investments and grant income. Operating expenses include professional fees and services, payroll and administrative expenses and other costs of providing services and operating the program.

Grant Income

The Fund uses grant funds to make debt or equity investments in qualified Maine companies. The Fund recognizes grant income when such funds are invested, as the grants are expenditure driven.

**SMALL ENTERPRISE GROWTH FUND D/B/A MAINE VENTURE FUND  
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**NOTES TO FINANCIAL STATEMENTS**

June 30, 2015 and 2014

**2. Cash Equivalents**

The Fund does not have a formal deposit or investment policy. However, monies that are not needed for immediate use are invested with the State of Maine. The Treasurer of the State of Maine sponsors an investment pool (State of Maine Treasurer's Cash Pool). The Fund's participation is voluntary. The State of Maine's investment pool is primarily comprised of investment vehicles with short maturities and management of the Fund characterizes the investments within the pool as low risk. The State of Maine Treasurer's Cash Pool is not rated by external rating agencies. The Fund is able to make withdrawals from the State of Maine investment pool at par with little advance notice and without penalty. The Fund's management considers this investment vehicle a money market instrument and generally carries the amounts in the pool at fair value. Cash equivalents consisted of the following at June 30, 2015 and 2014:

	<u>2015</u>	<u>2014</u>
Bank deposits	\$ 50,748	\$ 25,836
State of Maine Treasurer's cash pool	<u>2,985,605</u>	<u>3,542,305</u>
	<u>\$3,036,353</u>	<u>\$3,568,141</u>

At June 30, 2015 and 2014, bank deposits had a bank balance of \$53,615 and \$30,200, respectively, and a carrying amount of \$50,748 and \$25,786, respectively. The difference between the carrying amount of deposits and bank balance consists primarily of checks issued but not cashed. All bank deposits are covered by Federal depository insurance at June 30, 2015 and 2014.

**3. Notes Receivable**

The following is a summary of notes receivable at June 30, 2015 and 2014:

	<u>2015</u>	<u>2014</u>
Note dated February 2009, interest at 6%, interest accrued until maturity, due June 2012, the note is unsecured. The note is in default.	\$ 100,000	\$ 100,000
Note dated (amended) December 2008, interest at 10%, interest accrued until maturity, due March 2012, the note is unsecured.	—	50,000
Note dated November 2010, interest at 6%, interest accrued until maturity, due June 2012, the note is unsecured. The note is in default.	73,000	73,000
Note dated March 2011, interest at 6%, interest accrued until maturity, due June 2012, the note is unsecured. The note is in default.	25,000	25,000
Note (amended) dated September 2009, interest at 6%, interest accrued until maturity, due June 2012. The note is unsecured. The note is in default.	46,154	46,154
Note dated June 2010, interest at 6%, interest accrued until maturity, due June 2012. The note is unsecured. The note is in default.	77,000	77,000
Note dated January 2013, interest at 8%, interest accrued until maturity, due November 2017. The note is unsecured.	100,000	100,000
Note dated February 2014, interest at 8%, interest accrued until maturity, due July 2015. The note is unsecured. The maturity date will be extended to 2017.	232,473	226,034

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**NOTES TO FINANCIAL STATEMENTS**

June 30, 2015 and 2014

**3. Notes Receivable (Continued)**

	<u>2015</u>	<u>2014</u>
Note dated April 2014, interest at 8%, interest accrued until maturity, due June 2015. The note is unsecured and in process of conversion to an equity investment.	\$ 100,000	\$ 100,000
Note dated April 2014, interest at 8%, interest accrued until maturity, due December 2014. This note is unsecured and was converted to stock in 2015.	—	23,570
Note dated September 2014, interest at 5%, interest accrued until maturity, due September 2017. Note is unsecured.	50,000	—
Note dated January 2015, interest at 5%, interest accrued until maturity, due January 2020. The note is unsecured. Interest only payments until maturity.	200,000	—
Note dated April 2015, interest at 10%, interest accrued until maturity, due April 2020. The note is unsecured.	<u>50,000</u>	<u>—</u>
	1,053,627	820,758
Allowance for losses	<u>(321,153)</u>	<u>(321,153)</u>
Notes receivable, net	732,474	499,605
Current portion of notes receivable, net	<u>(100,000)</u>	<u>(173,570)</u>
Noncurrent portion of notes receivable, net	<u>\$ 632,474</u>	<u>\$ 326,035</u>

The following is the activity in the allowance for losses on notes receivable during the years ended June 30, 2015 and 2014:

	<u>2015</u>	<u>2014</u>
Allowance for losses on notes:		
Beginning balance	\$321,153	\$ 496,044
Allowance transferred through equity conversion	<u>—</u>	<u>(174,891)</u>
Ending balance	<u>\$321,153</u>	<u>\$ 321,153</u>

The Fund's lending activities are conducted in the State of Maine. The ability and willingness of the borrowers to honor their repayment commitment is generally dependent on the health of the economic sector in the borrower's geographical area, the general economy and the borrower's financial condition. Notes receivable are issued to start-up businesses.

