

MAINE STATE LEGISLATURE

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Investing in Promising Technologies

FIFTH ANNUAL REPORT TO THE MAINE LEGISLATURE

July 2003-June 2004

Prepared for:
The Business, Research and Economic Development Committee

The Maine Technology Institute “shall encourage, promote, stimulate and support research and development activity leading to the commercialization of new products and services in the State’s technology-intensive industrial sectors to enhance the competitive position of those sectors and increase the likelihood that one or more of the sectors will support clusters of industrial activity and to create jobs for Maine people.”

1999, 5MRSA c407 § 15302



Investing in Promising Technologies

Dear Friend of MTI,

I am pleased to have the opportunity to forward this Annual Report of the Maine Technology Institute for Fiscal Year 2004. I am also pleased to report that MTI has completed another record-setting year and has never been in a better position to move forward in its mission to impact the future of our emerging technology businesses in a very positive way.

As this letter is being written the selection process for a successor to Dr. Yancey-Wrona as Institute President and Director is coming to a close. This is a landmark event for two reasons. First, it reflects the establishment of the Office of Innovation which will provide both structure and support for MTI and its partners in moving the State's technology-focused economic development agenda forward. Second, a new Director will bring fresh thinking to the position, building on the superb foundation that Dr. Yancey-Wrona has built. The strategic plan adopted by the MTI Board of Directors in the last year is both ambitious and forward-looking. I believe we are poised for continued success.

Throughout the last year I have had the opportunity to meet with representatives from other states with similar interests to those of Maine in their desire for technology-based growth. It is clear that Maine is growing a reputation for doing this right.

As a state, to be successful in this work over the long term we must be persistent and single-minded in our efforts, and continue to provide financial support over the long haul. The early results are promising. It has never been more important for us all to continue to work together to reap the benefits of our efforts in the future.

Thank you for your support.

A handwritten signature in dark ink, appearing to read "Norman L. MacIntyre". The signature is fluid and cursive, with a long horizontal stroke at the end.

Norman L. MacIntyre
Chair

Maine Technology Institute Board of Directors

EXECUTIVE SUMMARY

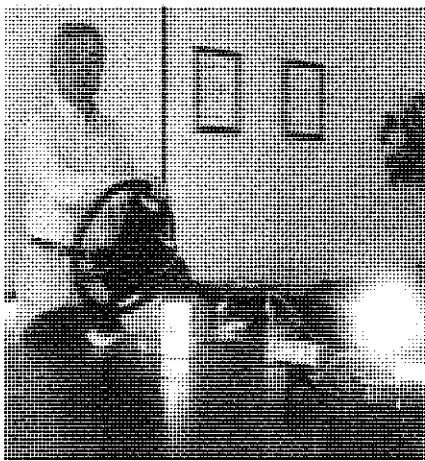
The Maine Technology Institute supports research and development activity in Maine-based businesses, leading to the commercialization of new products and services in the state's targeted technology sectors creating jobs for Maine people.

In FY04, MTI again increased the amount of funding awarded to Maine companies. Through six rounds of Seed Grants, two of Development Awards and rolling Cluster Enhancement Awards, MTI approved 136 projects, totaling more than \$6.1 million. This investment is matched by approximately \$9 million in capital investment by the companies themselves.

Since its inception in 1999, MTI has funded 495 projects throughout the state of Maine, a financial commitment of over \$21 million. **With company match, MTI is supporting more than \$56 million in research and development leading to the commercialization of new products or services.** 297 projects have completed, and MTI received repayments of nearly \$34,000 from companies that commercialized a new product due to Development Award funding from MTI.

MTI continued to promote opportunities for funding from the federal Small Business Innovation Research (SBIR) award program. Through informational workshops, outreach and one-on-one consulting provided by MTI, **17 Maine companies received a new record of 31 awards, totaling over \$5.9 million!**

MTI also continued its intensive Commercialization Workshops and Tech Tracker mentoring program through its US Small Business Administration, Federal and State Technology Partnership Program grant. 16 companies completed the workshop series and 10 have gone on to bring their products to market or obtain financing to do so. MTI looks forward to continuing and expanding this important program in FY05.



Some MTI Award Recipients (from left): Alex Mouzas of Fota Inc. develops sensors for vehicular automatic cornering lamps. Apple Acres Farm develops new products to strengthen the apple orchard industry in Maine. Chris Frank of Intelligent Spatial Technologies (IST) develops location-based service (LBS) applications for the culture and history travel market.

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BACKGROUND

The Maine Technology Institute (MTI) was created by the Legislature in 1999 to, “encourage, promote, stimulate and support research and development activity leading to the commercialization of new products and services in the State’s technology-intensive industrial sectors...” (5MRSA ch. 407). The targeted technologies are:

- Advanced technologies for forestry and agriculture
- Aquaculture and marine technology
- Biotechnology
- Composite materials technology
- Environmental technology
- Information technology
- Precision manufacturing technology

MTI supports early-stage activities for which other forms of capital are difficult to secure. As the State’s only support for research and development efforts within the private sector, MTI funding provides the crucial link that will help drive ideas from the laboratory to the marketplace. MTI accomplishes its purpose by cost-sharing research and development (R&D) and cluster enhancement projects with Maine companies through several competitive award programs, and by helping Maine companies access federal funds for their R&D projects. MTI also administers several state funds directed at building R&D capacity in Maine’s nonprofit research laboratories.

MTI is a private non-profit organization, governed by a private-sector led Board of Directors (Appendix A). The President of the Institute is appointed by the Governor and reports to the Commissioner of the Department of Economic and Community Development. MTI’s success is due, largely, to the dedication of more than 80 Maine business people who serve on one of seven technology boards (Appendix B). In FY04, these volunteers contributed over 5,000 hours to proposal evaluation, funding recommendations and advice to the Board of Directors in matters of policy and direction.

MTI employs a lean staff of six full time and one part time employees who, together with the Director, implement the policies and programs of the Board (Appendix C).



Back left to right:
Tucker Kimball, Communications
Janet Yancey-Wrona, President
Elizabeth Crabtree, Seed Grants
Joe Migliaccio, Development Awards
Front left to right:
Andrea Phillips, Office Admin
Leanne Bourgeois, Exec Admin
Shane Beckim, Program Admin
Not Pictured:
Bob Chiozzi, Development Awards
Patrick Martin, External Programs

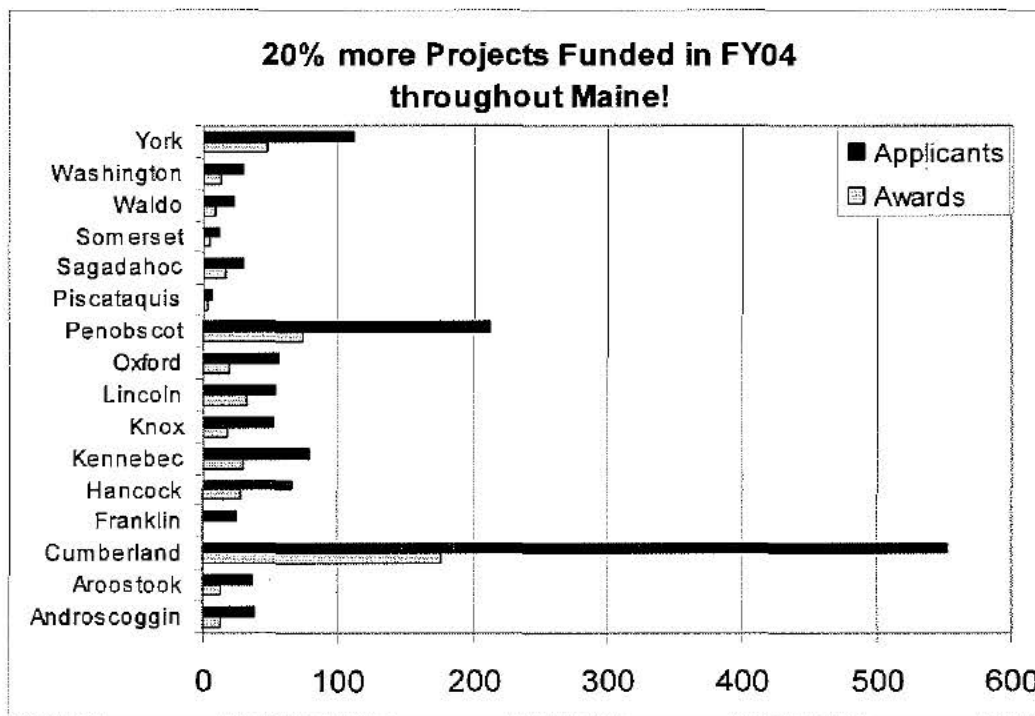
MTI FUNDS MAINE COMPANIES

MTI currently offers a portfolio of four programs, including a new program introduced in FY04. Two programs comprise the bulk of MTI activity—Seed Grants and Development Awards. These programs fulfill the core purpose of MTI by funding R&D projects that will lead to the commercialization of new products and services. In 2004 MTI introduced the Accelerated Commercialization Fund to provide additional funding to help Maine-based MTI funded companies bring new products to market. A fourth program, Cluster Enhancement Awards, helps support development of sustainable clusters of industrial activity in the state's targeted technology sectors.

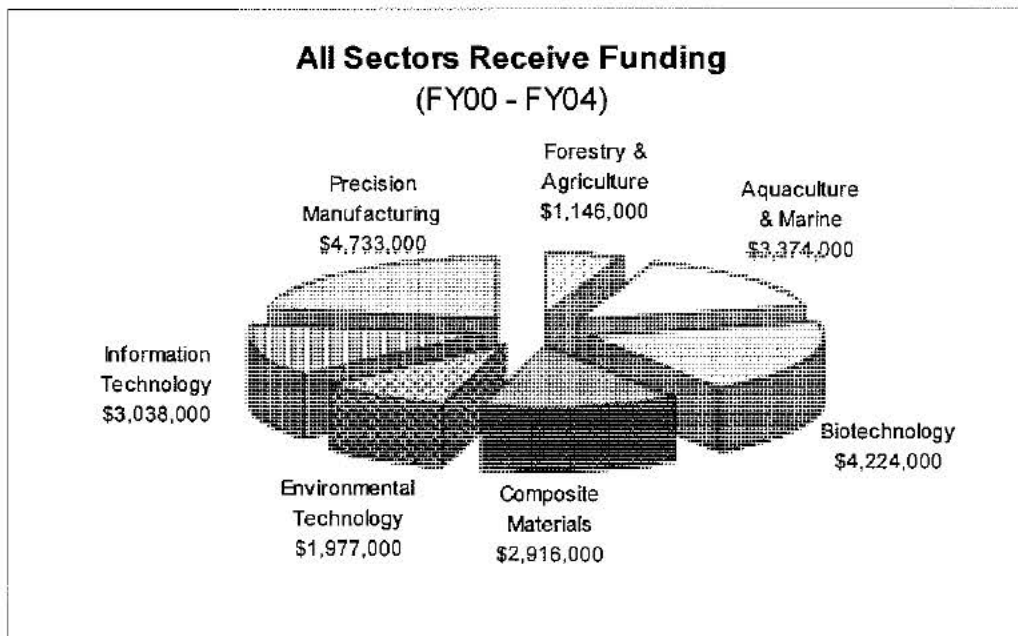
Periodically during the year, MTI requests proposals from applicants throughout the State. Applications are analyzed and ranked by teams of knowledgeable reviewers, and awards are made to those projects deemed to meet the Institute's funding criteria. *136 R&D projects were approved in FY04, totaling more than \$6.1 million!*

This brings the total funding award activity by MTI to 495 projects, representing every Maine county, and over 300 Maine businesses! Together with match, MTI is participating in more than \$56 million of R&D investment throughout our State.

These early stage R&D efforts will help advance new products and services toward the market, creating jobs in the technology-intensive sectors.

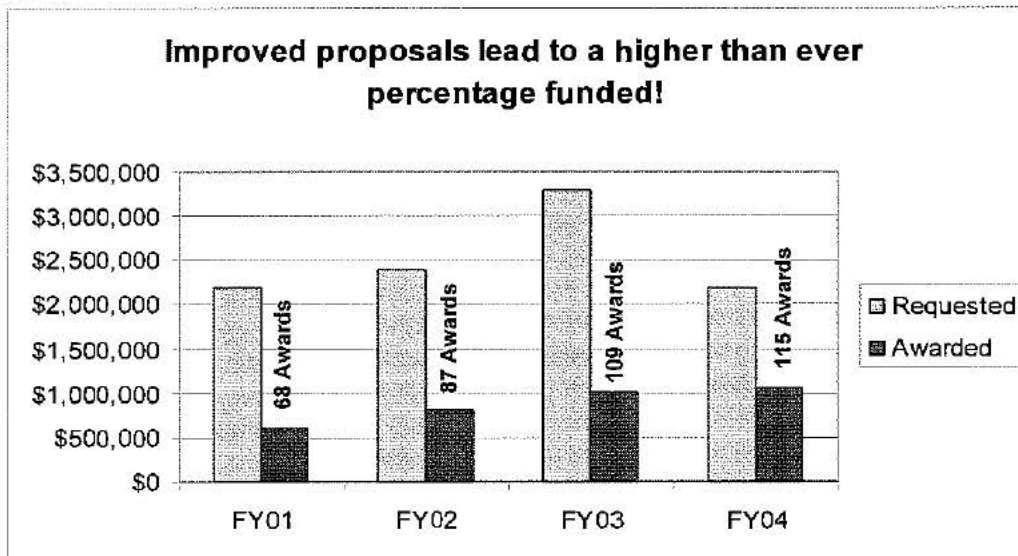


After four years of activity, projects have been funded in all seven sectors. Funding is not equal among the sectors reflecting the number the applications received from each sector. The number of awards among the sectors ranged from 57 for Advanced Technologies for Forestry and Agriculture to 103 for Precision Manufacturing.



Seed Grants

In FY04, MTI offered six rounds of its popular Seed Grants, of up to \$10,000 each. Participation in the MTI Seed Grant program continued to be strong, with an average of 50 applications received and reviewed per round. 115 awards were granted – an increase in the funding rate that reflects the improved quality of proposals! MTI has approved 381 Seed Grants for funding since 2001, when the first Seed Grants were awarded (Appendix D).

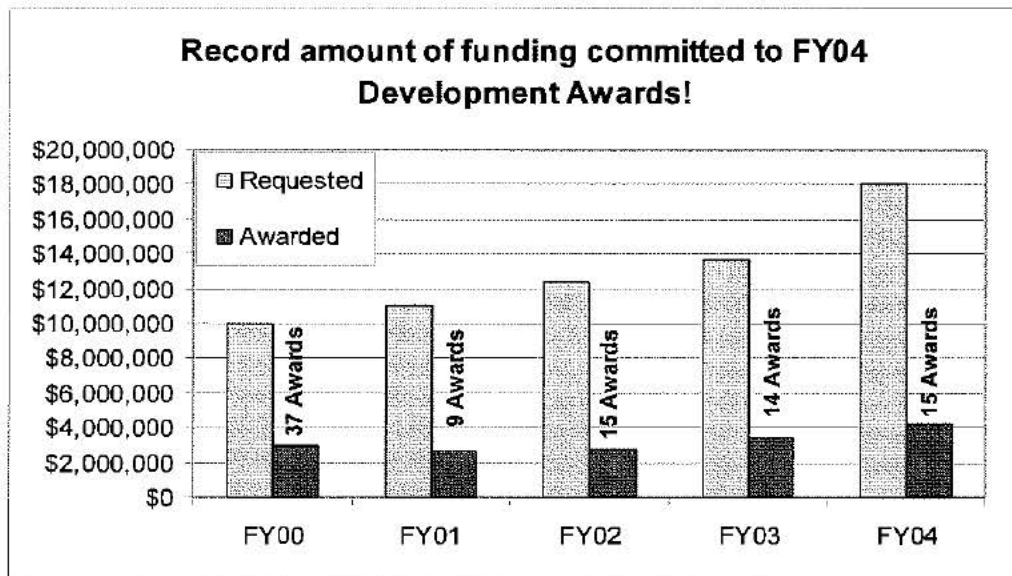


On the value and use of their Seed Grant, Robert F. Chadwick, Diagram Systems Inc. in Bath comments, *"The grant of \$10,000 was used to complete our business plan and begin commercialization of our new products. The grant was very important to us in our start-up phase. I found the staff at MTI to be extremely helpful and interested in our success. And the grant did, in fact, help us to complete our business strategy and, thus, enlist our first customer! The Maine Technology Institute is an important instrument in nurturing Maine's growing technology sector."*

Seed Grant activity helps many Maine companies prepare for the more comprehensive R&D projects suitable for Development Award applications.

Development Awards

Development Awards for up to \$500,000 each were offered three times during FY04. MTI increased the number of offerings from two to three times per year to allow greater flexibility for applicants with their project proposals. Applications increased from 47 to 52, with 21 still under review at the time of this report. In all, 15 proposals were funded for a total of \$4.3 million, an \$800,000 increase over the previous year (Appendix E). These data show that the amount of funding per award continues to increase, reflecting larger projects, for development of products closer to market entry and more comprehensive in scope. This year, MTI also added some contracted professional assistance to help applicants prepare Development Award proposals with the goal of increasing quality, and therefore the percentage funded.



Bob Peacock, R J Peacock Canning Co. in Lubec comments on the value of his Development Award, *"With the urchin fishery being in its current state, it is virtually impossible to find sources of funding. It has been a long hard struggle. Our Development Award has been extremely helpful and will allow us to commercialize our product. In the end I think the program is really going to help the state."*

Cluster Enhancement Awards

MTI offers this financing program to support activities that will promote and stimulate clusters of industrial activity within and among the targeted industry sectors. While not the majority of MTI activity, the Cluster Enhancement program is important to MTI's purpose because it supports projects and programs that will help create and build the environment necessary for successful technology-based business growth.

In FY04, MTI approved funding for six Cluster Enhancement Awards, totaling over \$800,000 and matched by over \$2,200,000. All together MTI is providing over \$2,400,000, matched by more than \$7,100,000, for 24 projects that support Maine's technology-driven businesses by improving the business climate, infrastructure, resources, connections and linkages necessary for the innovation economy to thrive (Appendix F).

Additionally, MTI became the administrator for Maine's **Renewable Resources Fund**, established by the Legislature in 1999 (5MRSA Title 35-A §3210), and funded with voluntary contributions from Maine citizens collected by the Maine Public Utility Commission. Since the goals of the Renewable Resources Fund are very similar to the goals of MTI's Cluster Enhancement award program, MTI established the **Renewable Resources Matching Fund** to disburse these monies as match funding for MTI-approved Cluster Enhancement awards. One project funded in FY04 utilized this matching fund, receiving \$80,000 in MTI funding, matched by \$40,000 from the Renewable Resources Matching Fund while providing over \$155,000 in match funding themselves.

"The MTI Cluster Enhancement Award provided us with the financial resources to pull together the Chewonki Renewable Hydrogen Project. Our cluster has gained strength since we began the project. New businesses have joined and have expressed their interest by donating countless hours of design time. They want to be ready when the hydrogen economy begins. MTI provided a playing field and cluster members have joined in the game of exploring the opportunities involved in a sustainable energy future. This program would not exist without MTI's help. As an organization they are doing what needs to be done," Peter Arnold, Chewonki Foundation in Wiscasset.

