

To help meet Maine's need to attract and maintain talent, BxG established a program to introduce talented students to both the tools of Innovation Engineering, as well as to innovative and high growth potential companies. BxG has multiple goals with the Next Generation program – changing perceptions and attitudes towards employment in Maine, and connecting potential talent to Maine companies who need it.

Each summer's cohort of students starts the experience with a "boot camp" that provides a short course in Innovation Engineering and other innovation resources. BxG builds a community for the interns with events throughout the summer and school year, and includes them in all hub activities.

UMaine has run the IFM program for four summers with a number of internships also available year-round on a project basis to select Maine companies.

The program is open to any student with a Maine connection and is broadly promoted by all BxG partners who also participate in the selection committee to review applications to match selected students with selected companies. BxG provides the funding necessary to compensate these interns for their work, and they are University employees, a personnel arrangement greatly beneficial to the participating companies.

The program has been successful in meeting both of its broad goals, but has been especially pivotal for participating companies ready to scale. In these cases, it has given the companies much needed talent at a bargain rate and also has allowed them to "try before they buy" new hires. In many cases, program graduates have gone on to become critical team members in their host startup.



MATTHEW HODGKIN

"The Innovate for Maine Internship provided an open window looking into the growing food industry in Maine. Through my internship I worked with two companies whose focus was on selling more Maine food. Both companies approached the issue from two different angles, one on the tech side and the other on the distribution side. I gained a lot of insight and experience working with them through market research, literature review, and helping to generate ideas. The opportunity to work with these companies provided an invaluable experience in that I was able to see what was going on in Maine and to meet the people involved in the local food movement."

**INNOVATE FOR MAINE
FELLOW, 2015**

A SELECTION OF SPOTLIGHT COMPANIES

AMERICAN UNAGI LLC

American Unagi LLC is a pre-revenue startup aquaculture business focused on growing Maine harvested glass eels to market size for sale in both domestic and international markets. The glass eel fishery is a valuable resource and Maine is one of only two states with access to this fishery. These glass eels are currently shipped to an eel aquaculture industry in Asia. American Unagi LLC plans to develop the recirculating aquaculture technology for growing American eels.

BIXBY & CO.

Bixby Bars = chocolate + fruit + nut + spice = REAL FOOD

Bixby & Co. is an innovative chocolate bar manufacturer based in Rockland Maine. Bixby Bars are produced in six unique flavors that combine organic, sustainably sourced chocolate with nuts, dried fruits and spices, Bixby & Co. creates healthy and nutritious chocolate options that are all Certified Gluten Free, Kosher, Verified Vegan options, and are Non-GMO Project verified. A 100% certified Woman's Owned and YouthTrade Certified business, Bixby & Co. is pioneering a new age in innovative entrepreneurship in the food sector.

BLUE OX MALT HOUSE

Blue Ox Malthouse produces high quality, locally sourced malts for Maine and New England Craft Brewers. For the first time, Maine grown grains can stay in state and make their way into Maine's craft beers. They are dedicated to working tirelessly to build up Maine's malting capacity and deliver the high quality local ingredients to their clients.

KENNEBEC RIVER BIOSCIENCES

Based in Richmond, Maine, Kennebec River Biosciences (KRB) uses blue biotech to ensure healthy fish and shellfish, healthy aquatic animal farms, and healthy fisheries. KRB provides comprehensive diagnostic and certification services to a global clientele of over 500 farmers, government resource agencies, and research institutions, as well as an expanding line of veterinary biologics designed to strengthen fish and shellfish health, productivity and sustainability.

MAINE FRESH SEA FARMS, LLC

Maine Fresh Sea Farms researches and develops marine aquaculture protocols for multiple species of sea vegetables in Maine to produce and market products made from the sea farmed produce. Although sea farming promises to meet customer demands for a variety of sustainable grown sea vegetables with year-round availability, no such farms currently exist. We propose to prove the feasibility of and then build such a sea farm.

