



MAINE INTERNATIONAL TRADE CENTER

Marketing Maine To The World

Canada Desk Activity Report

January 1 – December 1, 2008

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Programs and conferences

January 23-24, 2008

Atlantica Council Meeting

Portland, ME

MITC hosted the quarterly Atlantica Council meeting in Portland, Maine. The Atlantica Council is formed by a few key stakeholders in the U.S. and Canada, whose mission is to promote the region known as "Atlantica", monitor impediments to trade along the corridor and work with regulators to find solutions to ensure the region reaches its full potential. The evening reception and dinner featured perspectives on our shared region by Tim Woodcock from Eaton Peabody, Janine Cary from Maine International Trade, Lawrence Wold from TD Banknorth, and Parker Haddock from Cianbro. The following day was the council member work session. Jeff Bennett and Janine Cary from MITC attended the council meeting.

January 29, 2008

Canada Day

Augusta, ME

MITC hosted Canada Day 2008: Export Opportunities in the Canadian Marketplace. Several Maine companies were in attendance during the afternoon workshop featuring presentations on market research, NAFTA documentary requirements, and shipping logistics. The workshop was followed by a reception with members of the state legislature and featured a keynote address from Neil LeBlanc, Canadian Consul General to New England.

February 15, 2008

Maine-Quebec Reception

Quebec City, PQ

MITC hosted a trade reception celebrating Maine/Quebec trade and Maine Exporters business perspectives. Earlier in the day Jeff Bennett and Janine Cary from MITC toured the Centre de recherche du Québec (CRIQ) and met with officials to discuss trade linkages and opportunities between Maine and Quebec. MITC later met with David Fetter, Consul General of the United States in Quebec.

April 16 – 17, 2008

Atlantica Council Meeting

Fredericton, NB

Jeff Bennett of MITC attended the quarterly Atlantica Council meeting.

June 18, 2008

Maine – Nova Scotia Trade Linkages

Halifax, NS

MITC, the Maine Department of Economic and Community Development, and Eaton Peabody hosted a workshop for area businesses to explore increasing trade opportunities with Maine. A breakfast reception was hosted by the Maine Office of Tourism. Dan McKay of Eaton Peabody provided a case study and presentations were made by Eaton Peabody on topics of cross border transactions, international contracting, intellectual property and immigration issues. Opening remarks were provided by Janine Cary of MITC.

September 15-16, 2008

New England Governors and Eastern Canadian Premiers Conference

Bar Harbor, ME

The 2008 Conference was hosted by Governor John Baldacci on September 15-16 at Bar Harbor. At their conferences, generally held annually, the Governors and Premiers discuss issues of common interest and concern, and enact policy resolutions that call on actions by the state and provincial governments, as well as by the two national governments. During the year, the Conference convenes meetings of state and provincial officials, organizes roundtables and workshops, and prepares reports and studies of issues of regional import. This year's conference focused on transportation and economic development, demographic challenges, energy efficiency, climate change, the international Appalachian trail, and truck weight harmonization. Janine Cary from MITC attended the conference.

November 6, 2008

University of Maine

Orono, ME

Wade Merritt presented on Maine-Canada trade to CAN 101 at the University of Maine. Topics covered included a brief history of Maine's trade with Canada, an overview of trade flows with New Brunswick and Quebec, and prospects for future growth. A brief discussion prior to the class was also held with the director and assistant director of the Canadian-American Center, who indicated they may be exploring an academic conference on cross-border business activity in 2010.

November 16-21, 2008

Gubernatorial Trade Mission

Vancouver BC & Toronto ON

The Maine International Trade Center led a delegation of Maine businesses on a trade mission to Western and Central Canada. Among the dozen – plus businesses taking part in the week long mission were metal fabricators, food processors, a wind turbine composite company and a specialty shoe manufacturer. Thru MITC and the U.S. Commercial Service, companies took part in tailored one on one matchmaking meetings in Vancouver and Toronto. This was the first gubernatorial trade mission to Canada since 1999. Canada represents Maine's largest trading partner, with nearly \$900 million in commodities exported from Maine to Canada in 2007. Janine Cary, Wade Merritt and Jeff Bennett from MITC participated in the mission.