MTI Introduces the Accelerated Commercialization Fund

In FY04, MTI introduced the Accelerated Commercialization Fund, to provide additional funding to help successful Maine-based MTI-funded companies bring their new products or services to market. The fund is available for any company that previously received an MTI Development Award, and requires a cash match from an outside investor(s) or institutional fund. Investments will likely be in the form of equity or convertible debentures. Funding decisions will be made based on a review of the company's business plan, past record with MTI, the terms set by the outside investor and potential for success and economic benefit in Maine. This fund fills a growing gap for companies seeking to raise working capital needed to bring their new products/services to market. No awards were made from this fund in FY04.

MTI FUNDING IMPORTANT TO MAINE'S ECONOMIC DEVELOPMENT

At the end of FY04, 297 MTI-funded projects had been completed. As required by their MTI contracts, all companies with completed MTI-funded projects are surveyed annually for five years following project completion. The compiled data are independently evaluated to determine the impact on Maine's economy, with a report to the Legislature prepared every odd-numbered year. MTI looks forward to presenting its second evaluation in January 2005.

The survey data also are shared with the Department of Economic and Community Development (DECD) in order to fulfill the State requirement for an evaluation of the State's R&D investments (5M RSA §13060). The "Evaluation of Maine's Public Investments in Research & Development Interim Report 2003" included a discussion of "Findings from company surveys," the majority of which were MTI recipients. Of particular interest, the surveys indicated that in 2003, companies receiving State R&D assistance:

- Interact with the University (60%);
- File patents – 100% of Maine-based patents are by companies receiving State assistance;
- Bring new products to market (44%);
- Are mostly (72%) less than 10 years old;
- Pay 12% higher wages than average Maine businesses;
- Increased employment (23%) more than average Maine businesses;
- Receive most of the venture capital in Maine;
- Showed faster revenue growth (11%) than average.

The complete report can be found at: www.econdevmaine.com.

Out of nearly 300 completed projects, 11 funded companies reported being out of business and 2 Seed Grant recipients defaulted on their agreements with MTI-- one by not completing the MTI evaluation survey, and one by not filing a final report to account for \$8000 of MTI funding and project progress.

MTI funding has been put to good use by Maine companies – mostly to pay personnel costs, consultants and direct hires directly attributable to the new product development. Nearly half of the Seed Grant funds were used to pay expert consultants helping the company with product development and market research. Approximately one quarter of the funding paid company personnel, and the remaining funds were disbursed among equipment, supplies and other project-related expenses. More than half of the Development Award funds were used to pay company personnel, with the remaining funds distributed for other project-related costs. Further, companies used personnel devoted to the funded projects as the majority of their match in both programs.

MTI PROVIDES COMMERCIALIZATION ASSISTANCE

Pursuant to its legislative mandate, MTI maintains an outreach, information, and technical assistance program supporting the federal Small Business Innovation Research (SBIR) and, the related, Small Business Technology Transfer (STTR) award programs. MTI's efforts have significantly increased the amount of federal funding received by Maine companies for innovative research and development under these programs, which should lead to the successful commercialization of products or services developed with federal and MTI funding.

Maine's SBIR/STTR network operated with state and federal funding throughout FY04. MTI and the Market Development Center (MDC) partnered to provide comprehensive support and assistance for the SBIR and STTR programs. MTI invested over \$100,000 to provide technical assistance and outreach for the SBIR/STTR programs. Additionally, MTI received a \$100,000 Federal and State Technology Partnership (FAST) matching grant from the Small Business Administration (SBA) to stimulate technology commercialization by small businesses.

Assistance is paying off!

- Maine experienced a record setting increase in SBIR/STTR funding -- *from \$3.3M in FY02 to \$5.9M during FY03*. 17 Maine small businesses received 31 SBIR or STTR awards!
- Training/Promotion: 3 workshops and an SBIR Summer Session were held and were attended by over 150 Maine businesses or individuals.
- Awareness: over 500 small businesses statewide were contacted and informed about the SBIR program.
- Technical Assistance: over 100 Maine companies were provided in-depth guidance and assistance at no cost for preparation of SBIR proposals, or other proposals for federal funding of R&D.
- Financial Assistance: Approximately 20% of MTI's Seed Grants were used to help Maine businesses pay for expert SBIR proposal assistance.

The SBA FAST grant has allowed MTI to expand these activities and provide intensive training to increase the likelihood of commercialization success by MTI- and SBIR-funded companies. Through this federal grant, MTI provided an intensive commercialization workshop for twenty companies. 16 companies completed the program successfully!

2003 Commercialization Workshop Graduates

Acoustic Processing Technology <i>Portland</i>	Time Temperature Integration <i>Kennebunk</i>	Talon Industries LLC <i>Hampden</i>
Pell Innovations <i>Orono</i>	Technology Systems Inc. <i>Wiscasset</i>	Fox3d <i>Ellsworth</i>
C&H Corporation <i>South Portland</i>	Finger Doodle <i>Lewiston</i>	Sephone Internet <i>Bangor</i>
Lighthouse Imaging Corporation <i>Portland</i>	Coastside Bio Resources <i>Stonington</i>	Crucible Corporation <i>Sorrento</i>
Understanding Systems Inc <i>Scarborough</i>	Intelligent Spatial Technologies <i>Orono</i>	BioAnalyte Inc <i>South Portland</i>
		Beota Group <i>Belfast</i>

MTI also continued the **Tech Tracker mentoring network** to support workshop graduates as they commercialize their innovations. Twenty business professionals joined the Tech Tracker program and contributed over **2,100 hours** of their time and expertise to the 16 graduate companies. The results were excellent--ten graduating companies either brought their product to market and/or obtained financing to enable them to enter the market.

MTI looks forward to continuing and expanding this important program and has submitted a proposal for a third FAST grant for \$100,000 that should be awarded by the SBA in September 2004. If MTI succeeds in winning this FAST award, workshops will be held again in the spring of FY05.

MTI CREATES EFFECTIVE PARTNERSHIPS

Small Business Development Centers

MTI and SBDC completed the second year of a contractual partnership to cost-share a business counselor focusing on technology-based businesses in Maine, and to develop a competency in technology-based business counseling at the SBDC.

Over the past year, the SBDC worked to fulfill national *'Technology'* accreditation requirements *making Maine the 4th State in the U.S. to have an SB'T'DC program*. All SBDC counselors undergo ongoing training to provide substantial assistance to Maine's technology-based companies, and five of the seven Applied Technology Development Center directors have completed professional training and are certified as affiliate counselors.

The SBTDC Director housed within the MTI office counseled 73 distinct clients, of whom 43 are MTI award recipients; 19 of those MTI clients have generated monies in the amount of \$3.8 million for R&D and commercialization of their products or services. The SBTDC has spent over 600 hours with these MTI clients, specifically to help them understand the commercialization process, and referring those companies to appropriate resources to be sure it happens.

Maine Manufacturing Extension Partnership

For the fourth year, MTI continued its partnership with Maine MEP. At no cost to MTI, and at MTI's sole discretion, Maine MEP serves as the fiscal agent for MTI funding disbursements to MTI award recipients. One full-time staff equivalent is required for the fiscal administration support and is provided at no cost to MTI.

MTI authorized payments for over \$4,000,000 in FY04. These funds, disbursed on behalf of MTI, allowed MEP to access over \$1,000,000 in federal match funding.

Additionally, MEP provides 'no cost' assistance for technology commercialization to MTI award recipients. Due to national MEP budget constraints, MTI began funding one half-time equivalent MEP staff in April of 2004. Through FY04, nearly 600 hours have been devoted to MTI-funded or potential companies by MEP field staff.

Market Development Center

MDC fulfills its federal mandate to support the federal SBIR program by partnering with and sharing responsibilities with MTI's SBIR assistance and outreach program (see above). MTI's administrative expenses provided approximately \$400,000 of in-kind match for MDC's federal procurement assistance program in FY03.

University of Maine System

Active collaboration between the University system and MTI continued in FY04. The Director of the Department of Research and Economic Development continued to represent the Chancellor on the MTI Board of Directors. The University of Maine is the primary recipient of 15 MTI awards, and has provided assistance to more than 50% of MTI-funded companies, including direct technical assistance, informal advising, commercialization of University-developed technologies and graduate student support.

Applied Technology Development Centers

MTI continued to build a strong relationship with the seven ATDCs. All seven ATDC directors serve on MTI technology boards, and thereby actively participate in MTI award review processes. Additionally, the ATDCs provided facilities for many of MTI's workshops and seminars, hosted the Commercialization Assistance workshops and actively promoted MTI programs to their clients. The partnership is paying off – 64% of companies affiliated with the Center for Environmental Enterprise in South Portland, and 75% of those affiliated with the Target Technology Center in Orono obtained MTI funding!

Maine Patent Program

MTI continued to fund intellectual property work. However, this work is only funded after companies have received assistance from the Maine Patent Program, as agreed to in the MTI-Maine Patent Program memorandum of understanding. Overall, MTI funded 23% of clients served by the Maine Patent Program.

MTI continued a close and mutually supportive relationship with the State-sponsored venture capital fund, the Small Enterprise Growth Fund (SEGF). The MTI Director continued to serve as the Commissioner of DECD's designee on SEGB. This interaction provided an important link between MTI funding assistance and the equity funding provided by SEGB. Six out of sixteen SEGB portfolio companies also are MTI-funded.

To help assure that MTI-funded companies have access to follow-on funding from private venture capital sources, MTI maintained close relationships with many of the venture capital funds and investors in the State. The MTI Director serves as a member of the Board of Directors of CEI Community Ventures, LLC, a Portland-based venture capital fund licensed under the SBA's New Markets Program that targets investments in areas of the State with economic need. MTI's two finance Directors include a venture capitalist and a banker from the private sector.

It is important that all MTI programs be available and accessible to all entrepreneurs and businesses throughout the State of Maine. In the past year, MTI promoted its programs in a variety of ways, including:

- MTI prepared **statewide press releases** and **worked closely with media outlets** in an effort to promote its programs, program milestones, and to highlight companies who received MTI funding. MTI also sent statewide press releases after each round of awards.
- MTI distributed **bi-monthly e-news** to over 1,500 individuals, companies, and organizations. “MTI eNews” includes special updates, upcoming award deadlines, award recipient announcements, upcoming workshops and seminars, and announcements of relevance to the targeted industry sectors.
- A **printed newsletter** was sent to Maine’s legislators, economic service providers, the Governor’s office, and various trade associations around the state.
- **Open houses** took place quarterly. Approximately 25-40 persons attended each open house.
- **Proposal preparation workshops** were presented by MTI at no cost and open to the general public. These workshops, publicized in the press and through the economic development district organizations, were attended by over 100 individuals. The workshops were held in:
 - Gardiner
 - Calais
 - Rumford
 - South Portland
 - Orono
 - Belfast
 - Bath
 - Caribou

- Information regarding MTI was available on our **Web site**, <http://www.mainetechnology.org/>. The site features a calendar of events, MTI News and a “Directory of Professionals”, where businesses that provide services to the business community (grant writers, consultants, marketing/PR firms, etc.) can post a listing at no charge. Most importantly, the MTI web site contains all of the information and documents necessary to apply for funding.

MTI attendance, sponsorship, or presentation at **sector-related events** continued to increase. In the past year these events included: Washington County Business Conference, Blaine House Conference on Natural Resources, ATDC Training Conferences, Maine Creative Economy Conference, Kennebec Valley Business to Business Conference, Androscoggin Business to Business Conference, State of Maine Homeland Security Conference, SBIR/STTR Summer Session Workshop, BioInnovation II Conference, Maine Energy Technology Exposition, USM Student Business Plan Competition, Maine Agriculture Trade Show, UMaine Entrepreneurship Day, Maine Wood Products Association Meeting, Maine Pulp and Paper Association Meeting, Maine Bioproducts Forum.

MAINE BIOMEDICAL RESEARCH PROGRAM

As required in statute, MTI administered the Maine Biomedical Research Fund. MTI executed its agreement with the Maine Biomedical Research Board (MBRB), and received the funds according to its grant agreement with DECD. MTI continued its contractual agreement with a grant administrator to carry out the duties stipulated in this agreement and plans to continue its contractual duties with the Biomedical Research Board for FY05 funds administration.

In FY04, the MBRB allocated \$20 million of bond funding according to a legislatively-mandated formula based on the record of federally-funded R&D and agreed to by the Biomedical Research Board. Recipients of the funds, as stipulated in legislation, were: The Jackson Laboratory, Mount Desert Island Biological Laboratory, University of New England, Maine Medical Center Research Institute, and the Foundation for Blood Research. The \$20 million bond funds were approved by the voters in June 2003 as part of an economic recovery package.

MAINE MARINE INFRASTRUCTURE AND TECHNOLOGY FUND

In June 2003, the State of Maine approved a \$1,000,000 bond issue funding the Maine Marine Infrastructure and Technology Fund (MITF). The MITF built on the Maine Marine Research Fund created the previous year to support marine research, and create jobs in Maine, by eligible Maine private non-profit institutions, state government and quasi-governmental agencies and academic institutions, excluding the University of Maine System, engaged in marine research.

Pursuant to its legislation, MTI received \$1,000,000 for the MITF. MTI used the services of the State's Research Capacity Committee and Sea Grant Consortium to facilitate the review process, assuring MTI and the Fund's constituents that the review was a fair and equitable peer-reviewed process. In March 2004, MTI approved six grants totaling \$946,976.

FINANCES

MTI is funded through an appropriation to the Department of Economic and Community Development (DECD), and is limited by statute to using no more than 7% of the appropriated funds for administrative costs. MTI received \$3.3 million in its start-up fiscal year 2000, and its full appropriation of \$6.4 million for fiscal year 2001. MTI collected \$5.4 million in 2002 and \$4.7 million in 2003, due to de-appropriations late in each fiscal year. MTI received \$5.5 million in 2004, reflecting a stabilized on-going appropriation level.

As discussed above, MTI also received a \$100,000 grant award from the U.S. Small Business Association to develop its commercialization assistance program (see above). Other sources of income included \$33,000 in award repayment from successful Development Award recipients, and \$170,000 in interest, both significant increases over previous years.

According to the most recent financial audit (Appendix G), MTI approved funding for more than \$6 million in awards, and expended over \$200,000 for its commercialization assistance program. Cash assets remain over \$8 million, \$7 million of which are commitments from awards approved but not yet disbursed. MTI disbursed over \$4 million according to agreed-upon and approved milestone schedules for each award. Administrative and operating expenses were approximately \$500,000, paid for with 7% of the State's appropriation plus interest received.

APPENDICES

**Maine Technology Institute
Board of Directors**

Timothy Agnew	2006	3 Canal Plaza Suite 600 Portland ME 04101	Financial
James Atwell	2007	PO Box 186 Cumberland Center ME 04021	Environmental
Bruce Bornstein	2005	PO Box 251 Wayne ME 04284	Agriculture/Forestry
Cathy McKelway Treasurer	2005	190 Fairfield Street Oakland ME 04963	Financial
Chip Davison	2007	PO Box 141 Tenants Harbor ME 04537	Aquaculture
Jane Sheehan	2007	PO Box 190 Scarborough, ME 04070-0190	Biotechnology
Norman MacIntyre Chair	2006	3 Old School Street Cornish ME 04020	Precision Manufacturing
David Fernald Vice-Chair	2007	970 Baxter Blvd Portland ME 04103	Information
Martin Grimnes	2005	Ocean View Drive Brunswick ME 04011	Composites
Sue Inches		38 State House Station Augusta ME 04333	State Planning Office
Jack Cashman		59 State House Station Augusta ME 0433	DECD
Jake Ward Secretary		5717 Corbett Hall Room 430 Orono ME 04473	University of Maine System
David Daigler		323 State Street Augusta, ME 04330	Maine Technical College System
Janet Yancey-Wrona		2E Mechanic Street Gardiner ME 04345	

MAINE TECHNOLOGY INSTITUTE TECHNOLOGY BOARDS

Aquaculture & Marine Tech Board

Louis Sage	PO Box 475	W Boothbay Harbor
Jim Salisbury	130 Promenade	Portland
Sonny Pierce	PO Box 258	West Buxton
Carter Newell	PO Box 141	Tenants Harbor
Ike Levine	111 Tripp Lake Camp Road	Poland
Mike Hastings	5717 Corbett Hall Room 438	Orono
Michael Devin	193 Clarks Cove Road	Walpole
Philip Conkling	PO Box 648	Rockland
Jere Shaw	2 Portland Fish Pier Suite 201	Portland

Biotechnology Tech Board

Brian Hodgkin	106 Science Bldg 96 Falmouth Street	Portland
Douglas McAllister	Two Oakwood Road	Cape Elizabeth
William Worden	One Monument Square	Portland
Calvin Vary	81 Research Drive	Scarborough
Cheryl Timberlake	150 Capitol Street	Augusta
Katherine Sheldon	129 Jo Joy Road	Limington
Patsy Root	1037R Forest Avenue	Portland
Ah-Kau Ng	96 Falmouth Street	Portland
Michael Brigham	56 Evergreen Drive	Portland
William Harris	400 Commercial St.	Portland
Pam Gustin	5 Tote Road	Cape Elizabeth
Joan Gordon	81 Research Drive	Scarborough
Clyde Dyar	PO Box 149	Fairfield
Linda Diou	60 Industrial Park Road	Saco
Rick Coughlin	56 Evergreen Street	Portland
Jane Havey	301 US Route 1	Scarborough
Charles Micoeau	One Canal Plaza	Portland

Composite Materials Tech Board

Steve VonVogt	PO Box 15087	Portland
Dale Peabody	16 State House Station	Augusta
William Lemos	40 Pond Road	Newcastle
Steve Hassett	15 Wing Farm Parkway	Bath
Jim Crick	63 Hancock Road	Raymond
Robert Carr	1861 Main Street PO Box C	Sanford
Peter Billings	14 School Street Apt B	Randolph
Robert Lindyberg	5793 AEWB Building	Orono
Keith Burgess	150 Main Street Suite #1	Richmond

Environmental Technology Tech Board

John Adelman	2 Gibson Road	Scarborough
John Ferland	3 Adams Street	So Portland
Ronald Dyer	17 State House Station	Augusta
Willard Warren	PO Box 720	Westbrook
John Fox Jr	250 Minot Avenue	Auburn
Suzanne Watson	101 Merrimac Street	Boston
Timothy Vrabel	198 Main Street	Lewiston
Tom Schwarm	4 Milk Street	Portland
Sigmund Schutz	PO Box 9546	Portland
Joan Saxe	120 Exchange Street Suite 205	Portland
John Logan	15 Wawnock Road	Raymond
Peter Ingraham	100 Commercial Street, Suite 108	Portland
Phil Helgersen	1020 Middle Street	Bath

Forestry & Agriculture Tech Board

Denise Skonberg	5736 Holmes Hall	Orono
John Cancelarich	294 Conant Road	Presque Isle
Cal Hancock	14 Industrial Parkway	Brunswick
Eric Howard	PO Box 284	Cape Elizabeth
Steve Levesque	2E Mechanic Street	Gardiner
John Manoush	42 Sebago Road	Raymond
Si Balch	179 Walker Hill	Wilton
Robert Phillips	72 Harbor View Drive	Sullivan
Bill Blaiklock	388 Arrowsic Road	Arrowsic
Paul Deschene	24 Higgins Drive	Hermon
Ed Nickerson	191 Development Drive	Limestone

Information Technology Tech Board

Stephen Hand	6 Bayview Landing	Camden
Dana Hutchins	541 Congress Street	Portland
Debbie Neuman	20 Godfrey Drive	Orono
Peter Murray	428 Fore Street 4th Floor	Portland
David Kew	172 Lower Main Street	Freeport
Gretchen Henn	15 Pierce Avenue	Portland
Ken Swan	49 Harts Way	Gorham
Peter Guffin	One Monument Square	Portland
Judy Franke	166 E Promenade 1F	Portland
Mike Carifio	31 Morning Street	Scarborough
John Brown	1091 Main Street	Mt Desert
Richard Arnold	98 Main Street Suite D	Ellsworth
Stephen Howard	627 Shapleigh Road	Lebanon
Thomas West	PO Box 534	Limerick
Paul Wlodkowski	16 Pleasant Street	Ellsworth
James Smith	Department of Engineering	Gorham

	37 College Avenue	
Bruce Segee	5708 Barrows	Orono
Thomas Maurey	11 Gladys Road	Cape Elizabeth
Lisa Martin	28 Stroudwater Street Ste 4	Westbrook
Ray Lindsey	30-C Summer Street	Winthrop
Thomas Lambe	5 Foden Road	South Portland
Phillip Kowalski	111 Mill Road	No. Yarmouth
Anthony Jolicoeur	RR4 Box 7849 Blodget Road	Pittston
Scott Dunning	5708 Barrows Hall Room 7	Orono
Jim Detert	55 Industrial Park Road	Boothbay
Bruce Dalton	228 Northeast Road	Standish
Todd Bachelder	49 Carriage Trail	Farmingdale
Walter Butler	PO Box 295	Hiram



Investing in Promising Technologies

JANET YANCEY-WRONA, Ph.D., Director

In October of 1999, Janet was appointed by Governor Angus King to direct the Maine Technology Institute. Her responsibilities included the development and administration of programs to enhance the competitiveness of Maine's technology-based businesses. During her five year tenure, she successfully implemented several funding programs and oversaw commitments of more than \$18 million.

