

Meet Our 2013 Winners

Small Business Person of the Year
Matthew Qualey, Qualey Granite & Quartz

Jeffrey Butland Award-Family Owned Business
Jennifer & Jason Daigle
Lakeview Restaurant & Camping Resort
(New England Regional Winner)

Young Entrepreneur of the Year
Cory LaPlante, Northern Prosthetics
(New England Regional Winner)

Small Business Exporter of the Year
Terry Ingram, Allagash International

Woman-Owned Small Business of the Year
Nancy O'Brien, Fiore LLC

Micro-Enterprise of the Year
Kurt & Kathy Cressey, Pack Baskets of Maine

Veteran-Owned Small Business of the Year
Alfred Lebel, Maine Heritage Weavers

Financial Services Champion
Dennis LaJoie, Community Concepts

Subcontractor of the Year
Howell Laboratories

Matthew Qualey, Qualey Granite & Quartz



Qualey Granite was opened for business in 2003 by Matt Qualey. Initially providing granite countertops for kitchens and baths, the business expanded in 2006, with the assistance of Bangor Savings Bank and an SBA 7a loan, and began offering a full range of flooring tiles. By 2010 the business had moved into its current facility in Veazie, Maine which includes a warehouse and state of the art home design center. By 2011, again with the assistance of Bangor Savings Bank and the SBA, the company added another line becoming a distributor for Consentino and sales surged to over \$1.5 million.

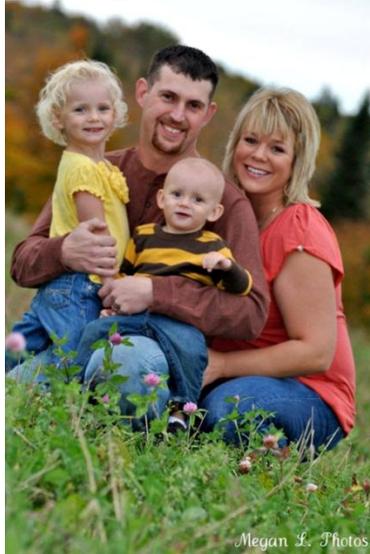
They added a new sales representative position in 2012 and have seen positive sales results with their company now offering one of the largest stone inventories north of Boston.

Matt Qualey is a true “Mainer” having grown up on a potato farm in Aroostook County and graduating from the University of Maine. While preparing for graduate school, Mr. Qualey apprenticed with Irish stone masons in Boston. He then started Qualey Enterprises, a full service landscaping and hardscaping company which evolved into Qualey Granite & Quartz. He’s maintained a fluid business plan adjusting to meet market demands and adding more products and diversity as needed for the business to continue to grow and prosper. Thanks to Mr. Qualey’s business acumen and understanding of the industry, Qualey Granite & Quartz has successfully weathered the economic challenges of the construction and home improvement industry and remains well positioned for continued growth as the economy improves.

Matt attributes his success to providing superior customer service and a wide variety of stone, wood flooring and tile options for customers.

Right alongside Matt is his wife, Laurie, who works full time in the business. If you visit Qualey Granite and Quartz, be on the lookout for their mascots, Penelope and Gaius, two of their rescued Chihuahuas.

Jennifer & Jason Daigle, Lakeview Restaurant & Camping Resort



In 1983, on the top of a hill in St. Agatha, Maine, a dream became a reality for Richard “Dick” Derosier and his wife, Carol. After receiving advice on how to realize their vision from the Small Business Development Center, they opened the Lakeview Diner in their remodeled garage. It had 10 booths and a seating capacity of about 35 people, along with an arcade and a staff of about 10 employees. It was THE place to go for lunch because of the warm hospitality, the great menu including juicy hamburgers, grilled hot dogs, homemade fries and daily specials.

It wasn't uncommon for family and friends to gather and extend their lunch break to chat with each other, drink coffee and enjoy the panoramic view of beautiful Long Lake. Over the years, the diner was expanded to what is now the Lakeview Restaurant.

Today, the restaurant can accommodate 275 people and has a staff of up to 50 during peak times. But, the friendly atmosphere remains the same, and so does the great food. In addition to the beef and seafood specialties that keep people coming from far and wide, the restaurant regularly hosts office parties, club meetings, class reunions, weddings, Christmas parties and summer concerts. This is what helps to make the restaurant both a destination and a hub in the community.

On a family note, along with achieving success in a challenging business, the Derosier's raised three beautiful daughters who all helped in the family business growing up. Sadly, while Dick and Carol are no longer with us, daughter Jennifer and her husband Jason Daigle now run the business and their legacy continues.

Cory LaPlante, Northern Prosthetics



Cory J. Laplante grew up in the town of Van Buren, Maine. At the age of 16, Cory lost a leg to osteosarcoma, a rare form of bone cancer. At the time he was faced with traveling hundreds of miles to receive quality care and it was during one of those long trips to New Hampshire that he made a promise to himself to go on to college, become a certified prosthetist and open a practice in Aroostook County, which he has done—in a very successful fashion.

In 2007 Cory established Northern Prosthetics in Presque Isle, Maine. Cory was the only employee of the business for the first year, handling all aspects of the business from negotiating contracts with health insurance companies, to the patient's protocol from casting to fabrication, right through and including the billing process. Due to the increasing demand of the business he began adding staff for billing and also added an orthotic line. The business quickly expanded and began to outgrow the existing facility, so Cory decided to build a new office, with the assistance of an SBA Express loan. In 2011 Cory acted as the general contractor to oversee the construction of the new building. Through Cory's hard work and determination they moved into the new space in September 2011. Cory has now expanded his staff at Northern Prosthetics to eight (8) full-time employees and two (2) part-time employees, with one (1) more full-time practitioner contracted to join them in January 2013.