Certain financing agreements entered into with the business enterprises contain a provision enabling the Fund to acquire an equity interest in the business through a convertible debenture that gives the Fund future options to convert its investments from debt to equity.

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**NOTES TO FINANCIAL STATEMENTS**

June 30, 2015 and 2014

**4. Commitments**

At June 30, 2015, the Fund did not have any commitments to provide financing to small Maine businesses. The Fund uses the same process in making commitments as it does for actual financing activities. The fund may be subject to audit or other review in conjunction with receiving funds under the State Small Business Credit Initiative (see note 10).

**5. Warrants**

The Fund has entered into financing agreements with business enterprises containing a provision enabling the Fund to acquire an equity interest in the business through warrants to purchase common stock at a set price in the future. The warrants are generally not exercisable during the four-year period after the issuance date and contain put and call provisions. The warrants are considered a separate investment; however, the Fund has not assigned any value to the warrants at June 30, 2015 or 2014 because there is no market for the warrants and the business enterprises are in the start-up and development phase, and as a result, the value of their common stock and related warrants is impractical to determine.

**6. Transactions with the Finance Authority of Maine**

The Authority provides certain financial management, legal assistance and legislative liaison services for the Fund. The Authority charged the Fund for services rendered and the fees paid to the Authority are authorized by the Fund's Board. Included in general and administrative expenses in the 2015 and 2014 statements of revenues, expenses and changes in net position, is approximately \$15,000 and \$6,000 in 2015 and 2014, respectively, paid to the Authority for such services.

**7. Total Net Position**

The following schedule presents the components of total net position as of June 30, 2015 and 2014:

	<u>2015</u>	<u>2014</u>
Contributed capital	\$13,006,767	\$13,006,767
Investment in capital assets	—	32
Accumulated deficit	<u>(5,842,667)</u>	<u>(5,255,727)</u>
Total net position	<u>\$ 7,164,100</u>	<u>\$ 7,751,072</u>

There are no restrictions on net position at June 30, 2015 and 2014. The Fund's unrestricted net position is generally reserved for program related activities.

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**NOTES TO FINANCIAL STATEMENTS**

June 30, 2015 and 2014

**8. Capital Assets**

Capital assets activity for the year ended June 30, 2015 was as follows:

	June 30, <u>2014</u>	<u>Additions</u>	<u>Disposals</u>	June 30, <u>2015</u>
Computer and office equipment	\$ 4,771	\$ —	\$ —	\$ 4,771
Less accumulated depreciation	<u>(4,739)</u>	<u>(32)</u>	<u>—</u>	<u>(4,771)</u>
	<u>\$ 32</u>	<u>\$ (32)</u>	<u>\$ —</u>	<u>\$ —</u>

Capital assets activity for the year ended June 30, 2014 was as follows:

	June 30, <u>2013</u>	<u>Additions</u>	<u>Disposals</u>	June 30, <u>2014</u>
Computer and office equipment	\$ 4,771	\$ —	\$ —	\$ 4,771
Less accumulated depreciation	<u>(3,250)</u>	<u>(1,489)</u>	<u>—</u>	<u>(4,739)</u>
	<u>\$ 1,521</u>	<u>\$ (1,489)</u>	<u>\$ —</u>	<u>\$ 32</u>

**9. Risk Management**

The Fund carries insurance to cover its exposure to various risks of loss. There were no uninsured losses during the last three years.

**10. State Small Business Credit Initiative**

The Fund receives monies under the State Small Business Credit Initiative (SSBCI). SSBCI was established by the *Small Business Act of 2010*. The Fund is an approved “participating State program” under SSBCI. The Fund will have in total a minimum of \$3,000,000 available for capital investment under this program. The Fund recorded \$550,000 and \$370,695 of revenue related to SSBCI for the years ended June 30, 2015 and 2014, respectively, which was utilized to make investments and issue a note receivable. Amounts are drawn down at the time the Fund makes an investment or loan.



## **ADDITIONAL INFORMATION**

**SMALL ENTERPRISE GROWTH FUND D/B/A MAINE VENTURE FUND  
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SCHEDULE OF ACTIVITIES

Year Ended June 30, 2015

Functions/ Programs	Expenses	Program Revenues				Net (Expenses) Revenue and Changes in Net Position
		Charges for Services	Program Investment Income	Operating Grants and Contributions	Capital Grants/ Contributions	Total
Business-type activities:						
Capital investment program	<u>\$ (1,209,614)</u>	<u>\$ —</u>	<u>\$ 50,133</u>	<u>\$ 550,000</u>	<u>\$ —</u>	\$ (609,481)
		General revenues:				
						<u>22,509</u>
						<u>22,509</u>
						(586,972)
						<u>7,751,072</u>
						<u>\$ 7,164,100</u>