In May of 2004, She was appointed Maine's first Director of Innovation, serving as the Governor's science advisor and overseeing the directors of MTI, the state's business incubator program and the Experimental Programs to Stimulate Competitive Research, effective the fall of 2004.

Janet received her Bachelor's of Science degree from Wake Forest University, graduating with honors with a major in Biology. She earned a Ph.D. in Biology from the University of North Carolina, where she focused on DNA replication. She spent five years with the National Institutes of Health (NIH) in Bethesda, MD, before pursuing a career in industry. Most recently, she was a research scientist at Idexx Laboratories, Inc. in Westbrook, Maine, where she worked with the molecular biology team, and in diagnostic and pharmaceutical development. She especially enjoyed evaluating the technical and business potential of new technologies for the veterinary market.

JOSEPH MIGLIACCIO, Program Manager

Joe joined MTI in 2000 and is responsible for project oversight and technology evaluation for the MTI Development Award program. He recently received his Master of Business Administration from Southern New Hampshire University in Manchester, N.H.

Joseph attended the University of Maine and the University of Southern Maine, graduating with a Bachelor's Degree in Biology. He had worked in commercial shell fishing for 4 years while earning his undergraduate degree. He has formal and practical training in Immunology, and Bioassay development. During his ten years at IDEXX Laboratories in Westbrook, Maine, he worked as an Assay Development Project Leader in R&D, a Supervisor of Global Technical Support, and in marketing as the manager of a \$4 million product-line of veterinary tests with primary responsibility for product-line strategy, customer satisfaction, and achievement of revenue goals. He lives in Freeport, where he is involved with the family-owned business and serves on the town planning board. Joe and his wife Rhonda have two daughters.

ROBERT S. CHIOZZI, MBA, Technology Specialist

Bob received his Bachelor's of Science degree with a major in biology from Boston College and his MBA from the University of Southern Maine. He studied tumor cell protein synthesis and DNA replication at the Sontag Cancer Research Institute in Chestnut Hill, MA before moving to the Tufts New England Medical Center's Department of Immunology in Boston. While there, he isolated and characterized cell surface proteins of a certain type of leukemia cell. Before joining the Maine

Technology Institute, Bob worked at the Small Business Development Center at Coastal Enterprises, Inc., a major private economic development agency.

Before joining MTI in February 2000, Bob worked as a research and development scientist, as a business development and commercialization specialist, and has owned and operated GrowthManagement.com, a business and technology consulting company, since 1990. In his position at MTI, Bob will focus his expertise in developing and implementing business and marketing plans and accessing capital for technology-based companies in Maine.

ELIZABETH CRABTREE, Seed Grant Program Manager

Elizabeth joined MTI in October 2001. As the Seed Grant Program Manager she facilitates and manages Seed Grant proposal process.

Elizabeth graduated from the University of Maine at Orono with a Bachelor of Science degree in Mechanical Engineering Technology. Elizabeth spent 16 years with Central Maine Power Company where she focused on customer service, energy management, sales, and project management. She grew up in Friendship, Maine and now lives in Hope, Maine with her husband Richard and daughter Maarta.

TUCKER KIMBALL, Communications Specialist

Tucker joined MTI in January 2004 in the newly created position of Communications Specialist. His responsibilities will include facilitating communications between MTI and its board members, the legislature, press and the public, as well as other public relations and marketing functions.

Tucker graduated from the University of Vermont in 1998 with a Bachelor of Arts degree in English and History. He has many years experience in communications as a former communications specialist at Bath Iron Works and as a newspaper staff writer and freelance writer. He lives in Whitefield with his wife Kristen.

PATRICK MARTIN, FAST Program Manager

Patrick Martin is a resident entrepreneur of the Maine Technology Institute and is the creator of the Maine Tech Tracker mentoring network and commercialization workshops. Patrick is a founding partner of Gilman Patrick, Inc. a business strategy firm where he has had extraordinary technology transfer and start-up experiences with a variety of technologies and companies. Previously he was a founding member of FuGEN, Inc. where he secured customers and investors making his firm a multi-million dollar software engineering powerhouse. Formerly a senior negotiator he has held positions with other high tech firms such as Informix, Bell Atlantic, EDS, CSC and GTE. Patrick has received the prestigious Smithsonian Innovation Award for his achievements in investigative technologies. He is a graduate of the University of Maryland.

SHANE BECKIM, Program Administrator

Shane joined MTI in March of 2004 and is responsible for supporting the Program Manager in his efforts to enable Development Award recipients achieve revenue goals by reviewing and analyzing financial reporting requirements, meeting milestone deadlines and arranging for subsequent meetings.

Shane has over six years of experience in successful accounting practices in a non-profit setting. He served as the Treasurer of the Board of Directors for Community Mediation Services. With two years of college already complete, Shane wishes to continue toward a Bachelors Degree in Accounting from the University of Maine in the near future. He grew up in Augusta, ME where he lives with his wife Stacey, son Devin and daughter Kalee. As an involved parent he continues to volunteer for youth sports programs in the Augusta area.

LEANNE BOURGEOIS, Office Manager/Executive Assistant

Leanne joined MTI in August 2002 as a Temp and hired full time in December 2002. Her responsibilities include administrative support to the Director & staff, coordinate meetings, support Bookkeeper, and assist staff with the proposal review process.

Leanne graduated from Husson College with a Bachelor of Science degree in Office Management. She has an extensive background in office management/administration with 11 years at Husson College in the Career Development Office, and Lindberg Engineering. She grew up in Wypitlock, Maine, lived and worked in the Bangor area for over 30 years before moving to her current residence in Oakland.

ANDREA PHILLIPS, Administrative Assistant

Andrea joined MTI in March 2004 as a Temp and hired full time in August 2004. Her responsibilities include administrative support to the Seed Grant Program Manager and other MTI Staff as needed.

Andrea has attended classes at the University of New Hampshire in Durham, NH and Rivier College in Nashua. She has an extensive background in office administration with 24 years at Lockheed Martin, Alpha One, Center for Independent Living and Goodwill Industries of Northern New England. She grew up in Salem, NH, lived and worked in the Salem/Merrimack NH area for over 14 years before moving to her current residence in Windsor.

Seed Grant Recipients

Sector	ProposalName	CompanyName	City	County	AwardAmount	MatchAmount
Composite Materials Technology	Developing Composite Fire Truck Bodies	Emergency Vehicles of Maine, Inc.	Auburn	Androscoggin	\$8,675.00	\$8,675.00
Environmental Technology	Portable wood de-leading, cleaning & resizing unit	Auburn Enterprises, LLC	Lewiston	Androscoggin	\$8,000.00	\$13,959.00
Composite Materials Technology	Hot Work Operations Composites Testing	Auburn Manufacturing, Inc.	Mechanic Falls	Androscoggin	\$10,000.00	\$24,790.00
Precision Manufacturing Technology	Emergency Response Gear Container Development	Rodco Enterprises, Inc.	Lewiston	Androscoggin	\$7,460.00	\$9,373.00
Environmental Technology	Safe Handling, Inc Toll Processing Facility	Safe Handling, Inc.	Auburn	Androscoggin	\$10,000.00	\$10,000.00
Composite Materials Technology	Montek Manufacturing Business Plan Development	Montek Manufacturing	Lewiston	Androscoggin	\$8,415.00	\$9,670.00
Aquaculture and Marine Technology	Land-based Seaweed/Finfish Polyculture	Biological Services, Inc.	Poland	Androscoggin	\$10,000.00	\$10,000.00
Composite Materials Technology	Composite lumber from waste materials	Gates Formed Fibre Products, Inc.	Auburn	Androscoggin	\$10,000.00	\$15,000.00
Adv. Tech. for Forestry & Agriculture	Solid Wood/Waste Stream Recovery Machine	Auburn Machinery, Inc.	Lewiston	Androscoggin	\$10,000.00	\$12,500.00
Composite Materials Technology	Composite Repair Kit for Shipworm-Damaged Timber P	Custom Composite Technologies, Inc.	Lisbon Falls	Androscoggin	\$10,000.00	\$10,684.00
Precision Manufacturing Technology	Bison Products	Harbison Plumbing & Heating/Bison Products	Houlton	Aroostook	\$10,000.00	\$10,000.00
Biotechnology	The Microbial Elite	Tobin Farms	Mapleton	Aroostook	\$9,403.00	\$12,056.00
Adv. Tech. for Forestry & Agriculture	Teeka	Potato People Company	Presque Isle	Aroostook	\$8,760.00	\$9,355.00
Adv. Tech. for Forestry & Agriculture	Plant Tissue Culture	S&R Corporation	Island Falls	Aroostook	\$9,886.00	\$18,820.00
Precision Manufacturing Technology	UL Certification	Stainless Foodservice Equipment Manufacturing, Inc.	Caribou	Aroostook	\$7,000.00	\$10,252.00
Information Technology	Prototype High Speed Fiberoptic Packages	Houlton Photonics	Houlton	Aroostook	\$10,000.00	\$10,000.00
Precision Manufacturing Technology	The Limbicator	HALCO	Presque Isle	Aroostook	\$7,173.89	\$7,173.89
Adv. Tech. for Forestry & Agriculture	Value Added Grains	Aroostook Mills	Limestone	Aroostook	\$8,355.00	\$15,060.00
Precision Manufacturing Technology	Multiplexing Microprocessor Control System	FND Autotronics	Madawaska	Aroostook	\$10,000.00	\$37,239.00
Precision Manufacturing Technology	HI-RELIABILITY FIBEROPTIC PACKAGES:Brazing, Glass-	Houlton Photonics	Houlton	Aroostook	\$0.00	\$0.00
Precision Manufacturing Technology	Linoleum Seam Cutting Tool	Fortin Brothers	Van Buren	Aroostook	\$10,000.00	\$12,803.00
Composite Materials Technology	Carbon Fiber Composite Top Mount Wing	Duplessis Associates	Van Buren	Aroostook	\$10,000.00	\$26,423.00
Composite Materials Technology	Composite Skateboard Decks	Saunders Brothers	Westbrook	Cumberland	\$9,055.00	\$9,055.00
Adv. Tech. for Forestry & Agriculture	Organic deer repellent	Coast of Maine Organic Products	Portland	Cumberland	\$5,858.00	\$5,858.00
Information Technology	XhibitNet Education Technology for Science Museums	Image Works	Portland	Cumberland	\$10,000.00	\$16,400.00
Aquaculture and Marine Technology	Gyroscopic Stabilization System for Small Boats	Ship Motion Associates	Portland	Cumberland	\$8,000.00	\$14,125.00
Composite Materials Technology	Market Research for Composite Millwork Technology	New England Classic, LLC	South Portland	Cumberland	\$10,000.00	\$10,780.00
Precision Manufacturing Technology	Clinical Trials of V1000 Floor Model Vision Enhanc	Syris Scientific LLC	Gray	Cumberland	\$9,825.00	\$33,343.00
Precision Manufacturing Technology	Development Award Preparation & Field Trials of DI	Syris Scientific LLC	Gray	Cumberland	\$9,950.00	\$30,857.00
Information Technology	User Generated Captions - Bridging ASL & English	Bridle Learning Tools, LLC	Portland	Cumberland	\$9,000.00	\$14,440.00
Environmental Technology	Stormwater Filter	Vortechnics, Inc.	Scarborough	Cumberland	\$10,000.00	\$19,017.00
Precision Manufacturing Technology	NASA Space Shuttle Upper-Body Fitness Machine	Long Engineering	Portland	Cumberland	\$8,350.00	\$8,350.00
Adv. Tech. for Forestry & Agriculture	Mfg/market analysis of end-grain wood flooring	Kennebec Wood Surfaces	Westbrook	Cumberland	\$10,000.00	\$11,722.00
Biotechnology	SBIR Proposal for Dilated Cardiomyopathy Treatment	Repair, Inc.	Portland	Cumberland	\$6,200.00	\$7,750.00
Information Technology	Integrated Informatics Platform Customer Research	Subtractive Genomics, LLC	Windham	Cumberland	\$7,520.00	\$12,562.00
Composite Materials Technology	Chameleon Designs Apparel	Chameleon Designs	Falmouth	Cumberland	\$10,000.00	\$10,000.00
Composite Materials Technology	NSF SBIR Phase II Proposal Preparation	Applied Thermal Sciences, Inc.	Sanford	Cumberland	\$8,436.00	\$8,436.00
Information Technology	RFID for Animal Tracking	CHIPCO International	Raymond	Cumberland	\$8,000.00	\$11,131.00
Aquaculture and Marine Technology	Improved diets for larval fish culture	MarCal Inc	Portland	Cumberland	\$10,000.00	\$10,000.00
Aquaculture and Marine Technology	Radar Reflective PFD; Fabrication & Final Testing	James J. Soley	Portland	Cumberland	\$10,000.00	\$10,750.00
Aquaculture and Marine Technology	Market Research&Strategy For Marine Holding Tanks	Marine Environments	Biddeford	Cumberland	\$10,000.00	\$12,000.00
Aquaculture and Marine Technology	Develop a Product Prototype for Seafood Pet Treats	Saltwater Marketing, LLC	Portland	Cumberland	\$9,933.00	\$11,215.23
Precision Manufacturing Technology	Position Sensor	Sensordyne LLC	Falmouth	Cumberland	\$0.00	\$12,536.00
Adv. Tech. for Forestry & Agriculture	NSF SBIR Phase I Research Proposal	Sensordyne LLC	Falmouth	Cumberland	\$7,967.00	\$8,927.00
Aquaculture and Marine Technology	Portland Pudgy Survival Dinghy-Pre-manuf. Phase	Hulbert Design	Portland	Cumberland	\$10,000.00	\$17,212.00
Environmental Technology	New Recycled Road Binder & Surface Material	Commercial Paving Co., Inc.	Scarborough	Cumberland	\$10,000.00	\$15,215.00
Precision Manufacturing Technology	Benton Papers Machine	Benton Papers, Inc.	Portland	Cumberland	\$10,000.00	\$52,817.00
Information Technology	Patent & Beta Test New Investment Technology	IdealsWork Inc.	Portland	Cumberland	\$6,098.00	\$19,440.00
Precision Manufacturing Technology	Sports Speed Resistance Trainer	SSRT, LLC	Yarmouth	Cumberland	\$8,075.00	\$9,785.00
Composite Materials Technology	Feasibility of Wood-Component Exterior Trims	Hancock Lumber	Casco	Cumberland	\$9,952.00	\$16,486.00
Information Technology	Multimedia Tools for Deaf Learners through SBIR	Bridle Learning Tools, LLC	Portland	Cumberland	\$3,000.00	\$3,000.00
Environmental Technology	Flow-Optimizing Outlet Control Structure	Vortechnics, Inc.	Scarborough	Cumberland	\$10,000.00	\$10,236.00
Aquaculture and Marine Technology	Business Plan for Aquaculture Organisms for Medical Use	***IN DEFAULT***	Scarborough	Cumberland	\$10,000.00	\$11,400.00
Aquaculture and Marine Technology	Active Marine Radar Life Safety Device	BRIGHT Technologies	Wiscasset	Cumberland	\$7,895.00	\$17,270.00
Biotechnology	Grant Preparation and Submission	Maine Molecular Quality Controls, Inc.	Scarborough	Cumberland	\$6,925.00	\$6,950.00