Terry Ingram, Allagash International



In 2002, Terry Ingram founded Allagash Valve and Control. The company quickly developed into an international source for industrial control valves and as a result the name was changed to Allagash International, Inc. to better represent the ambitious attitude of the young company.

From its beginning, Allagash International combined quality workmanship with superior customer service. Starting out as a distributor of valves and controls, the company quickly recognized the potential of servicing and repair. With the original focus primarily on pulp and paper, oil and gas, power generation, municipal and private water and wastewater facilities, Allagash aggressively expanded into other markets using the assistance of the SBA's Export Express Loan Program. Today, its products are found in virtually all industries, including chemical, commercial construction, food and beverage, petroleum production, oil and gas transmission, pulp and paper, textiles, mining, marine, water and waste water. This expansion has allowed Allagash to become one of the largest suppliers of valves and controls to Latin America, as well as a major domestic supplier, all in a little over ten years.

Allagash's highly respected line of globe valves and controls, owned by the company after the line's purchase in 2010, has been a favorite for multiple applications since the 1950's. Now manufactured at Nor'East Controls, a subsidiary of Allagash International, their line of globe valves is one of the only 100% Made in America products of its kind, from casting to assembly. With the addition of a second-to-none emphasis on customer service and satisfaction, Allagash has taken this product to a whole new level.

With customers throughout the United States and an expanding clientele around the world, Allagash International is proof that with determination and dedication to quality products, a small company from Maine can have a global impact.

Nancy O'Brien, Fiore LLC



Nancy O'Brien's idea was to provide the highest quality, extra virgin unfiltered olive oils and aged balsamic vinegars to customers in a unique and comfortable setting. She did this by starting a small company in 2009, with a single location in Bar Harbor; a tasting room with oils and vinegars from around the world.

The company, "Fiore" which means flower in Italian, blossomed in a very short time. Fiore now has a second location in Rockland and a tasting bar in Bangor. Sales are booming. All the while, Nancy focuses on providing high quality products and underscores the health benefits along the way. While some may not be aware of the regional and varietal differences of Nancy's products before their first visit, Fiore helps them discover a whole new world. With more than 30 varieties of oils and vinegars, Nancy's dedication and enthusiasm for the business is evident to everyone who enters her stores.

Between training her staff of 18 to truly understand and explain the variations between the oils and vinegars that Fiore provides, to travelling to visit her international suppliers in Italy, and increasing brand awareness locally by participating in farmers' markets, Nancy has achieved remarkable success in a very specialized business.

Along the way, Bar Harbor Banking and Trust has helped Fiore grow through the SBA loan guaranty program. And now, as tourist season begins in Maine, it's not hard to imagine that Fiore will blossom and grow into even more locations serving its delicious and healthy offerings.

Kurt & Kathy Cressey, Pack Baskets of Maine



In 1998, Kurt and Kathy Cressey were looking for a way to supplement the income they earned from owning and operating the general store in Grand Lake Stream. So, they started making baskets—really nice ones. And, the Pack Baskets of Maine story began.

Initially designed to be a seasonal manufacturer of various wood pack baskets, the company quickly outpaced the couple's expectations and relocated to its current location in Orrington in 2007. In 2010 the couple received an SBA-backed Working Capital Loan that has helped them expand. The company now occupies a five thousand square foot facility where they manufacture a variety of woven baskets by hand. While their top selling item is a pack basket designed for ice fishing, they also produce other styles of baskets, including traditional picnic baskets. During peak season, the company grows to a staff of 5 people.

Today, the company makes approximately 2,000 baskets each year, by hand, in the spirit of true Maine craftsmanship.

The Cressey's business model has been, and remains, conservative. Growth has been moderate and steady. As a matter of fact, the company didn't do any marketing at all until 2012. Rather, they relied on repeat customers and word of mouth. But, L.L. Bean found the basket company anyway, and is now the company's largest customer.

Made by hand, with locally sourced materials, Pack Baskets of Maine is a shining example of a true Maine microenterprise; one that is making its way with high quality products and exceeding customer's expectations.

Alfred “Fred” Lebel, Maine Heritage Weavers



2002 may not have seemed like a particularly good time to start a textile company in Maine, but Alfred Lebel decided to go against the trend and start Maine Heritage Weavers nonetheless. Basing his business in Lewiston, Lebel chose to focus on making products that could be competitive with those of other companies by making the highest possible quality. It certainly didn't hurt his chances of success that he had been involved in textile businesses in one way or another since he had been in high school.

Using two looms purchased from Biddeford Textiles, and locating the business in the Hill Mill in Lewiston, Alfred Lebel and his daughter Linda started the business and brought back many of the weaving traditions Lewiston knows well. Employing people who had been working in the Lewiston mills prior to their closing, buying looms and other equipment similar to that of the former mills, and creating products of similar styles to those of the older mills, the company provided both a high quality product and a sense of nostalgia to their hometown.

After ten years of success and responding to the challenges posed by the industry, Alfred Lebel saw the potential to expand. With many of the same customers as the old Bates Mill, as well as new customers finding Maine Heritage's products through the internet, orders quickly increased. While many might see the challenge of relocating a business in the midst of growth daunting, the 83-year old Lebel took the challenge head-on. Seeking a Small Business Administration-backed loan in 2012, Lebel was able to move his business to a new facility in Monmouth, about 20 miles away, rather than allow the industry to move outside of the United States.

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