MAINE MEAD WORKS

Maine Mead Works was founded in 2008, initially as a technology development partnership with Makana Meadery in Grahamstown, South Africa. The company is now commercializing a patent-pending continuous fermentation process that is able to produce high quality mead or "honey wine." Maine Mead Works is currently a leader in this emerging alcoholic beverage category selling more than 15 products in 11 States across the US. Abierto Networks - Eliot, ME

118 companies received assistance from an IFM Fellow

IFM Fellows leave the program with increased confidence and interest in becoming an entrepreneur

IFM Fellows represent 10 states and 4 countries

86% likely to stay in Maine after graduation

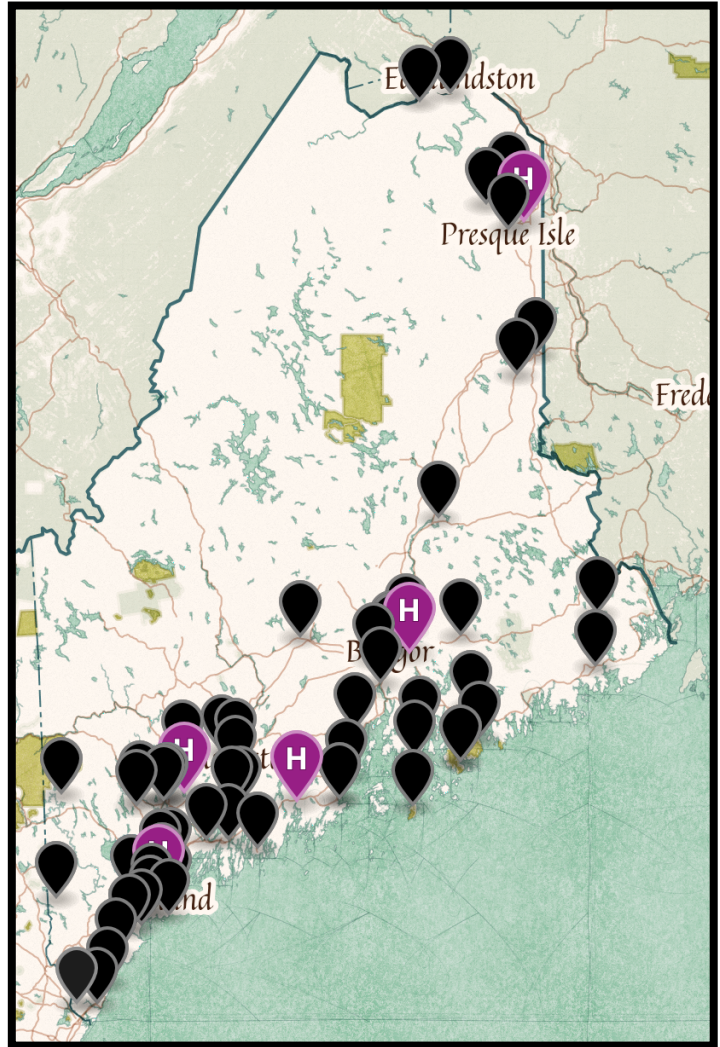
91% of IFM Fellows would recommend the program to a friend