Seed Grant Recipients

Sector	ProposalName	CompanyName	City	County	AwardAmount	MatchAmount
Adv. Tech. for Forestry & Agriculture	Commercial & Agriculture Testing of Anti-Pest-O	Holy Terra Products, Inc.	Portland	Cumberland	\$10,000.00	\$13,220.00
Composite Materials Technology	Centaur Seaplane Weight Reduction Study	Warrior (Aero-Marine), Inc.	Scarborough	Cumberland	\$10,000.00	\$10,000.00
Precision Manufacturing Technology	Electronically Variable Shear Rate Viscometer	BIODE, Inc.	Westbrook	Cumberland	\$9,972.00	\$22,523.00
Precision Manufacturing Technology	Holographic Lighting	Michael Randazzo	Portland	Cumberland	\$10,000.00	\$15,520.00
Environmental Technology	Terralink s AIDC feasibility analysis	Terralink Software Systems, Inc.	Portland	Cumberland	\$9,850.00	\$12,000.00
Aquaculture and Marine Technology	Develop Prototypes of Flavor Infused Lobster and C	Saltwater Marketing, LLC	Portland	Cumberland	\$9,606.15	\$9,781.00
Composite Materials Technology	Feasibility of Wood Composites Concrete Forms	CLC Forms	Freeport	Cumberland	\$10,000.00	\$10,000.00
Composite Materials Technology	Harbor Technologies proposes prototyping, testing	Harbor Technologies Inc.	Brunswick	Cumberland	\$8,096.24	\$15,821.00
Adv. Tech. for Forestry & Agriculture	NetForms:Marketing Study and Technical Development	NetForms, Inc.	Falmouth	Cumberland	\$9,926.00	\$10,188.00
Biotechnology	Ultra-Low Volume Liquid Delivery Validation	Artel, Inc.	Westbrook	Cumberland	\$7,500.00	\$16,725.00
Aquaculture and Marine Technology	Improve Production Yield and Quality of Lobster an	Saltwater Marketing, LLC	Portland	Cumberland	\$9,300.00	\$13,917.00
Biotechnology	Stereotactic Frame for Brain Surgery	Jeffrey E. Florman, MD	Windham	Cumberland	\$6,040.00	\$6,804.00
Precision Manufacturing Technology	Advanced Buckle Technology Design Project	Advanced Buckle Technology	Falmouth	Cumberland	\$9,500.00	\$11,501.50
Precision Manufacturing Technology	Prototype MEMS chips for testing at Sandia Labs	Fairchild Semiconductor	South Portland	Cumberland	\$10,000.00	\$30,000.00
Precision Manufacturing Technology	Market Research & Patent Protection	C & H Corporation	South Portland	Cumberland	\$9,275.00	\$14,710.50
Precision Manufacturing Technology	Smartiles Sensor Development	Fota, Inc.	Saco	Cumberland	\$10,000.00	\$17,679.00
Aquaculture and Marine Technology	Bioassays for Osmoregulation of Marine Ornamentals	Marical Inc	Portland	Cumberland	\$10,000.00	\$19,136.00
Aquaculture and Marine Technology	Gyroscopic Stabilization System for Small Boats	Ship Motion Associates	Portland	Cumberland	\$10,000.00	\$11,585.00
Information Technology	CRM Software - IP Protection & Business Plan Devel	SpiMark, LLC	South Portland	Cumberland	\$10,000.00	\$14,800.00
Precision Manufacturing Technology	Cast Furniture Joint	Puelle Design	Yarmouth	Cumberland	\$9,530.00	\$17,800.00
Information Technology	SerDes Development Initiative	Quadic Systems, Inc.	South Portland	Cumberland	\$9,800.00	\$9,950.00
Composite Materials Technology	Composite-based Load Cell for Industry	The Montalvo Corporation	Gorham	Cumberland	\$8,000.00	\$8,028.00
Precision Manufacturing Technology	Beta Prototype Thick Layer Metallizer	D2 In-Line Solutions, LLC	Gray	Cumberland	\$10,000.00	\$10,000.00
Environmental Technology	Lab Testing/ Engineering Evaluation of Micro Furna	Energy By Waste, Inc. d/b/a Maine Micro Furnace	Portland	Cumberland	\$10,000.00	\$17,600.00
Information Technology	Mobile Medical Documentation	prachart, Inc.	Cape Elizabeth	Cumberland	\$7,500.00	\$8,187.50
Precision Manufacturing Technology	Work-In-Process Tracking System for Manufacturers	TraxALLmfg	Scarborough	Cumberland	\$8,200.00	\$12,000.00
Precision Manufacturing Technology	Automation and Improvements to Core Technology	EmbedTech Industries	Raymond	Cumberland	\$10,000.00	\$21,344.00
Precision Manufacturing Technology	Abunai Super Tuner	Abunai	Scarborough	Cumberland	\$9,550.00	\$11,425.00
Biotechnology	Prosthetic Fit Quantified via Gait/Socket Pressure	AtlanticProCare	Portland	Cumberland	\$9,040.23	\$20,374.00
Information Technology	Digital Intern Technology Architecture	Digital Intern Services LLC	Cape Elizabeth	Cumberland	\$10,000.00	\$12,125.00
Composite Materials Technology	Extruded Wood-Plastic composite box beam	Maine Wood Innovations, LLC	Orono	Cumberland	\$8,600.00	\$10,000.00
Precision Manufacturing Technology	Simultaneous Measurement Density & Viscosity	BIODE, Inc.	Westbrook	Cumberland	\$10,000.00	\$10,050.00
Biotechnology	Advancement of Medical Visualization Device	Precision Medical Technology, L.L.C.	Cape Neddick	Cumberland	\$9,500.00	\$10,800.00
Environmental Technology	Identifying Sensor Application in the Water Industry	Predictive Control & Sensors, LLC	South Portland	Cumberland	\$10,000.00	\$10,000.00
Aquaculture and Marine Technology	Finalize Product Formulation of a Seafood Based Pet Treat	Saltwater Marketing, LLC	Portland	Cumberland	\$9,981.00	\$10,224.00
Information Technology	New Virtual Industrial Training Software Platform	Power Specialists Associates, Inc.	Somers	Cumberland	\$9,000.00	\$12,320.00
Composite Materials Technology	Paving Product Test; Patent & Trademark Protection	Rampart Bituminous, Inc.	Portland	Cumberland	\$10,000.00	\$10,000.00
Information Technology	Feasibility Test and Analysis of Advanced RFID Man	Tracking Technologies DBA/Traktec	Portland	Cumberland	\$10,000.00	\$14,000.00
Composite Materials Technology	THE FORMATION OF A DESIGN GROUP	Maine Marine Manufacturing, LLC	Portland	Cumberland	\$10,000.00	\$18,200.00
Information Technology	A CAPA System for FDA/ISO regulated manufacturers	Commonwealth Software	Portland	Cumberland	\$9,860.00	\$9,860.00
Information Technology	XhibitNet, Education Technology for Museums	Image Works	Portland	Cumberland	\$10,000.00	\$10,000.00
Precision Manufacturing Technology	Multi-Layer Organic Light Emitting Diode Particles	Maine Lighting Technologies, LLC -Filed	Portland	Cumberland	\$8,800.00	\$9,950.00
Information Technology	Third Generation Acoustic Processor Prototype	Acoustic Processing Technology, Inc.	Scarborough	Cumberland	\$9,500.00	\$14,000.00
Biotechnology	Dynamic Torsional KAFO for Lower Limb Deformities	AtlanticProCare	Portland	Cumberland	\$0.00	\$0.00
Information Technology	Feasibility Test and Analysis of Advanced RFID 2	Tracking Technologies DBA/TrakTec	Portland	Cumberland	\$10,000.00	\$13,750.00
Environmental Technology	First Defense Prototype and Test Unit	Hydro International	Portland	Cumberland	\$9,550.00	\$9,550.00
Precision Manufacturing Technology	3.6 GHz Circular Polarization Parabolic Antenna	mWAVE Industries, LLC	Gorham	Cumberland	\$9,550.00	\$14,750.00
Precision Manufacturing Technology	Commercialization of Compressor Protection System	Refrigeration Technologies	Gorham	Cumberland	\$6,600.00	\$12,436.00
Information Technology	Commercialization Strategy of PAM	Atlantic Green Energy Services (AGES)	Portland	Cumberland	\$10,000.00	\$15,000.00
Aquaculture and Marine Technology	Manufacture (5) live prototype dinghies	PFBco	Freeport	Cumberland	\$10,000.00	\$42,677.00
Precision Manufacturing Technology	System for Applying Coatings to Plastic Parts	D2 Systems	Windham	Cumberland	\$10,000.00	\$10,000.00
Precision Manufacturing Technology	Digital Deep Vein Finder	Syris Scientific LLC	Gray	Cumberland	\$10,000.00	\$10,000.00
Environmental Technology	Class A Pathogen Deactivation - Field Feasibility	KADY International	Scarborough	Cumberland	\$8,000.00	\$41,315.00
Biotechnology	Development of anti-sera to mycobacterial antigens	Chemogen, Inc.	So. Portland	Cumberland	\$10,000.00	\$16,255.00
Environmental Technology	Electronic Reporting System for Small Water Dist.	AEC Engineering	Freeport	Cumberland	\$10,000.00	\$23,100.00

Seed Grant Recipients

Sector	Proposal Name	Company Name	City	County	Award Amount	Match Amount
Precision Manufacturing Technology	Noise Suppression and Speech Enhancement System	Audio D, Ltd.	Scarborough	Cumberland	\$10,000.00	\$12,715.00
Biotechnology	Market Opportunity for Enhanced Biosensor	Artel, Inc.	Westbrook	Cumberland	\$10,000.00	\$13,500.00
Environmental Technology	Microprocessor Control of Electromagnetic Valve	Magnasense LLC	Gorham	Cumberland	\$10,000.00	\$10,000.00
Adv. Tech. for Forestry & Agriculture	Phytase Production in Pichia Using a pGAP Promoter	Protein Scientific, Inc.	Portland	Cumberland	\$10,000.00	\$10,600.00
Aquaculture and Marine Technology	SBIR Proposal for Lobster Bacterial Identification	BioAnalyte Inc.	Portland	Cumberland	\$8,000.00	\$10,000.00
Precision Manufacturing Technology	PSR BUSINESS PLAN DEVELOPMENT	PSR	Portland	Cumberland	\$8,280.00	\$8,280.00
Composite Materials Technology	Faster Coating Process	Lucinda, Inc.	Portland	Cumberland	\$10,000.00	\$51,109.00
Aquaculture and Marine Technology	Pasta Products From Underutilized Lobster&Crab Min	Hancock Gourmet Lobster Company	Topsham	Cumberland	\$9,996.00	\$27,596.00
Environmental Technology	Business Plan Development	Scientific Combustion Engineering, LLC	Portland	Cumberland	\$10,000.00	\$12,010.00
Information Technology	On-Call Technologies, LLC - Seed Grant Proposal	On-Call Technologies, LLC	Portland	Cumberland	\$9,850.00	\$14,500.00
Aquaculture and Marine Technology	Bottom Rack System For Shellfish Aquaculture	Maine Oyster Farms	Freeport	Cumberland	\$2,518.21	\$2,525.16
Information Technology	NoteBuilder Intelligent Annotation Technology	CAD Construction Co., The	Portland	Cumberland	\$10,000.00	\$10,000.00
Biotechnology	Market Research for Alternative Drug Delivery	PharmX Inc.	New Gloucester	Cumberland	\$7,000.00	\$9,710.00
Information Technology	Virtual Trade Show	ShadowCats, LLC	Portland	Cumberland	\$10,000.00	\$10,000.00
Biotechnology	Rapid Test for Indoor Mold Contamination	Beacon Analytical Systems, Inc	Portland	Cumberland	\$10,000.00	\$10,300.00
Adv. Tech. for Forestry & Agriculture	Product Registration and Protection	Holy Terra Products, Inc.	Portland	Cumberland	\$7,000.00	\$100,004.00
Adv. Tech. for Forestry & Agriculture	NCS Advanced Process Control System	Predictive Control & Sensors / formerly Neural Control Systems	So Portland	Cumberland	\$10,000.00	\$12,350.00
Precision Manufacturing Technology	Autoclavable Endoscope Video Coupler	Lighthouse Imaging Corp.	Portland	Cumberland	\$10,000.00	\$14,481.00
Environmental Technology	Feasibility of Vertical Axis Wind Power Generator	Self-Gen Inc.	Scarborough	Cumberland	\$10,000.00	\$10,000.00
Aquaculture and Marine Technology	Radar Reflective Personal Flotation Device (PFD)	James J. Soley	Portland	Cumberland	\$10,000.00	\$10,250.00
Precision Manufacturing Technology	Marketing Plan Assistance for New Mobile AC Power Technology	Raven Technology LLC	Brunswick	Cumberland	\$10,000.00	\$10,000.00
Environmental Technology	Business planning and patent on marine fuel system	Sebek (formerly Benric)	Portland	Cumberland	\$10,000.00	\$10,000.00
Aquaculture and Marine Technology	Portland Pudgy Survival Dinghy	Hulbert Design	Portland	Cumberland	\$10,000.00	\$24,695.00
Environmental Technology	Anti-terrorist Environmental Monitor	Detection Technologies	So. Portland	Cumberland	\$10,000.00	\$25,629.00
Biotechnology	Commercialization of Thrombotic Risk DNA Controls	Maine Molecular Quality Controls, Inc.	Scarborough	Cumberland	\$10,000.00	\$12,096.00
Precision Manufacturing Technology	holographic lighting	Michael Randazzo	Portland	Cumberland	\$10,000.00	\$53,260.00
Information Technology	Telephone Number Preprocessor	Telesyst Group	Portland	Cumberland	\$10,000.00	\$10,000.00
Aquaculture and Marine Technology	Simple Protocol Fluorometer Prototype Development	Superna Environmental Sensors	Gorham	Cumberland	\$10,000.00	\$30,400.00
Information Technology	Intelligent Annotation Phase II	John J. Ossie Consulting	Portland	Cumberland	\$9,984.00	\$9,984.00
Aquaculture and Marine Technology	Preparation of SBIR Proposal for Polyculture	Maine Oyster Farms	Freeport	Cumberland	\$10,000.00	\$34,700.00
Environmental Technology	Sand/Sedimentation Trap System Validation	SeptiTech, Inc.	Gray	Cumberland	\$0.00	\$0.00
Information Technology	Business Plan and Corporate Structuring	IC Solutions Inc.	Portland	Cumberland	\$10,000.00	\$10,500.00
Adv. Tech. for Forestry & Agriculture	Prototype of archive quality enclosure for photos	Sentimental Playground	Raymond	Cumberland	\$10,000.00	\$12,300.00
Precision Manufacturing Technology	Benton Papers Machine	Benton Papers, Inc.	Portland	Cumberland	\$10,000.00	\$140,487.00
Biotechnology	Lactase Microcarriers: A New Food Enzyme Reagent	Protein Scientific, Inc.	Portland	Cumberland	\$0.00	\$0.00
Biotechnology	Novel Reagent Development for Chronic Wasting Disease	New England Rare Reagents	Cape Elizabeth	Cumberland	\$10,000.00	\$17,730.00
Information Technology	CyberSeniors.org commercialization	CyberSeniors	Portland	Cumberland	\$10,000.00	\$10,000.00
Information Technology	Niche Market for wireless technology	Parco Merged Media Corporation	Portland	Cumberland	\$8,000.00	\$6,000.00
Information Technology	Patent Application for the SiteWatch Process	SiteWatch Technologies, LLC	Strong	Franklin	\$6,833.84	\$6,833.84
Composite Materials Technology	Advanced Concepts and Design	Baychar, Inc.	Kingfield	Franklin	\$10,000.00	\$10,800.00
Biotechnology	Market Analysis & SBIR Proposal	Hydro-Photon, Inc.	Blue Hill	Hancock	\$10,000.00	\$10,360.00
Aquaculture and Marine Technology	Drug Development from Fishery Waste in Maine	Coastside Research	Stonington	Hancock	\$10,000.00	\$10,000.00
Precision Manufacturing Technology	Miniature Jewelry Stakes and Anvils	Fretz Goldsmiths	Bucksport	Hancock	\$10,000.00	\$18,677.51
Aquaculture and Marine Technology	Alternative Bait Package for Lobster Fishery II	Lobster Products Inc	Hancock	Hancock	\$9,974.00	\$10,404.00
Biotechnology	Development Award Patent Assistance and Consulting	Coastside Research	Stonington	Hancock	\$10,000.00	\$10,000.00
Composite Materials Technology	Market & Financial Analysis of Carbon Fiber Masts	Black Plastic, LLC.	Bass Harbor	Hancock	\$9,840.00	\$10,525.00
Adv. Tech. for Forestry & Agriculture	Healthy Processing Methods for Maine Foods	Gladstone's Under The Sun	Bar Harbor	Hancock	\$10,000.00	\$10,821.00
Aquaculture and Marine Technology	Improving Quality&Survival of Live Shipped Lobster	Sunshine Seafood, Inc	Stonington	Hancock	\$10,000.00	\$11,807.00
Composite Materials Technology	Technical Analysis for Carbon Fiber Masts	Black Plastic, LLC.	Bass Harbor	Hancock	\$10,000.00	\$13,100.00
Aquaculture and Marine Technology	Development of Submersible Shellfish Raft	Shaba Shellfish, Inc.	Sullivan	Hancock	\$10,000.00	\$30,993.00
Aquaculture and Marine Technology	Development of Seaworm Aquaculture in Maine	Seabait (Maine) LLC	Franklin	Hancock	\$10,000.00	\$12,325.00
Precision Manufacturing Technology	Electronic Pet Door Proposal for Seed Grant Award	Noyes Boatyard and Construction	Sorrento	Hancock	\$10,000.00	\$12,731.00
Aquaculture and Marine Technology	Collection of fine scale bathometric data	Thistle Marine, LLC	Ellsworth	Hancock	\$10,000.00	\$10,000.00
Aquaculture and Marine Technology	Development of Seaworm Aquaculture in Maine Stage2	Seabait (Maine) LLC	Franklin	Hancock	\$10,000.00	\$24,816.00
Aquaculture and Marine Technology	An Alternative Bait Package for the Lobster Fisher	Lobster Products Inc	Hancock	Hancock	\$9,950.00	\$13,745.00

Seed Grant Recipients

Sector	ProposalName	CompanyName	City	County	AwardAmount	MatchAmount
Precision Manufacturing Technology	Dock Sliders	Industrial Dock Equipment	Orland	Hancock	\$9,025.00	\$11,146.00
Adv. Tech. for Forestry & Agriculture	Development/commercialization of Blueberry Dietary Supplement	Indian Meadow Herbs, LLC	Eastbrook	Hancock	\$10,000.00	\$10,000.00
Aquaculture and Marine Technology	Lobster Dealer Data Collection	Thistle Marine, LLC	Ellsworth	Hancock	\$9,500.00	\$10,620.00
Information Technology	3D Apparel Design & Production Software Startup	AeroHydro, Inc.	Harbor	Hancock	\$10,000.00	\$27,200.00
Precision Manufacturing Technology	Electronic Pet Door proposal for Second Seed Grant	Noyes Boatyard and Construction	Sorrento	Hancock	\$10,000.00	\$36,277.20
Aquaculture and Marine Technology	SWIM - Surface Water Informational Mapping	Hillier & Associates, Inc.	Augusta	Kennebec	\$9,700.00	\$24,574.00
Adv. Tech. for Forestry & Agriculture	Value Analysis of Waste Products from Wood Industry	ILC Timberlands	Wayne	Kennebec	\$4,176.00	\$13,000.00
Composite Materials Technology	Commercial development of Ballistic Composite Mat 1	Tex Tech Industries, Inc.	North Monmouth	Kennebec	\$10,000.00	\$16,947.00
Composite Materials Technology	Low Threat Level Ballistic Composite Fabrics	Tex Tech Industries, Inc.	North Monmouth	Kennebec	\$10,000.00	\$11,771.74
Precision Manufacturing Technology	Adjust-It Masonry Wall Bracing Systems	Jakerstin Bracing, Inc.	North Monmouth	Kennebec	\$8,965.00	\$12,545.00
Environmental Technology	Market research for a biofuel home heating service	Frontier Energy, Inc.	China Village	Kennebec	\$9,515.00	\$10,300.50
Information Technology	Market Feasibility for Integrated Avionics Trainer	Global Navigation Services, Inc.	Litchfield	Kennebec	\$8,250.00	\$12,087.50
Adv. Tech. for Forestry & Agriculture	Development of Biodegradable Food Packaging	Cerealis Holdings LLC	Waterville	Kennebec	\$10,000.00	\$16,020.00
Precision Manufacturing Technology	Production Engineering of Canoe Portaging Device	A Up (John B. Nichols)	Winthrop	Kennebec	\$9,500.00	\$11,260.00
Aquaculture and Marine Technology	Bioproducts from land-based algal cultivation	Biological Services, Inc.	Poland	Kennebec	\$8,500.00	\$10,000.00
Composite Materials Technology	High Efficiency Filtration Medium for Power Plants	Tex Tech Industries, Inc.	North Monmouth	Kennebec	\$7,000.00	\$7,000.00
Information Technology	Critical Steps for Virtual Trail Development	Public Service Communications	Waterville	Kennebec	\$9,950.00	\$9,950.00
Composite Materials Technology	Technical Writing Support in Patent App. Process	Tex Tech Industries, Inc.	North Monmouth	Kennebec	\$10,000.00	\$14,592.00
Precision Manufacturing Technology	BTI Alignment Tool Development & Pilot Production	Bending Technologies, Inc.	Waterville	Kennebec	\$10,000.00	\$10,000.00
Aquaculture and Marine Technology	Manufacturing Feasibility Artificial Bait Study-Product Prototype	Maine Beta Bait Co.	Augusta	Kennebec	\$10,000.00	\$10,000.00
Information Technology	Developing the Next-Generation Computer Mouse	Mouse Bungee Company, The	Manchester	Kennebec	\$10,000.00	\$12,000.00
Information Technology	Miningworks Product Development	Miningworks	Sidney	Kennebec	\$10,000.00	\$24,500.00
Composite Materials Technology	Ballistic Pultrusion-Composite Panel	Tex Tech Industries, Inc.	North Monmouth	Kennebec	\$10,000.00	\$17,472.00
Precision Manufacturing Technology	SELF LOCKING BI-DIRECTIONAL LOCK/RELEASE FIXTURE	NUJ-DEER	Augusta	Kennebec	\$10,000.00	\$10,000.00
Information Technology	Phase II SBIR Proposal to USDA: Virtual Trail	Public Service Communications	Waterville	Kennebec	\$5,880.00	\$5,880.00
Information Technology	Miningworks Technology Development and patent	Miningworks	Sidney	Kennebec	\$9,500.00	\$22,500.00
Information Technology	Personal Digital Caregiver (PDC) Market Study	Assistive Care Technologies, Inc.	Rockport	Knox	\$10,000.00	\$10,688.00
Environmental Technology	Solar Concentrator Tile Proof-of-Concept & Patent	Ascendant Energy Company, Inc.	Owls Head	Knox	\$7,920.00	\$13,306.00
Biotechnology	Commercialization/Business Plan Writing for Funds	EchoHeart, LLC	St. George	Knox	\$8,250.00	\$9,119.40
Precision Manufacturing Technology	Cargo Transfer Apparatus & Method; 2nd Seed Grant	Coastwise, Inc.	Rockport	Knox	\$10,000.00	\$10,000.00
Aquaculture and Marine Technology	Marine Safety - Development of a Radar Reflector for	WaveTech Paddling Supplies	Rockland	Knox	\$10,000.00	\$10,000.00
Precision Manufacturing Technology	Market Research for Remote Power Product	Tibbetts Industries, Inc.	Camden	Knox	\$5,076.50	\$5,076.50
Aquaculture and Marine Technology	Development of Sea Urchin Aquaculture in Maine	Friendship International	Camden	Knox	\$10,000.00	\$13,025.00
Environmental Technology	Assemblage Design	Ascendant Energy Company, Inc.	Owls Head	Knox	\$10,000.00	\$10,000.00
Aquaculture and Marine Technology	Feasibility of a Chondrus crispus seaweed fishery	FMC BioPolymer, Rockland Maine Plant	Rockland	Knox	\$10,000.00	\$32,236.00
Information Technology	Know Response Service	Know Technology, LLC	Camden	Knox	\$10,000.00	\$15,200.00
Precision Manufacturing Technology	Cargo Transfer Apparatus & Method aka Container Sled	Coastwise, Inc.	Rockport	Knox	\$10,000.00	\$10,000.00
Information Technology	Estimator Partners Multiple Supplier Project	Builder Partners, LLC	Camden	Knox	\$10,000.00	\$15,000.00
Information Technology	Estimator Partners Market Analysis	Builder Partners, LLC	Camden	Knox	\$7,000.00	\$7,000.00
Biotechnology	Grant Writer for Chemical Process	Quest Chemical, LLC	Islesboro	Knox	\$5,600.00	\$10,531.00
Information Technology	Automated Network & Security Monitoring	Know Technology Group, Inc.	Camden	Knox	\$9,900.00	\$17,308.00
Biotechnology	Development of a Fetal Doppler Transvaginal Probe	EchoHeart, LLC	St. George	Knox	\$8,600.00	\$8,600.00
Environmental Technology	Market Analysis - Levulinic Acid and derivatives	Quest Chemical, LLC	Islesboro	Knox	\$6,400.00	\$10,460.00
Information Technology	Orientation Sensor Patent Applications	Technology Systems, Inc.	Wiscasset	Lincoln	\$9,700.00	\$9,796.00
Adv. Tech. for Forestry & Agriculture	Enhanced Hydrophilic Prepolymer	Rynel, Inc.	Boothbay	Lincoln	\$9,784.00	\$16,169.00
Composite Materials Technology	Preparation of Development Award for tooling of Fr	Hodgdon Yachts, Inc.	East Boothbay	Lincoln	\$0.00	\$0.00
Precision Manufacturing Technology	FlowCAM Commercial & Environmental Use Study	Fluid Imaging Technologies, Inc.	Edgecomb	Lincoln	\$10,000.00	\$12,060.97
Precision Manufacturing Technology	Business Plan Development for Precision Mfg	Downeast Solutions	Whitefield	Lincoln	\$8,670.00	\$13,136.00
Precision Manufacturing Technology	Strategy to Develop Steel Composite Sandwich Panel	Technology Systems, Inc.	Wiscasset	Lincoln	\$9,965.00	\$14,063.00
Composite Materials Technology	The Formation of a Design Team and Maine-based com	Hodgdon Yachts, Inc.	East Boothbay	Lincoln	\$9,750.00	\$39,358.00
Precision Manufacturing Technology	Entry-level, Standard Mix & Dispense Machine	Sheepsfoot Machine Works	Newcastle	Lincoln	\$2,567.14	\$3,661.90
Information Technology	Market Research for Nutrition Education Software	CBE Services Inc.	Wiscasset	Lincoln	\$10,000.00	\$15,034.00
Composite Materials Technology	The Preparation Of a Development Award Application	Hodgdon Yachts, Inc.	East Boothbay	Lincoln	\$9,450.00	\$25,056.00
Adv. Tech. for Forestry & Agriculture	Evaluation of Alternative Plant Propagation Media	Rynel, Inc.	Boothbay	Lincoln	\$10,000.00	\$24,382.00
Information Technology	Improved Life Prediction of Jet Engine Components	Peregrine Consulting, Inc.	Bremen	Lincoln	\$9,007.00	\$9,008.00

Seed Grant Recipients

Sector	ProposalName	CompanyName	City	County	AwardAmount	MatchAmount
Aquaculture and Marine Technology	Cost Effective Microalgae for Bivalve Food	Mook Sea Farm, Inc.	Walpole	Lincoln	\$9,600.00	\$10,196.00
Information Technology	Computer Apparel Business Development	Red Raven	Edgecomb	Lincoln	\$10,000.00	\$10,000.00
Composite Materials Technology	Triumph Composite Bicycle	Aegis Bicycles (Adv. Comp. Engineering)	East Boothbay	Lincoln	\$9,089.00	\$45,824.00
Information Technology	Pilot for Software Use in Seniors Activities	CBE Services Inc	Wiscasset	Lincoln	\$8,850.00	\$8,850.00
Precision Manufacturing Technology	Sheepscot Machine Works - Design New Valves	Sheepscot Machine Works	Newcastle	Lincoln	\$7,155.00	\$7,258.00
Information Technology	Software Product Prototype Design	CBE Services Inc	Wiscasset	Lincoln	\$9,840.00	\$12,260.00
Composite Materials Technology	Adapt new uses of composite reinforced wood lamina	Hodgdon Yachts, Inc.	East Boothbay	Lincoln	\$9,250.00	\$35,523.00
Composite Materials Technology	Feasibility of enhanced wood-plastic composite	Synergistic Composites	Midland	Out of State	\$10,000.00	\$10,881.00
Precision Manufacturing Technology	Design and Fabrication of Beta Biomass Gasifier	River Valley Growth Council	Rumford	Oxford	\$10,000.00	\$11,480.00
Precision Manufacturing Technology	Port-A-Cop a Portable Traffic Signal	Port-A-Lite Industries, Inc.	Rumford	Oxford	\$8,600.00	\$11,860.00
Adv. Tech. for Forestry & Agriculture	Design Research for High End Wood Products	Bethel Furniture Stock, Inc.	Bethel	Oxford	\$10,000.00	\$13,734.00
Adv. Tech. for Forestry & Agriculture	Unique Apple Cider Syrup Research and Development	Apple Acres Farm, Inc	Hiram	Oxford	\$10,000.00	\$18,770.00
Precision Manufacturing Technology	Ceramic core leaching service	New England Castings, LLC	Hiram	Oxford	\$10,000.00	\$21,601.00
Adv. Tech. for Forestry & Agriculture	Pyrolysis Project Planning & Feasibility Study	River Valley Growth Council	Rumford	Oxford	\$10,000.00	\$11,657.34
Adv. Tech. for Forestry & Agriculture	Feasibility Study for ME Potato Vodka Distillation	Maine Distilleries, LLC	Paris	Oxford	\$8,100.00	\$19,593.00
Precision Manufacturing Technology	Non-ferrous Vacuum casting service development	New England Castings, LLC	Hiram	Oxford	\$10,000.00	\$40,000.00
Precision Manufacturing Technology	Iron Mike Close-Range Photogrammetry Verification	New England Castings, LLC	Hiram	Oxford	\$9,740.00	\$9,740.00
Adv. Tech. for Forestry & Agriculture	Market Feasibility Study of Unique Cider Syrup	Apple Acres Farm, Inc	Hiram	Oxford	\$7,630.00	\$9,484.00
Aquaculture and Marine Technology	Portable Breakwater	Cabins To Castles, Inc.	Denmark	Oxford	\$10,000.00	\$10,000.00
Precision Manufacturing Technology	Investment casting co. acquisition financing prep.	New England Castings, LLC	Hiram	Oxford	\$10,000.00	\$10,000.00
Adv. Tech. for Forestry & Agriculture	Maine Wood Artisans competitiveness project	Maine Wood Artisans	Buckfield	Oxford	\$10,000.00	\$10,000.00
Adv. Tech. for Forestry & Agriculture	Market Research of Pre-compressed Wood Products	Bethel Furniture Stock, Inc.	Bethel	Oxford	\$10,000.00	\$10,000.00
Adv. Tech. for Forestry & Agriculture	Super Insulated Housing Initiative	River Valley Growth Council	Rumford	Oxford	\$10,000.00	\$10,871.00
Adv. Tech. for Forestry & Agriculture	Mold Mitigation by Cold Processing of White Pine	Irving Forest Products	Dixfield	Oxford	\$10,000.00	\$16,000.00
Adv. Tech. for Forestry & Agriculture	MWA Certified Wood Research & New Product Proposal	Maine Wood Artisans	Buckfield	Oxford	\$10,000.00	\$10,307.00
Composite Materials Technology	Manufacturing & Repair of Composite Aircraft Parts	Telford Aviation Services, Inc.	Bangor	Penobscot	\$9,583.00	\$10,570.00
Biotechnology	All Natural Insect Repellent 80% Ingrid from Maine	Lewys Eco Blend Inc	Corinna	Penobscot	\$10,000.00	\$15,140.00
Composite Materials Technology	Feasibility of a Wood-Composite I-Joist Plant	University of Maine	Orono	Penobscot	\$10,000.00	\$10,200.00
Precision Manufacturing Technology	Patent Submissions to Protect Viscometer IP	BIODE, Inc.	Bangor	Penobscot	\$10,000.00	\$16,000.00
Aquaculture and Marine Technology	Marine Ornamental Fish Aquaculture in Maine	Sea & Reef Aquaculture	Orono	Penobscot	\$10,000.00	\$65,000.00
Environmental Technology	Waterless Boat Cleaning Technology	Acheron Inc.	Newport	Penobscot	\$8,108.31	\$9,163.10
Environmental Technology	Further Development of New Building System	Access Technology Corporation	Bangor	Penobscot	\$7,200.00	\$7,200.00
Composite Materials Technology	Feasibility of a Composite Boat Ore Plant in North	University of Maine	Orono	Penobscot	\$8,990.00	\$16,720.00
Adv. Tech. for Forestry & Agriculture	Ultrasonic Rotary Pulsation Processing LiquidFood	International Process Equipment & Technology Inc	Jackson	Penobscot	\$10,000.00	\$21,420.00
Aquaculture and Marine Technology	Sonographic Measure of Sea Urchin Roe Feasibility	Sensor Research & Development Corporation	Orono	Penobscot	\$10,000.00	\$20,677.00
Precision Manufacturing Technology	Talon II, A Game Recovery System for Bowhunters	Talon Industries, LLC	Hampden	Penobscot	\$10,000.00	\$18,911.00
Environmental Technology	Oil Filter Drainage	Spill Free Oil Drainage Products, LLC	Bangor	Penobscot	\$9,000.00	\$9,000.00
Composite Materials Technology	Project Revbow: A Revolutionary Archery Concept	Pell Innovations	Orono	Penobscot	\$10,000.00	\$33,433.00
Precision Manufacturing Technology	Development of a prototype HT-MS Instrument	Cutting Edge Technologies	Orono	Penobscot	\$10,000.00	\$18,125.00
Information Technology	SBIR PhaseI Proposal incl. Commercialization Plan	Transpose, LLC	Bangor	Penobscot	\$10,000.00	\$10,258.00
Adv. Tech. for Forestry & Agriculture	Development of retention tech for use in acid papermaking	University of Maine	Orono	Penobscot	\$10,000.00	\$17,897.00
Information Technology	SmartMap: Patent assistance	Intelligent Spatial Technologies	Orono	Penobscot	\$10,000.00	\$12,400.00
Aquaculture and Marine Technology	Maine Coral Aquaculture	Craig Zievis	Clifton	Penobscot	\$10,000.00	\$16,382.00
Adv. Tech. for Forestry & Agriculture	Shelf-stable Salmon Jerky Snack	University of Maine Consumer Testing Center	Orono	Penobscot	\$7,170.00	\$9,740.00
Aquaculture and Marine Technology	Land-Based Halibut Trial	Maine Halibut Farms, LLC	Orono	Penobscot	\$10,000.00	\$38,400.00
Adv. Tech. for Forestry & Agriculture	Initial steps to develop enzyme-assisted pulping	Tethys Research LLC	Bangor	Penobscot	\$9,976.00	\$10,260.00
Composite Materials Technology	Custom made flatware with unique handles created b	Artful Wares, Inc.	Old Town	Penobscot	\$4,175.00	\$4,200.00
Information Technology	Interactive Dance in A Box	Trefoil Corporation	Orono	Penobscot	\$9,748.00	\$11,607.00
Environmental Technology	Market Analysis for an On-Line Oil Quality Monitor	Mainely Sensors, LLC.	Orono	Penobscot	\$10,000.00	\$10,000.00
Precision Manufacturing Technology	Sprouts of Maine Reflector Oven	Sprouts of Maine	Lincoln	Penobscot	\$6,608.00	\$9,700.00
Information Technology	Osprey: An Intelligent Mobile Mapping System	Intelligent Spatial Technologies	Orono	Penobscot	\$7,075.00	\$7,314.56
Environmental Technology	SBIR Phase I Proposal Development for EMAT Sensors	Mainely Sensors, LLC.	Orono	Penobscot	\$10,000.00	\$10,000.00
Precision Manufacturing Technology	Market Research for Mass Spectrometer Technologies	Stillwater Scientific Instruments	Orono	Penobscot	\$9,385.00	\$10,202.00
Composite Materials Technology	Design improvements of Maine Patented Kayak Paddle	Grant Safety Products Inc (GSP)	Orrington	Penobscot	\$8,440.00	\$11,390.00
Adv. Tech. for Forestry & Agriculture	Market Study Quality Improvement Technology	The Johnston Dandy Company	Lincoln	Penobscot	\$10,000.00	\$12,929.43