83% of companies preferred IFM Fellows over other interns

FULL COMPANY LIST

Allagash Brewing Company - Portland, ME
American Unagi - Thomaston, ME
Apiara Hive Technology - Portland, ME
Applied Ponc Technologies - Stockton Springs, ME
ArchSolar - Portland, ME
Armaid Co. - Blue Hill, ME
Atayne LLC - Brunswick, ME
Auburn Manufacturing, Inc. - Auburn, ME
Aware Technology - Portland, ME
Azarius - Biddeford, ME
Bangor Daily News - Bangor, ME
Beach Glass Transitions - Portland, ME
Begin the Dance - Dover Foxcroft, ME
Beltane Solar - Topsham, ME
Bevy Inc. - Portland, ME
Big Room Studios - Portland, ME
Biovation II - Boothbay, ME
Bixby Bars - Rockland, ME
Bizzie ME - Portland, ME
Black Dinah Chocolatiers - Isle au Haut, ME
Blue Ox Malt House - Lisbon Falls, ME
Bourgeois Guitars - Lewiston, ME
Breaking Even Communications - Bar Harbor, ME
Casco Bay Tech Hub - Portland, ME
CashStar Inc. - Portland, ME
Catalysis Adaption - Freeport, ME
Cerahelix - Orono, ME
Chimani - Yarmouth, ME
ClaimVantage, Inc. - South Portland, ME
Coffee By Design - Portland, ME
Competitive Energy Services - Portland, ME
CompoTech Inc - Brewer, ME
Dahl-Chase Diagnostics - Bangor, ME
Double Blue Sports Analytics - Orono, ME
Dream Local Digital - Rockland, ME
Eagre Games - Bangor, ME
Eastern Maine Healthcare Systems - Brewer, ME
EepyBird, LLC - Buckfield, ME
Environetix - Orono, ME
Expression Computing - Kennebunk, ME
Fish Vet Group - Portland, ME
Flagsuit, LLC - Southwest Harbor, ME
Flowfold - Peaks Island, ME
Fluid Imaging Technologies - Scarborough, ME
Fluorometrics - Orono, ME
For Cod and Country - Freeport, ME
Forager 1 - Portland, ME
Freeport Sewer District - Freeport, ME
Garbage to Garden - Portland, ME
GWI - Biddeford, ME
Harbor Tech - Brunswick, ME
High Touch Group - Orono, ME
IDEXX - Westbrook, ME
Insightful Products - Scarborough, ME
Interphase Energy, LLC - Portland, ME
Introspective Systems - Portland, ME
KahBang Music | Art | Film - Bangor, ME
KAPPA Mapping, Inc. - Bangor, ME
Lisa's Legit Burritos - Gardiner, ME
LooHoo - Camden, ME
Loyal Biscuit - Rockland, ME
Lucy's Granola - Blue Hill, ME
MackWorth Enviro - Scarborough, ME
Maine Aquaculture Research Center - Orono, ME
Maine Dayboat Scallops - Bath, ME
Maine International Trade Center - Bangor, ME
Maine Medicinals - Dresden, ME
Mainly SEO - Portland, ME
Mutt Nose Best - Bangor, ME
My Medical Best Friend - Westbrook, ME
NBT Solutions - Portland, ME
Need Shelter - Camden, ME
New Concepts Engineering - Windham, ME
Newfield Designs - Newfield, ME
North Country Comforters - Aurora, ME
Northern Maine Distilling - Brewer, ME
Nyle Systems - Brewer, ME
O'Brien Medical - Orono, ME
Oats Any Time - Palmyra, ME
Open Bench Project - Portland, ME
Orono Economic Development Corporation- Orono, ME
Owner Aide - Portland, ME
Peleton - Portland, ME
Pelletco - Orono, ME
Pika Energy - Westbrook, ME
Putney, Inc. - Portland, ME
Quince & Co - Portland, ME
Rainstorm, Inc. - Orono, ME
RainWise Inc - Trenton, ME
Rapport IO - Portland, ME

Revision Heat - Portland, ME
 RH Foster - Hampden, ME
 RockStep Solutions - Bar Harbor, ME
 Sappi - Westbrook, ME
 Science Source - Waldoboro, ME
 Sea & Reef Aquaculture - Franklin, ME
 Sea Bags - Portland, ME
 Shaw & Tenney - Orono, ME
 Shift Energy, LLC - Biddeford, ME
 Sterling Rope- Biddeford, ME
 Stewardship GEM - Bar Harbor, ME
 Stone Fox Creamery - Monroe, ME
 Sullivan Plastic Products - Sullivan, ME
 Sunrise Guide - Westbrook, ME
 Swans Island Company - Northport, ME
 Talus - Portland, ME
 Tethys Research, LLC - Orono, ME
 The Jackson Laboratory - Bar Harbor, ME
 The Juice Cellar - Bangor, ME
 The Rugby Net - Portland, ME
 The Sunrise Guide - Westbrook, ME
 Theralast LLC - Brunswick, ME
 Tide Creative - Portland, ME
 Tip Whip - Orono, ME
 Uplift Wellness Media - South Portland, ME
 Vinland - Portland, ME
 Voice into Learning, LLC - Yarmouth, ME
 Wireless Sensors - Falmouth, ME
 Wizbe Innovations - Manchester, ME
 Zeomatrix - Orono, ME



“This summer I worked for two different Maine food companies. As an engineering student I didn’t have much experience with the food industry but after this summer I see that there could be many opportunities in engineering that I wouldn’t have gotten of experience otherwise. For one of the companies I designed a food truck, created a 3D floor plan to give future sites a guide to build off, created logos, and even helped to set up a new catering menu. For the second company I helped research and price out an ice cream manufacturing system so that he could ramp up his production from 50,000 pints to 100,000 pints a year.”

AUSTIN DOW SMITH
 INNOVATE FOR MAINE FELLOW, 2015