Seed Grant Recipients

Sector	ProposalName	CompanyName	City	County	AwardAmount	MatchAmount
Precision Manufacturing Technology	Game-tracking Transmitter Frequency Study	Talon Industries, LLC	Hampden	Penobscot	\$5,000.00	\$5,000.00
Environmental Technology	Oil Filter Drainage Product	Spill Free Oil Drainage Products, LLC	Bangor	Penobscot	\$7,500.00	\$7,500.00
Precision Manufacturing Technology	Market Options Study - Aircraft Maintenance Stands	Telford Aviation Services, Inc.	Bangor	Penobscot	\$10,000.00	\$10,000.00
Adv. Tech. for Forestry & Agriculture	Development of a viability test for bovine embryos	University of Maine	Holden	Penobscot	\$10,000.00	\$12,400.00
Environmental Technology	NSF SBIR Phase II (\$500,000) Proposal Preparation	Brims Ness Corporation	Millinocket	Penobscot	\$6,500.00	\$12,000.00
Information Technology	Video Over IP	Trefoil Corporation	Orono	Penobscot	\$9,600.00	\$9,600.00
Aquaculture and Marine Technology	Pastas from Underutilized Lobster and Crab Mince	University of Maine	Orono	Penobscot	\$10,000.00	\$14,175.00
Environmental Technology	Determination of Levels of Dioxin and PCBs in Natural Water Using Immunoassay	University of Maine	Orono	Penobscot	\$10,000.00	\$15,200.00
Environmental Technology	Advanced Recycling Technology	J & J Auto Salvage	Orrington	Penobscot	\$0.00	\$0.00
Aquaculture and Marine Technology	Uses for Adv. Wood Composites in the Lobster Indus	University of Maine	Orono	Penobscot	\$10,000.00	\$10,000.00
Information Technology	Adaptive Data Capture System for Medical Imaging	Red Rock Computer Design	Carmel	Penobscot	\$7,964.00	\$10,000.00
Information Technology	Electronic Student Portfolio Software	Trefoil Corporation	Orono	Penobscot	\$10,000.00	\$10,000.00
Aquaculture and Marine Technology	Adapting Successful Aquaculture Technology Locally	Maine Bay Eels	Hermon	Penobscot	\$10,000.00	\$25,213.00
Precision Manufacturing Technology	Fabric Materials Testing System	Sensor Research & Development Corporation	Orono	Penobscot	\$10,000.00	\$10,000.00
Environmental Technology	Lumeloid Prototype Development	Ayers Island, LLC	Orono	Penobscot	\$10,000.00	\$10,000.00
Biotechnology	Clinical Study for Soft Tissue Pain Imaging	Access Wellness Diagnostic Technologies	Bangor	Penobscot	\$10,000.00	\$23,700.00
Environmental Technology	Spill Free Oil Drainage Products	Spill Free Oil Drainage Products, LLC	Bangor	Penobscot	\$10,000.00	\$10,000.00
Precision Manufacturing Technology	Brewster Angle Refractometer	Electro Optical Instruments	Lincoln	Penobscot	\$10,000.00	\$17,850.00
Adv. Tech. for Forestry & Agriculture	Horticultural Database for Plant Info. & Marketing	Trefoil Corporation	Orono	Penobscot	\$10,000.00	\$11,067.00
Adv. Tech. for Forestry & Agriculture	Prototype Injection System for Lobster Freezing	University of Maine	Orono	Penobscot	\$10,000.00	\$14,000.00
Information Technology	Adaptive Computerized Vocabulary Inventory	Trefoil Corporation	Orono	Penobscot	\$9,875.00	\$11,899.00
Biotechnology	Analysis of Modifications of a Drug-like Molecule	Tethys Research LLC	Bangor	Penobscot	\$10,000.00	\$10,000.00
Precision Manufacturing Technology	Sproul Reflector Oven	Sprouls of Maine	Lincoln	Penobscot	\$9,100.00	\$13,600.00
Precision Manufacturing Technology	In-Line Humidity Sensor Market Study	Sensor Research & Development Corporation	Orono	Penobscot	\$10,000.00	\$16,615.00
Biotechnology	Blueberry Dietary Supplements and Human Cognition	Eastern Maine Medical Center	Bangor	Penobscot	\$10,000.00	\$96,685.00
Environmental Technology	Superinsulated Building Blocks Using Recycled Foam	Access Technology Corporation	Bangor	Penobscot	\$10,000.00	\$10,584.00
Environmental Technology	Spill Free Oil Drainage Products	Spill Free Oil Drainage Products, LLC	Bangor	Penobscot	\$10,000.00	\$10,000.00
Precision Manufacturing Technology	The Talon; A Game Recovery System for Bowhunters	Talon Industries, LLC	Hampden	Penobscot	\$10,000.00	\$16,060.00
Aquaculture and Marine Technology	Maine Autonomous Underwater Vehicle Co, LLC	Maine Autonomous Underwater Vehicle Company, LLC	Orono	Penobscot	\$9,950.00	\$9,950.00
Environmental Technology	MIPS/MEMS Sensors to Detect Airborne Contaminants	Brims Ness Corporation	Millinocket	Penobscot	\$10,000.00	\$23,147.00
Information Technology	Patent Protection for IT for Online Communities	Transpose, LLC	Bangor	Penobscot	\$10,000.00	\$14,457.00
Precision Manufacturing Technology	Incubation of Mainely Sensor	Mainely Sensors, LLC.	Orono	Penobscot	\$10,000.00	\$15,750.00
Information Technology	Cooler Solution	Mid-Coast Services Corp.	Bath	Sagadahoc	\$8,000.00	\$0.00
Adv. Tech. for Forestry & Agriculture	Automated Stabilized Media Insertion System	Rynel, Inc.	Boothbay	Sagadahoc	\$9,700.00	\$9,700.00
Composite Materials Technology	Waveonics Company Product Development	Waveonics	Georgetown	Sagadahoc	\$10,000.00	\$13,777.00
Environmental Technology	Organization for a Biodiesel Production Facility	Wright-Pierce	Topsham	Sagadahoc	\$10,000.00	\$10,098.00
Information Technology	Diagram Rating System - Initial Commercialization	Chadwick & Whitaker, LLC	Bath	Sagadahoc	\$10,000.00	\$10,046.00
Aquaculture and Marine Technology	Testing of Patented Fuel-water Separator	Filtration One	Woolwich	Sagadahoc	\$10,000.00	\$130,374.00
Composite Materials Technology	In-Mold Process Heating for Fiberglass Tooling.	Maine Composites, Inc.	Richmond	Sagadahoc	\$6,665.00	\$6,665.00
Aquaculture and Marine Technology	Market Analysis for Shellfish Health Services	Micro Technologies (Formerly Veripharm)	Richmond	Sagadahoc	\$9,312.00	\$9,462.00
Composite Materials Technology	Develop High Temp/Load Resistant Composite Panels	John J. McMullen Associates, Inc.	Bath	Sagadahoc	\$10,000.00	\$10,000.00
Precision Manufacturing Technology	Wi-Fi Wall Station	Ergometry Design	Bowdoinham	Sagadahoc	\$9,520.00	\$12,090.00
Composite Materials Technology	Commercialization of Composite Bow-Mounted Rigger	Elite Boatworks	Topsham	Sagadahoc	\$10,000.00	\$10,200.00
Aquaculture and Marine Technology	Prototype development for tank-based shrimp farm	Shrimp Under Glass, Inc.	Harpwell	Sagadahoc	\$10,000.00	\$50,000.00
Information Technology	Business Development for Mobile TIPSS	Bigge Defense, LLC	Bath	Sagadahoc	\$7,200.00	\$7,650.00
Environmental Technology	Market Research For Environmental Project	Mercer Motor Works	Norridgewock	Somerset	\$9,875.00	\$10,232.00
Composite Materials Technology	New wood composite material for the food industry	Solon Manufacturing Company	Skowhegan	Somerset	\$10,000.00	\$10,000.00
Precision Manufacturing Technology	Machine To Automate Mfg. Process For Wire Swabs	Solon Manufacturing Company	Skowhegan	Somerset	\$10,000.00	\$27,471.30
Environmental Technology	Beta Test & Write Business Plan-Mercer Motor Works	Mercer Motor Works	Norridgewock	Somerset	\$7,418.98	\$7,418.98
Aquaculture and Marine Technology	NIST ATP Proposal Preparation	Maine BioTek, Inc.	Winterport	Waldo	\$5,210.00	\$15,210.00
Information Technology	E-learning Software	Beolta Group, Inc.	Belfast	Waldo	\$5,275.00	\$5,731.00
Aquaculture and Marine Technology	Commercialization Plan for ISA Virus Vaccine	Maine BioTek, Inc.	Winterport	Waldo	\$8,500.00	\$10,800.00
Adv. Tech. for Forestry & Agriculture	Priming Plant	Robbins Lumber	Searsmont	Waldo	\$0.00	\$0.00
Environmental Technology	Market Analysis and Comprehensive Business Plan	Sol-Air Company	Belfast	Waldo	\$5,500.00	\$6,800.00
Aquaculture and Marine Technology	IHN Virus Vaccine	Maine BioTek, Inc.	Winterport	Waldo	\$5,605.00	\$5,904.00

Seed Grant Recipients

Sector	ProposalName	CompanyName	City	County	AwardAmount	MatchAmount
Aquaculture and Marine Technology	Isolation of Wild Benthic Diatoms	R. J. Peacock Canning Company	Lubec	Washington	\$10,000.00	\$11,000.00
Aquaculture and Marine Technology	Feasibility of Harvest of Soft Shell Green Crabs	Beals Island Reg. Shellfish Hatchery	Beals	Washington	\$10,000.00	\$10,500.00
Biotechnology	Prototype Development and Proposal Consulting	Coastside Research	Stonington	Washington	\$9,800.00	\$24,269.15
Biotechnology	Development of Frozen Sea Urchin Roe	R. J. Peacock Canning Company	Lubec	Washington	\$10,000.00	\$10,049.50
Environmental Technology	Incubation of Orono Spectral Solutions	Orono Spectral Solutions	Orono	Washington	\$10,000.00	\$10,000.00
Adv. Tech. for Forestry & Agriculture	Design of an Innovative In-Silo Composting System	Sunrise Composting	Addison	Washington	\$9,985.00	\$9,985.00
Aquaculture and Marine Technology	Field-based nurseries for juvenile lobsters	Downeast Institute for Applied Marine Research & Education	Machias	Washington	\$10,000.00	\$11,285.00
Biotechnology	Freezing Fertilized Sea Urchin Eggs Cryogenically	R. J. Peacock Canning Company	Lubec	Washington	\$10,000.00	\$12,202.00
Aquaculture and Marine Technology	Culturing Clams in a Shallow Water Trough System	Federal Harbor Farms	Lubec	Washington	\$10,000.00	\$10,470.00
Aquaculture and Marine Technology	A Novel Approach To Adding Value to Blue Mussels	Moosabec Mussels, Inc.	Jonesport	Washington	\$10,000.00	\$24,655.00
Aquaculture and Marine Technology	Substrate Materials for Juvenile Sea Urchins	R. J. Peacock Canning Company	Lubec	Washington	\$10,000.00	\$13,704.09
Composite Materials Technology	Carbon Nanotube Synthesis Demonstration	Applied Thermal Sciences, Inc.	Sanford	York	\$9,985.00	\$10,758.00
Aquaculture and Marine Technology	Marine Safety recovery device	Mahoney Marine	York Harbor	York	\$10,000.00	\$10,000.00
Adv. Tech. for Forestry & Agriculture	New Product to Create Strength in Apple Industry	Apple Acres Farm, Inc.	South Hiram	York	\$7,710.50	\$7,710.50
Composite Materials Technology	equine mkt res to support comm. of composite prod.	Correct Building Products	Biddeford	York	\$8,300.00	\$8,300.00
Biotechnology	Medical Visualization Device	Precision Medical Technology, L.L.C.	Cape Neddick	York	\$9,600.00	\$11,600.00
Adv. Tech. for Forestry & Agriculture	Apple Parer/slicer/corer for Grower-processors.	Sunnybrook Farm Orchard, Inc.	East Waterboro	York	\$10,000.00	\$31,173.00
Environmental Technology	Acoustical-Noise Abatement Window Insert	Petit Industries, Inc.	Biddeford	York	\$10,000.00	\$14,593.00
Precision Manufacturing Technology	Cavitation Machining Prototype Development	NanoSpire, Inc.	Buxton	York	\$10,000.00	\$14,000.00
Aquaculture and Marine Technology	Marine Touch Tank Commercialization Strategy	Marine Environments	Biddeford	York	\$5,000.00	\$10,454.00
Aquaculture and Marine Technology	SBIR: Antibody technologies as a rapid evaluation	Spinney Creek Shellfish, Inc.	Eliot	York	\$0.00	\$0.00
Aquaculture and Marine Technology	Business Plan Development for Mahoney Marine MSRD	Mahoney Marine	York Harbor	York	\$9,600.00	\$11,500.00
Composite Materials Technology	Evaluation of New Type of Composite Lumber	Correct Building Products	Biddeford	York	\$9,200.00	\$9,840.00
Composite Materials Technology	Carbon Nanotube Production Trials	Applied Thermal Sciences, Inc.	Sanford	York	\$10,000.00	\$10,000.00
Aquaculture and Marine Technology	Curvium differential pulley	John Gareth Hughes	Wells	York	\$3,400.00	\$4,020.00
Precision Manufacturing Technology	RVM Development, Patent and Marketing	Count & Crush Systems, Inc.	Biddeford Pool	York	\$10,000.00	\$10,000.00
Information Technology	Automated Idea Brokerage System (AIBS)	New Hope Products Company, Inc.	Biddeford	York	\$10,000.00	\$29,630.00
Aquaculture and Marine Technology	Mussel Handling System	SeaWorks	South Berwick	York	\$6,683.00	\$10,000.00
Information Technology	Practical Project Management (PPM) Prototype	TSI Systems	South Berwick	York	\$10,000.00	\$38,507.00
Aquaculture and Marine Technology	Development of Syntactic Foam Composite Beams	Flotation Technologies	Biddeford	York	\$6,516.00	\$7,118.00
Aquaculture and Marine Technology	1st Commercial Screening Prog. for V. vulnificus	Spinney Creek Shellfish, Inc.	Eliot	York	\$10,000.00	\$12,550.00
Composite Materials Technology	NSF SBIR Phase II Proposal Preparation	Applied Thermal Sciences, Inc.	Sanford	York	\$6,000.00	\$6,125.00
Precision Manufacturing Technology	Exploration of Novel DVD Bonding Technology	Seag Hamatech, Inc.	Saco	York	\$3,352.00	\$5,000.00
Biotechnology	Centrifugal Spin Coater for BioCompact Disc	Seag Hamatech, Inc.	Saco	York	\$0.00	\$0.00
Precision Manufacturing Technology	Metallizer Development Exploration	Seag Hamatech, Inc.	Saco	York	\$0.00	\$0.00
Environmental Technology	Emission Reduction & Fuel Conservation Technology	SHEP Technology, Inc.	Eliot	York	\$10,000.00	\$15,000.00
Composite Materials Technology	Pursuit of Building Code Listings for CorrectDeck	Correct Building Products	Biddeford	York	\$10,000.00	\$10,000.00
Adv. Tech. for Forestry & Agriculture	Paper Sludge Conversion	Corcoran Environmental Services, Inc.	W. Kennebunk	York	\$8,000.00	\$9,500.00
Precision Manufacturing Technology	Non-Contact Substrate Handling Device	Seag Hamatech, Inc.	Saco	York	\$0.00	\$0.00
Adv. Tech. for Forestry & Agriculture	Temp-Guard Technology Prototype Test & Evaluation	Synchronicity	Kennebunk	York	\$10,000.00	\$33,451.00
Information Technology	Business and Marketing Plan Development for PPM	TSI Systems	South Berwick	York	\$10,000.00	\$15,810.00
Aquaculture and Marine Technology	Assit. for Prep. of SBIR Phase I Prop. to U.S. FDA	Spinney Creek Shellfish, Inc.	Eliot	York	\$5,832.00	\$5,832.00
Biotechnology	Business Plan Development for Cavitation Nano-CNC	NanoSpire, Inc.	Buxton	York	\$10,000.00	\$10,000.00
Composite Materials Technology	STTR Phase I Proposal Preparation	Applied Thermal Sciences, Inc.	Sanford	York	\$9,998.00	\$10,298.00
Adv. Tech. for Forestry & Agriculture	Temp-Guard Material Selection & Math Model Dev.	Synchronicity	Kennebunk	York	\$10,000.00	\$16,874.00
Adv. Tech. for Forestry & Agriculture	Fresh-cut Apple Coating Process R & D	McDougal Orchards LLC	Springvale	York	\$8,730.00	\$8,730.00
Composite Materials Technology	Densification of Gates Waste	Correct Building Products	Biddeford	York	\$4,900.00	\$4,800.00
Aquaculture and Marine Technology	Validation of New Methodology for Shellfish Meat T	Spinney Creek Shellfish, Inc.	Eliot	York	\$5,486.00	\$5,820.00
Precision Manufacturing Technology	Smartlites Prototype Development and Beta Testing	Fota, Inc.	Eliot	York	\$9,850.00	\$15,997.00
Aquaculture and Marine Technology	Investigation of Probiotics for Vv Removal	Spinney Creek Shellfish, Inc.	Saco	York	\$10,000.00	\$20,225.00
Biotechnology	Development of Continuous Monitor for Pesticides	Hydrophix Corporation	Saco	York	\$6,686.00	\$5,686.00

Development Award and Performance Grant Recipients

Sector	ProposalName	CompanyName	City	County	AwardAmount	MatchAmount
Environmental Technology	CR2 Snow Removal System	Sno Tech, Inc.	Auburn	Androscoggin	\$94,000.00	\$600,000.00
Environmental Technology	Semi-Auto Linear Flow Through Finger Jointing System	Auburn Machinery, Inc.	Lewiston	Androscoggin	\$47,500.00	\$70,000.00
Biotechnology	Direct antigen test for Johnes disease	Chemogen, Inc.	So. Portland	Cumberland	\$100,000.00	\$100,000.00
Adv. Tech. for Forestry & Agriculture	Improved Production of a Novel Phytase Feed Enzyme	Protein Scientific, Inc.	Portland	Cumberland	\$100,000.00	\$110,000.00
Aquaculture and Marine Technology	New Technologies for Improved Salmonid Performance	MariCal Inc	Portland	Cumberland	\$500,000.00	\$900,000.00
Biotechnology	Direct antigen test for diagnosis of tuberculosis	Chemogen, Inc.	So. Portland	Cumberland	\$98,846.00	\$236,493.00
Precision Manufacturing Technology	Endoscope Analyzer	Lighthouse Imaging Corp.	Portland	Cumberland	\$155,066.00	\$182,347.00
Precision Manufacturing Technology	Development of New AC Power Technology	Raven Technology LLC	Brunswick	Cumberland	\$399,999.00	\$587,672.00
Biotechnology	Production of the recombinant 38-kDa TB antigen	Chemogen, Inc.	So. Portland	Cumberland	\$96,491.00	\$102,555.00
Environmental Technology	Stormwater Debris Removal System	Vortechnics, Inc.	Scarborough	Cumberland	\$199,087.00	\$218,087.00
Biotechnology	Rapid TB Test	Binax, Inc.	Portland	Cumberland	\$308,198.00	\$308,198.00
Composite Materials Technology	The CENTAUR Demonstrator Program	Warrior (Aero-Marine), Inc.	Scarborough	Cumberland	\$500,000.00	\$600,000.00
Information Technology	Quantix Financial Modeling Software	subx, inc.	Portland	Cumberland	\$365,759.00	\$365,759.00
Biotechnology	Development of a Liquid/Solid Technology for Pharm Apps	PharmX Inc.	New Gloucester	Cumberland	\$333,000.00	\$386,125.00
Biotechnology	Nisin-based Treatment for Bovine Mastitis (Mast Out	ImmuCell Corp.	Portland	Cumberland	\$400,000.00	\$1,100,000.00
Biotechnology	Calibration Verification / Linearity Project	Maine Standards Company, LLC	Windham	Cumberland	\$96,598.00	\$96,598.00
Precision Manufacturing Technology	Commercialization of Solid State Viscometer	BIODE, Inc.	Westbrook	Cumberland	\$80,055.00	\$89,975.00
Information Technology	Pilot Programs for New Investment Technology	IdealsWork Inc.	Portland	Cumberland	\$333,698.00	\$367,337.00
Environmental Technology	Terralink Data Exchange TDX	Terralink Software Systems, Inc.	Portland	Cumberland	\$492,402.00	\$492,402.00
Precision Manufacturing Technology	Second Generation Solid State Viscometer	BIODE, Inc.	Westbrook	Cumberland	\$414,400.00	\$416,938.00
Environmental Technology	TAXI	Terralink Software Systems, Inc.	Portland	Cumberland	\$89,999.00	\$90,000.00
Biotechnology	MOLECULAR INFECTIOUS DISEASE CONTROLS	Maine Molecular Quality Controls, Inc.	Scarborough	Cumberland	\$139,265.00	\$156,202.00
Composite Materials Technology	Steel reinforced composite piling development	Harbor Technologies Inc.	Brunswick	Cumberland	\$250,000.00	\$532,374.00
Biotechnology	Pivotal safety and efficacy trials for Mast Out	ImmuCell Corp.	Portland	Cumberland	\$0.00	\$0.00
Precision Manufacturing Technology	High Density Multichannel Verification System	Artel, Inc.	Westbrook	Cumberland	\$210,120.00	\$218,441.00
Composite Materials Technology	Composite-Based Load Cell for Industry - Phase I	The Montalvo Corporation	Gorham	Cumberland	\$85,000.00	\$125,503.00
Aquaculture and Marine Technology	Growth of Marine Ornamentals in Dilute Seawater	MariCal Inc	Portland	Cumberland	\$111,652.00	\$245,660.00
Biotechnology	FRIL-Based Drugs for Tissue Protection and Repair	Phylogix, Inc.	Scarborough	Cumberland	\$494,680.00	\$689,402.00
Precision Manufacturing Technology	Multi-Channel Liquid Volume Verification System	Artel, Inc.	Westbrook	Cumberland	\$392,000.00	\$400,585.00
Biotechnology	Clinical Diagnostic Test Kits for Emerging Global	Beacon Analytical Systems, Inc	Portland	Cumberland	\$104,776.00	\$118,958.00
Biotechnology	Stabilized Nucleic Acid for Use as Diagnostic Controls	Maine Molecular Quality Controls, Inc.	Scarborough	Cumberland	\$79,998.99	\$80,000.00
Precision Manufacturing Technology	Portable Electrochemical Oxygen Concentrator	Breathing Partners, LLC / Contemporary Products, Inc.	Portland	Cumberland	\$78,366.50	\$126,335.00
Environmental Technology	Boat refueling spill prevention device: commercialization	Sebek (formerly Benric)	Portland	Cumberland	\$45,000.00	\$52,558.00
Precision Manufacturing Technology	Pipette Calibration System for Regulated Laboratories	Artel, Inc.	Westbrook	Cumberland	\$100,000.00	\$241,353.55
Information Technology	oi2.com broad band content syndication tools	OI Interactive, LLC d/b/a oi2.com		Cumberland	\$100,000.00	\$100,000.00
Biotechnology	Feasibility of using FRIL as Chemoprotective Agent	Phylogix, Inc.	Scarborough	Cumberland	\$100,000.00	\$100,000.00
Precision Manufacturing Technology	Wireless Broadband Product Line Development	Gabriel Electronics, Inc		Cumberland	\$59,440.00	\$60,000.00
Biotechnology	Multi-Analyte Dipstick Tests for Detecting GMO's	EnviroLogix Inc.	Portland	Cumberland	\$45,000.00	\$85,000.00
Information Technology	Dalmatian	Terralink Software Systems, Inc.	Portland	Cumberland	\$65,000.00	\$65,000.00
Environmental Technology	Septic System Pretreatment	Sweet Associates/Aeration Systems	Falmouth	Cumberland	\$7,500.00	\$20,250.00
Environmental Technology	Immunoassay Screening for Dioxin and Related Compounds	CAPE Technologies	So. Portland	Cumberland	\$0.00	\$0.00
Information Technology	WEB based e-commerce information services and guidebooks	Maine Vertical	Portland	Cumberland	\$54,019.00	\$73,961.00
Biotechnology	Developmt. of Novel Quantitative IVD-Platform using Paramagnetic Label	Binax, Inc.	Portland	Cumberland	\$89,000.00	\$100,000.00
Precision Manufacturing Technology	Beta-test for Mobile AC Electrical Generators	Raven Technology LLC	Brunswick	Cumberland	\$100,000.00	\$249,000.00
Precision Manufacturing Technology	Process Control Viscosity Monitor for Precision Screen Printing of	BIODE, Inc.	Westbrook	Cumberland	\$100,000.00	\$128,966.53
Aquaculture and Marine Technology	Beta Testing of APS Super Smolt Process for Atlantic Salmon	MariCal Inc	Portland	Cumberland	\$100,000.00	\$265,000.00
Aquaculture and Marine Technology	Industry Based Data Collection & Analysis	Thistle Marine, LLC	Ellsworth	Hancock	\$89,876.00	\$110,000.00
Information Technology	3D Apparel Design & Production Software	D-Three Software, Inc.	Southwest Harbor	Hancock	\$441,685.00	\$759,646.00
Aquaculture and Marine Technology	Demonstration of Seaworm Aquaculture in Maine	Seabait (Maine) LLC	Franklin	Hancock	\$485,000.00	\$743,680.00
Biotechnology	Drug Development from Maine Fishery Waste	Coastside Research	Stonington	Hancock	\$485,000.00	\$485,000.00
Aquaculture and Marine Technology	Small-scale Marine Polyculture	Blue Hill Algae Co.	East Blue Hill	Hancock	\$15,980.00	\$15,980.00

Development Award and Performance Grant Recipients

Sector	ProposalName	CompanyName	City	County	AwardAmount	MatchAmount
Biotechnology	Beta Testing & Certification of the Steri-Pen	Hydro-Photon, Inc.	Blue Hill	Hancock	\$30,000.00	\$30,000.00
Composite Materials Technology	Wood Core Composite Crane Mats	Kenway Corporation	Augusta	Kennebec	\$99,999.50	\$100,000.00
Composite Materials Technology	Continuously monitored Composite Double Wall pipe	Kenway Corporation	Augusta	Kennebec	\$100,000.00	\$100,000.00
Aquaculture and Marine Technology	A New Method for Selling Mussels in Retail Markets	Great Eastern Mussel Farms, Inc.	Tenants Harbor	Knox	\$40,000.00	\$40,600.00
Information Technology	Looksea Recreational	Technology Systems, Inc.	Wiscasset	Lincoln	\$257,678.00	\$257,678.00
Composite Materials Technology	Commercialization of the design for the Mk V Replacement	Maine Marine Manufacturing (Hodgdon Yachts)	East Boothbay	Lincoln	\$245,513.00	\$247,613.00
Precision Manufacturing Technology	Laser Welded Steel Panel Mfg. Process Development	Technology Systems, Inc.	Wiscasset	Lincoln	\$249,764.00	\$249,839.00
Composite Materials Technology	The Orion Project	Northern Spars	Westport	Lincoln	\$71,500.00	\$100,000.00
Aquaculture and Marine Technology	Development of an Automate Submersible Microscope - FlowCAM	Fluid Imaging Technologies, Inc.	Edgecomb	Lincoln	\$50,000.00	\$50,000.00
Information Technology	Maritime Asset Tracking System (MATS)	Technology Systems, Inc.	Wiscasset	Lincoln	\$99,972.00	\$99,996.00
Information Technology	Augmented Reality (PAR)	Technology Systems, Inc.	Wiscasset	Lincoln	\$99,972.00	\$99,994.00
Aquaculture and Marine Technology	Enhancing Sea Urchin Roe for the Sushi Market	Acadia Seafood International, Inc.	Waipole	Lincoln	\$40,332.79	\$40,332.79
Precision Manufacturing Technology	Vacuum casting/solid mold service development	New England Castings, LLC	Hiram	Oxford	\$476,000.00	\$609,123.00
Adv. Tech. for Forestry & Agriculture	Solid Wood Precompression Bending System	Bethel Furniture Stock, Inc.	Bethel	Oxford	\$100,000.70	\$282,000.00
Environmental Technology	Ultra-Trace Mercury Sensor	Sensor Research & Development Corporation	Orono	Penobscot	\$99,880.00	\$111,729.00
Information Technology	Analyzers using Statistical Methods with PRBS-TOF	Stillwater Scientific Instruments	Orono	Penobscot	\$237,140.00	\$237,375.00
Biotechnology	Diagnostic Device for Soft Tissue Injury	Access Wellness Diagnostic Technologies	Bangor	Penobscot	\$100,000.00	\$100,000.00
Environmental Technology	Development of Cast Metal Products	Spill Free Oil Drainage Products, LLC	Bangor	Penobscot	\$97,100.00	\$69,055.00
Biotechnology	Diagnostic Device for Soft Tissue Injury	Access Wellness Diagnostic Technologies	Bangor	Penobscot	\$0.00	\$0.00
Information Technology	Osprey - an Intelligent Mobile Mapping System	Intelligent Spatial Technologies	Orono	Penobscot	\$209,932.00	\$217,984.00
Environmental Technology	Water quality monitor for ultra-pure water system	Brims Ness Corporation	Millinocket	Penobscot	\$100,000.00	\$159,400.00
Precision Manufacturing Technology	Advanced Joint Structures for Aircraft	Pepin Associates, Inc.	Greenville	Piscataquis	\$111,000.00	\$111,018.00
Composite Materials Technology	Advanced Preform for Complex Shaped Structures	Pepin Associates, Inc.	Greenville	Piscataquis	\$200,000.00	\$200,000.00
Precision Manufacturing Technology	Hybrid Containment - Fire Barrier Structure	Pepin Associates, Inc.	Greenville	Piscataquis	\$100,000.00	\$100,000.00
Composite Materials Technology	Technology Development for Carbon Spars	Maine Composites, Inc.	Richmond	Sagadahoc	\$180,000.00	\$180,000.00
Composite Materials Technology	Cost Effective Multiaxial Carbon Fabrics	Brunswick Technologies, Inc.	Brunswick	Sagadahoc	\$0.00	\$0.00
Aquaculture and Marine Technology	Optimization of ReproBoost: A study to refine production	Micro Technologies (Formerly Veripharm)	Richmond	Sagadahoc	\$26,066.00	\$38,379.00
Adv. Tech. for Forestry & Agriculture	Dev. of New Retention Technology for Papermaking	University of Maine	Orono	Somerset	\$22,864.00	\$32,291.00
Environmental Technology	Ultrasonic Rotary Pulsation Treatment Wastewater	International Process Equipment & Technology Inc	Jackson	Waldo	\$116,324.00	\$146,688.00
Aquaculture and Marine Technology	Development of Commercial-Scale Sea Urchin Culture	R. J. Peacock Canning Company	Lubec	Washington	\$247,743.00	\$256,711.00
Aquaculture and Marine Technology	Development of Hatchery Techniques for Sea Urchins	R. J. Peacock Canning Company	Lubec	Washington	\$99,938.00	\$140,807.00
Adv. Tech. for Forestry & Agriculture	A Walk Behind Wild Blueberry & Cranberry Harvester for small growers	Maine Blueberry Equipment Co.	Columbia Falls	Washington	\$90,000.00	\$131,223.00
Composite Materials Technology	High Power Laser Precision Manufacturing Technology	Applied Thermal Sciences, Inc.	Sanford	York	\$280,000.00	\$1,431,321.00
Environmental Technology	Emission Reduction & Fuel Conservation Technology	SHEP Technology, Inc.	Eliot	York	\$0.00	\$0.00
Biotechnology	CoFoam-based Continuous Enzyme Reactor	Hydrophilix Corporation	Saco	York	\$10,688.54	\$205,765.00
Precision Manufacturing Technology	Precision Manufacture of Innovative Valve Actuator	MaxTorque, LLC	Limerick	York	\$311,315.00	\$440,412.00
Aquaculture and Marine Technology	Time-Temperature Indicator for ME Seafood Industry	Time Temperature Integration Inc.	Kennebunk	York	\$374,000.00	\$649,003.00
Adv. Tech. for Forestry & Agriculture	Commercialize engineered lumber deckboard	Correct Building Products	Biddeford	York	\$100,000.00	\$100,000.00
Precision Manufacturing Technology	Shunted Magnetron Project	Soleras Ltd	Biddeford	York	\$66,310.00	\$66,310.00

Cluster Enhancement Award Recipients

Sector	ProposalName	CompanyName	City	County	AwardAmount	MatchAmount
Precision Manufacturing	RVA Opportunities for the Solid Wood Fiber Industry of ME	Auburn Machinery, Inc	Lewiston	Androscoggin	\$100,000.00	\$331,665.00
Adv. Tech. for Forestry & Agriculture	Save and Grow Maine's Forest Products Industry	Auburn Enterprises, LLC	Auburn	Androscoggin	\$25,000.00	\$25,000.00
Adv. Tech. for Forestry & Agriculture	Maine Potato Storage & Research Facility	Maine Potato Board	Presque Isle	Aroostook	\$100,000.00	\$832,500.00
Information Technology	Thompsons Point Technology Center	EBTAC, LLC	Portland	Cumberland	\$0.00	\$0.00
Environmental Technology	Support Environmental & Energy Technology Sector	Environmental Business Council of Maine	Westbrook	Cumberland	\$12,609.00	\$22,777.00
Environmental Technology	Revitalizing the Environmental/Energy Technology Sector	c/o Center Envir'l Enterprise	South Portland	Cumberland	\$61,440.00	\$86,850.00
Adv. Tech. for Forestry & Agriculture	Maine Future Forest Economy	Innovative Natural Resources Solutions LLC	Portland	Cumberland	\$132,480.00	\$214,960.00
Aquaculture and Marine Technology	Common Research Facilities for Maine Aquaculture	University of Maine CCAR - Nick Brown	Franklin	Hancock	\$387,000.00	\$1,750,000.00
Composite Materials Technology	Management Support for Composite Materials ATDC	Department of Economic and Community Development	Augusta	Kennebec	\$25,000.00	\$25,000.00
Biotechnology	International Northeast Biotechnology Cluster	Fairfield Economic Development Corp.	Fairfield	Kennebec	\$65,000.00	\$95,000.00
Biotechnology	MaineBioNetwork	Maine Biotech	Augusta	Kennebec	\$46,855.45	\$54,449.00
Aquaculture and Marine Technology	Trap Fishing in the Gulf of Maine	Department of Marine Resources	Augusta	Kennebec	\$72,770.00	\$99,073.00
Composite Materials Technology	Maine Composites Living Laboratory	Maine Composites Alliance	Newcastle	Lincoln	\$42,243.78	\$58,000.00
Environmental Technology	Chewonki Biodiesel Project	Chewonki Foundation	Wiscasset	Lincoln	\$10,000.00	\$11,000.00
Environmental Technology	Chewonki Hydrogen Project	Chewonki Foundation	Wiscasset	Lincoln	\$80,100.00	\$155,785.00
Composite Materials Technology	Establish a Wood/Thermoplastic Extrusion R & D Facility at UMaine	University of Maine AEWC, D. Gardner	Orono	Penobscot	\$100,000.00	\$275,800.00
Aquaculture and Marine Technology	Oyster Industry Cooperative Broodstock Improvement	Maine Aquaculture Innovation Center	Orono	Penobscot	\$92,640.00	\$193,772.00
Adv. Tech. for Forestry & Agriculture	New Soy Food Markets for the Maine Wild Blueberry Industry	Wild Blueberry Commission of Maine	Orono	Penobscot	\$43,660.00	\$62,869.00
Information Technology	TimeLab: 3-D Modeling, Digital Film, Visualization Lab	University of Maine New Media Program	Orono	Penobscot	\$201,358.00	\$524,814.00
Composite Materials Technology	Increasing AEWC Center Industrial Outreach	University of Maine AEWC Center	Orono	Penobscot	\$249,722.00	\$449,724.00
	Maine Microlithography Facility	University of Maine LASST & Electrical Engineering	Orono	Penobscot	\$497,200.00	\$1,073,682.00
Aquaculture and Marine Technology	Maine Lobster Trade & Consumer Research	Maine Lobster Promotion Council	Bangor	Penobscot	\$37,500.00	\$37,500.00
Adv. Tech. for Forestry & Agriculture	Strengthening Maine's Furniture Cluster	Maine Wood Products Association	Belfast	Waldo	\$3,500.00	\$25,000.00
Environmental Technology	Offshore Wave Power Feasibility Demonstration in Maine and Other States	EPRI	Palo Alto	Out of State	\$60,000.00	\$740,000.00



BAKER NEWMAN & NOYES

LIMITED LIABILITY COMPANY

CERTIFIED PUBLIC ACCOUNTANTS

INDEPENDENT AUDITORS' REPORT

Board of Directors
Maine Technology Institute

We have audited the accompanying statements of net assets of Maine Technology Institute (a Component Unit of the State of Maine) as of June 30, 2004 and 2003, and the related statements of revenues, expenses and changes in net assets and cash flows for the years then ended. These financial statements are the responsibility of Maine Technology Institute's management. 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 of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Maine Technology Institute at June 30, 2004 and 2003, and the changes in its financial position and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

As described in note 2 to the basic financial statements, the Authority adopted the provisions of Governmental Accounting Standards Board Statement No. 34, *Basic Financial Statements – and Management's Discussion and Analysis – For State and Local Governments*, as amended, for the year ended June 30, 2004. This results in a change in the format and content of the basic financial statements and accompanying notes to the financial statements.

The Management's Discussion and Analysis on pages 2 through 5 is not a required part of the basic financial statements, but is supplementary information required by the Governmental Accounting Standards Board. The supplementary information is the responsibility of the Institute's management. We have applied certain limited procedures that consisted principally of inquiries of management regarding the methods of measurement and presentation of the supplementary information. However, we did not audit the information and express no opinion on it.

Our audits were made for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplementary information in Schedules 1, 2 and 3 is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audits of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Portland, Maine
August 20, 2004

Baker Newman & Noyes
Limited Liability Company

Appendix G

MAINE TECHNOLOGY INSTITUTE

MANAGEMENT'S DISCUSSION AND ANALYSIS

June 30, 2004

As management of the Maine Technology Institute (the "Institute" or "MTI"), we offer readers of these financial statements this narrative, overview and analysis of the financial activities of the Institute for the fiscal year ended June 30, 2004. We encourage readers to consider the information presented here in conjunction with the basic financial statements as a whole.

Financial Highlights

- MTI received \$5,549,141 from a state appropriation through the Department of Economic and Community Development for general programs.
- MTI approved for funding 135 projects for more than \$5.3 million, an increase of more than \$500,000 in awards over the previous year.
- MTI disbursed over \$4,000,000 according to agreed-upon project award milestones.
- Nearly \$7,000,000 comprises MTI's outstanding commitments, effectively depleting the previous year's carryover by \$1,000,000.
- MTI received nearly \$34,000 in royalty Development Award repayments, nearly a three-fold increase over fiscal year 2003.
- MTI received over \$150,000 in federal grants to provide commercialization assistance.
- Over \$170,000 was realized from interest, a small increase over the previous year due to a redistribution of the Institute's cash to include an insured CD and new money market fund.
- Administrative and operating costs were nearly \$500,000, a slight increase over the previous year, paid by interest earnings plus 7% of the state appropriation.

Overview of the Institute

MTI was created by the Maine legislature in 1999 to "encourage, promote, stimulate and support research and development activity leading to the commercialization of new products and services in the State's technology-intensive industrial sectors..." (5MRSA ch. 407). MTI is funded primarily by the State from a direct appropriation that is granted to MTI from the Department of Economic and Community Development. To maximize the benefits of a public-private partnership, MTI is a private, nonprofit 501(c)3 organization governed by a Governor-appointed, private-sector led, Board of Directors. The Director of the Institute serves at the pleasure of the Governor, and is President of the Institute as elected by the Board of Directors.

The Institute functions with a lean staff of six full-time and one part-time employee who report to the Director. MTI is limited by statute to using only up to 7% of its appropriation for administration. There are no statutory restrictions on the use of other income the Institute may receive.

Overview of the Financial Statements

This discussion and analysis is intended to serve as an introduction to the Institute's financial statements, which are comprised of the basic financial statements and the notes to the financial statements.

Basic Financial Statements

The basic financial statements are designed to provide readers with a broad overview of the Institute's finances, in a manner similar to a private-sector business.

The statements of net assets present information on the Institute's assets and liabilities, with the difference between the two reported as net assets. Over time, increases or decreases in net assets may serve as a useful indicator of whether the financial position of the Institute is improving or deteriorating. Net assets increase when revenues exceed expenses. Increases to assets without a corresponding increase to liabilities result in increased net assets, which may indicate an improved financial position.

The statements of revenues, expenses, and changes in net assets present information showing how the Institute's net assets changed during the fiscal year. Changes in net assets are reported as soon as the underlying event occurs, regardless of timing of related cash flows. Thus, revenues and expenses are reported in this statement for some items that will only result in cash flows in future periods. The utilization of capital assets is reflected in the financial statements as depreciation, which allocates the cost of an asset over its expected useful life.

The statements of cash flows presents information related to cash inflows and outflows summarized by operating and capital financing activities, and helps measure the ability to meet financial obligations as they mature.

Notes to the Financial Statements

The notes to the financial statements provide additional information that is essential to a full understanding of the data provided in the basic financial statements.

Financial Analysis

Net assets may serve, over time, as a useful indicator of the Institute's financial position. In the case of the Institute, its assets exceeded liabilities by \$848,185 at June 30, 2004, compared with \$784,261 in 2003, due to the absence of an appropriation curtailment in 2004.

The Institute's financial position and operations as of and for fiscal years 2004 and 2003 are summarized below based on information included in the financial statements.

	<u>2004</u>	<u>2003</u>
Cash and cash equivalents	\$8,850,874	\$7,527,351
Interest-bearing escrow account	916,215	1,000,130
Loans receivable and investments	57,500	155,000
Other assets	<u>104,990</u>	<u>185,958</u>
	<u>\$9,929,579</u>	<u>\$8,868,439</u>
Deferred revenue	\$8,971,327	\$7,945,543
Other liabilities	<u>110,067</u>	<u>138,635</u>
Total liabilities	9,081,394	8,084,178
Net assets	<u>848,185</u>	<u>784,261</u>
	<u>\$9,929,579</u>	<u>\$8,868,439</u>

Cash and equivalents comprise the vast majority of MTI's assets. The amount of funding received from the state as well as funding not expended in previous years is included in this line. In 2003, MTI was subjected to a deappropriation late in the 2003 fiscal year due to a statewide budget deficit. The absence of a cut in 2004 led to an increase in net assets for the year.

The majority of loans held by MTI were transferred from the Maine Science and Technology Foundation (no longer in existence), and terms have been renegotiated as the payments have come due. Renegotiated terms and one write off resulted in a decreased loans receivable for 2004.

Deferred revenue shows a higher value in 2004 due to the absence of the funding cut sustained in 2003. All funding designated for use in MTI programs comprises this line. Since funding is disbursed according to achievement of milestones by the recipients, approximately \$7,000,000 of this funding is committed, but not yet disbursed.

	<u>2004</u>	<u>2003</u>
Operating revenues:		
State of Maine funding	\$5,277,279	\$5,227,642
Grant income – other	103,886	161,966
Other operating revenues	<u>61,423</u>	<u>16,059</u>
Total operating revenues	5,442,588	5,405,667
Operating expenses:		
Program grants	4,639,245	4,701,972
Salaries and wages	311,138	328,611
Other operating expenses	<u>605,580</u>	<u>495,945</u>
Total operating expenses	<u>5,555,963</u>	<u>5,526,528</u>
Net operating loss	(113,375)	(120,861)
Nonoperating revenues, net	<u>177,299</u>	<u>149,723</u>
Increase in net assets	\$ <u>63,924</u>	\$ <u>28,862</u>

Changes in the State of Maine funding reflect higher administrative and matching grants in 2004, partially offset by lower program grant revenue. Program grant revenue is recognized as grants are expended. Grant income was decreased slightly due to the lower funding available from the Small Business Administration FAST grant program. Other operating revenues increased due to the increasing number of funded projects that have completed successfully, resulting in increased repayments to the Institute. Disbursements for funded grants was nearly the same as 2003, even though the amount committed increased. Since funding is disbursed according to milestones, the amount disbursed is dependent on project progress and success. Other operating expenses increased as MTI increased its partnerships with other statewide organizations to maximally leverage MTI resources with existing programs and resources which have a complementary mission.

Looking Ahead

2005 looks to be another year of evolution and growth for MTI. The annual appropriation from the State is expected to remain constant, while MTI may be called upon to manage additional program and additional funding sources for the State. Specifically, MTI will administer a \$1,000,000 congressional appropriation authorized for Maine in 2004. MTI also will continue to administer the biomedical research fund on behalf of the biomedical research board. MTI will continue to administer grant funds for Maine-based companies and looks forward to introducing new programs as gaps in the financial assistance for new product development are filled. MTI expects to see an increase in revenue resulting from award repayments as products developed from early awards enter the market and gain market share. Due to the early nature of the MTI awards, and the repayment term ‘no interest’ feature, this repayment will never replace the funding received through State appropriation and outside grants.

Requests for Information

This financial report is designed to provide a general overview of the Institute's financial statements for all those with an interest in its finances. Questions concerning any of the information provided in this report or request for additional information should be addressed to the President, Janet Yancey-Wrona.

MAINE TECHNOLOGY INSTITUTE

STATEMENTS OF NET ASSETS

June 30, 2004 and 2003

ASSETS

	<u>2004</u>	<u>2003</u>
Current assets:		
Cash and cash equivalents (note 3)	\$8,850,874	\$7,527,351
Cash held as fiscal agent for the Maine Biomedical Research Board (note 3 and 6)	40,769	88,657
Grant income receivable	34,591	84,268
Accrued interest receivable	4,165	2,052
Interest-bearing escrow account (notes 3 and 7)	<u>916,215</u>	<u>1,000,130</u>
Total current assets	9,846,614	8,702,458
Equipment	63,991	45,184
Less accumulated depreciation	<u>(38,626)</u>	<u>(34,303)</u>
	25,365	10,881
Loans receivable and investments, net of allowance for losses of \$215,700 in 2004 (\$368,200 in 2003) (note 4)	57,500	155,000
Other assets	<u>100</u>	<u>100</u>
	<u>\$9,929,579</u>	<u>\$8,868,439</u>

LIABILITIES AND NET ASSETS

Current liabilities:		
Accounts payable and accrued expenses	\$ 54,239	\$ 44,688
Current portion of obligations under capital lease (note 5)	3,730	2,073
Deferred revenue (note 2)	8,971,327	7,945,543
Amounts held as fiscal agent for the Maine Biomedical Research Board (note 6)	<u>40,769</u>	<u>88,657</u>
Total current liabilities	9,070,065	8,080,961
Obligations under capital lease, net of current portion (note 5)	<u>11,329</u>	<u>3,217</u>
Total liabilities	9,081,394	8,084,178
Commitments (note 8)		
Net assets – unrestricted	<u>848,185</u>	<u>784,261</u>
	<u>\$9,929,579</u>	<u>\$8,868,439</u>

See accompanying notes.

MAINE TECHNOLOGY INSTITUTE

STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS

Years Ended June 30, 2004 and 2003

	<u>2004</u>	<u>2003</u>
Operating revenues:		
State of Maine funding:		
Program grants	\$4,639,245	\$4,701,972
Administrative grants	474,979	415,081
Matching grants	163,055	110,589
Grant income -- other	103,886	161,966
Royalties	33,839	11,758
Other income	<u>27,584</u>	<u>4,301</u>
Total operating revenues	5,442,588	5,405,667
Operating expenses:		
Program grants (note 7)	4,639,245	4,701,972
Salaries and wages	311,138	328,611
Benefits and payroll taxes	58,429	49,727
Travel	1,491	--
Depreciation	9,513	7,042
Special grants	197,177	130,301
Other	<u>338,970</u>	<u>308,875</u>
Total operating expenses	5,555,963	5,526,528
Net operating loss	(113,375)	(120,861)
Nonoperating revenues (expenses):		
Investment income, net of fees	177,968	150,511
Interest expense	<u>(669)</u>	<u>(788)</u>
	<u>177,299</u>	<u>149,723</u>
Increase in net assets	63,924	28,862
Net assets at beginning of year	<u>784,261</u>	<u>755,399</u>
Net assets at end of year	\$ <u>848,185</u>	\$ <u>784,261</u>

See accompanying notes.

MAINE TECHNOLOGY INSTITUTE

STATEMENTS OF CASH FLOWS

Years Ended June 30, 2004 and 2003

	<u>2004</u>	<u>2003</u>
Cash flows from operating activities:		
State of Maine funding	\$ 6,303,063	\$ 5,777,557
Grants received	153,563	98,672
Royalties received	33,839	11,758
Other receipts	27,584	4,301
Received from (paid to) escrow	83,915	(444,598)
Grants paid	(4,541,745)	(4,701,972)
Paid to employees, including benefits	(369,567)	(378,338)
Paid to vendors	<u>(528,087)</u>	<u>(411,003)</u>
Net cash provided by (used by) operating activities	1,162,565	(43,623)
Cash flows from capital financing activities:		
Purchase of equipment	(11,190)	—
Lease obligation payments made	(3,038)	(3,801)
Interest payments made	<u>(669)</u>	<u>(788)</u>
Net cash used by capital financing activities	(14,897)	(4,589)
Cash flows from investing activities:		
Net investment income received	<u>175,855</u>	<u>152,533</u>
Net increase in cash and cash equivalents	1,323,523	104,321
Cash and cash equivalents – beginning of year	<u>7,527,351</u>	<u>7,423,030</u>
Cash and cash equivalents – end of year	<u>\$ 8,850,874</u>	<u>\$ 7,527,351</u>

MAINE TECHNOLOGY INSTITUTE

STATEMENTS OF CASH FLOWS (CONTINUED)

Years Ended June 30, 2004 and 2003

	<u>2004</u>	<u>2003</u>
Reconciliation of net operating loss to net cash provided by operating activities:		
Decrease in net assets	\$ (113,375)	\$ (120,861)
Adjustments to reconcile decrease in net assets to net cash provided by operating activities:		
Depreciation	9,513	7,042
Loans receivable written off	97,500	-
Changes in operating assets and liabilities:		
Grant income receivable and other assets	49,677	(63,294)
Interest-bearing escrow account	83,915	(444,598)
Accounts payable and other accrued expenses	9,551	28,173
Deferred revenue	<u>1,025,784</u>	<u>549,915</u>
Net cash provided by (used by) operating activities	\$ <u>1,162,565</u>	\$ <u>(43,623)</u>
Noncash activities:		
Increase (decrease) in cash held as fiscal agent for the Maine Biomedical Research Board	\$ <u>(47,888)</u>	\$ <u>(7,973,879)</u>
Equipment acquired by capital lease, net of trade-in	\$ <u>12,807</u>	\$ <u>-</u>

See accompanying notes.

MAINE TECHNOLOGY INSTITUTE

NOTES TO FINANCIAL STATEMENTS

June 30, 2004 and 2003

1. Organization

Maine Technology Institute (the Institute), a nonprofit corporation which commenced operations in November 1999, was established to encourage, promote, stimulate and support research and development activity leading to commercialization of new products and services in the State's technology intensive sectors. The financial statements of the Institute include the activities of the Maine Marine Research Fund. The Institute is a component unit of the State of Maine.

The Institute is also the fiscal agent for the Maine Biomedical Research Board (MBRB). Accordingly, the Institute's financial statements reflect the cash held for the MBRB and an offsetting liability owed the MBRB. See note 6 for more information.

The Institute grants funds to subrecipients in the State of Maine who submit proposals, which are reviewed and approved by the Institute. Grants are distributed in stages upon the successful completion of certain milestones. The Institute is governed by a voluntary statewide Board of Directors appointed by the Governor of the State of Maine. The legislation establishing the Institute calls for the Institute to be dissolved on December 31, 2006.

The Institute is considered a business-type activity because of royalty payments charged to award recipients.

2. Significant Accounting Policies

Basis of Accounting

The financial statements are prepared in accordance with Governmental Accounting Standards Board Statements No. 34, *Basic Financial Statements-and Management's Discussion and Analysis-for State and Local Governments*, No. 37, *Basic Financial Statements and Management's Discussion and Analysis for State and Local Governments: Omnibus* and No. 38, *Certain Financial Statement Note Disclosures*. The Authority implemented the above statements as of June 30, 2004 and the 2003 financial statements have been prepared on the same basis. The primary impacts of electing to use the above Statements involved the presentation of a Management's Discussion and Analysis, and certain differences in the presentation of the financial statements.

The Institute complies with Governmental Accounting Standards Board Statement (GASB) No. 20, *Accounting and Financial Reporting for Proprietary Funds and Other Governmental Entities That Use Proprietary Fund Accounting*. GASB No. 20 requires the Institute to apply all applicable GASB pronouncements as well as the following pronouncements issued on or before November 30, 1989, unless those pronouncements conflict with or contradict GASB pronouncements: Financial Accounting Standards Board (FASB) Statements and Interpretations, Accounting Principles Board (APB) Opinions and Accounting Research Bulletins (ARBs). As permitted by GASB No. 20, the Institute has elected not to comply with the FASB Statements and Interpretations issued after November 30, 1989.

MAINE TECHNOLOGY INSTITUTE

NOTES TO FINANCIAL STATEMENTS

June 30, 2004 and 2003

2. Significant Accounting Policies (Continued)

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management 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. Estimates also affect the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. The most significant area which is affected by the use of estimates is the allowance for losses on loans and investments.

Cash and Cash Equivalents

All highly liquid savings deposits and investments with maturities of three months or less when purchased are considered to be cash equivalents, except those held as fiscal agent for other entities.

Loans Receivable and Investments

Loans receivable and investments are stated at their cost, net of allowance for losses. An allowance is established when it is probable that loans will be uncollectible. Loans and investments are evaluated individually for impairment. Interest income is recognized when probable of collection.

Concentration of Credit Risk

Financial instruments which subject the Institute to credit risk consist of cash equivalents, interest-bearing escrow account and loans receivable and investments. The risk with respect to cash equivalents is minimized by the Institute's policy of investing in financial instruments with short-term maturities issued by highly rated financial institutions. The risk with respect to loans and investments is reduced by establishing limits on the amount loaned to, or invested in, any one company.

Equipment

Equipment is stated at cost. The provision for depreciation is determined by accelerated methods to amortize the cost of assets over their estimated useful lives. Expenditures for repairs and maintenance which do not extend the useful lives of the assets are charged to operations.

Revenue Recognition

The Institute's programs are primarily funded by the State of Maine. This funding is to support operations. Cash received in advance of grants to subrecipients or before matching expenses are incurred is deferred, and is classified as deferred revenue until the related qualifying grants are made or expenses have been incurred to match other grants.

MAINE TECHNOLOGY INSTITUTE

NOTES TO FINANCIAL STATEMENTS

June 30, 2004 and 2003

2. Significant Accounting Policies (Continued)

Certain grants awarded by the Institute have provisions requiring the recipient to make royalty payments to the Institute if certain conditions are met. The payments are recorded as revenue when received, due to the uncertainty of collection.

The Institute has recognized \$86,539 in 2004 and 2003 of revenue and expense for salary and benefits paid by the State of Maine Department of Economic and Community Development.

Retirement Benefits

The Institute sponsors a 403(b) defined contribution plan which provides retirement benefits to substantially all employees who meet certain age and service requirements. Employees may contribute up to 12.5% of gross salary. The Institute matches up to 2.5% of gross salary. Employer contributions vest 100% to the employees immediately. Retirement expense was \$4,337 for the year ended June 30, 2004 (\$5,516 in 2003).

Income Taxes

The Institute is exempt from taxation under Section 501(c)(3) of the Internal Revenue Code.

3. Cash and Cash Equivalents

A summary of the Institute's cash and cash equivalents at June 30, 2004 and 2003 is as follows:

	<u>2004</u>	<u>2003</u>
Certificate of deposit maturing March 2005, no withdrawal penalty, insured up to \$2,500,000	\$2,581,930	\$2,518,831
Money market fund, collateralized by U.S. Government obligations not held in the Institute's name	<u>6,268,944</u>	<u>5,008,520</u>
	<u>\$8,850,874</u>	<u>\$7,527,351</u>

At June 30, 2004 and 2003, Federal depository insurance covered \$100,000 of the certificate of deposit.

The interest-bearing escrow account is all in a cash account at a single bank. Also, the cash held as fiscal agent for the Maine Biomedical Research Board is all in a money market fund, collateralized by U.S. Government obligations, not held in the Institute's name.

At times during 2004 and 2003, cash balances significantly exceeded the balances at year end.

MAINE TECHNOLOGY INSTITUTE

NOTES TO FINANCIAL STATEMENTS

June 30, 2004 and 2003

4. Loans Receivable and Investments

The Institute's loans receivable and investments consist of the following at June 30, 2004 and 2003:

	<u>2004</u>	<u>2003</u>
Loans receivable	\$ 170,000	\$ 420,000
Subordinated debentures	50,000	50,000
Preferred stock	<u>53,200</u>	<u>53,200</u>
	273,200	523,200
Allowance for losses	<u>(215,700)</u>	<u>(368,200)</u>
	<u>\$ 57,500</u>	<u>\$ 155,000</u>

Loans receivable have a variety of terms and due dates extending to 2006 and are generally secured by the general business assets of the borrower. Because no payments are probable of collection in fiscal 2005, no current portion of loans receivable was recorded. Interest on loans receivable is at 6%; the subordinated debentures have a rate of 10%.

During 2004, loans totaling \$250,000 with a net carrying amount of \$97,500 were charged off. Grant expense and offsetting program grant revenue of \$97,500 was recognized. During 2003, a loan for \$30,000 with a net carrying amount of \$0 was charged off.

Collection of interest or dividends is deferred until certain conditions have been met. Interest of \$4,097 and \$4,500 was recorded in net investment income in 2004 and 2003, respectively.

5. Leases

Operating Leases

The Institute leases office space under an operating lease expiring in 2006. Rent expense was \$18,300 for 2004 and \$16,970 for 2003. Future minimum lease payments under the operating lease consist of:

Year Ending <u>June 30,</u>	
2005	\$16,800
2006	9,000

Capital Leases

The Institute is leasing assets with an amortized cost of \$10,246 under a capital lease that has interest rates of 4.5%. The leased assets are included on the statement of net assets in equipment and amortization of the leased assets is included in depreciation expense. Total monthly payments, including interest, are \$337.

MAINE TECHNOLOGY INSTITUTE

NOTES TO FINANCIAL STATEMENTS

June 30, 2004 and 2003

5. Leases (Continued)

Principal payments due in the years subsequent to June 30, 2004 are as follows:

2005	\$ 3,730
2006	3,608
2007	3,774
2008	<u>3,947</u>
	<u>\$15,059</u>

6. Maine Biomedical Research Board

During 2002, the Maine Biomedical Research Board (the MBRB) was created by the State of Maine Legislature and the Institute was designated as its fiscal agent. The fiscal agent contract between the MBRB and the Institute provides for the MBRB to pay up to \$15,000 of direct expenses incurred by the Institute on behalf of the MBRB. For the years ended June 30, 2004 and 2003, such direct expenses totaled \$743 and \$351, respectively. The contract is month-to-month, and may be cancelled by either party with thirty days notice.

7. Collaborative Agreement

The Institute has entered into a collaborative agreement with Maine Manufacturing Extension Partnership (MMEP), an unrelated not-for-profit organization, to act as fiscal administrator and to provide project management services to the Institute and its grantees. The agreement may be terminated without cause or notice by the Institute.

MMEP acts as an agent for the Institute for some grants and holds cash in escrow that can be returned at the Institute's option. This cash is shown as "Interest-bearing escrow account" on the statement of net assets. During 2004, \$4,000,000 was paid to MMEP of which \$916,215 was still held in escrow. During 2003, \$5,000,000 was paid to MMEP of which \$1,000,130 remained in escrow.

8. Grant Commitments

At June 30, 2004 the Institute had commitments to fund grants, if grantees meet certain milestones, totaling approximately \$7,000,000.

MAINE TECHNOLOGY INSTITUTE

CASH BASIS – ASSETS AND EQUITY – MAINE BIOMEDICAL RESEARCH BOARD

June 30, 2004 and 2003

ASSETS

	<u>2004</u>	<u>2003</u>
Cash held by Maine Technology Institute	\$ <u>40,769</u>	\$ <u>88,657</u>

EQUITY

Cumulative excess of receipts over disbursements	\$ <u>40,769</u>	\$ <u>88,657</u>
	\$ <u>40,769</u>	\$ <u>88,657</u>

MAINE TECHNOLOGY INSTITUTE

SCHEDULE OF RECEIPTS AND DISBURSEMENTS

MAINE BIOMEDICAL RESEARCH BOARD

Years Ended June 30, 2004 and 2003

	<u>2004</u>	<u>2003</u>
Receipts:		
State of Maine	\$2,000,000	\$ 6,500,000
Other income	<u>3,748</u>	<u>38,486</u>
Total receipts	2,003,748	6,538,486
Disbursements:		
Grant expense	2,037,172	14,499,999
Other	<u>14,464</u>	<u>12,348</u>
Total disbursements	<u>2,051,636</u>	<u>14,512,347</u>
Excess of disbursements over receipts	(47,888)	(7,973,861)
Cumulative excess of receipts over disbursements at beginning of year	<u>88,657</u>	<u>8,062,518</u>
Cumulative excess of receipts over disbursements at end of year	\$ <u>40,769</u>	\$ <u>88,657</u>