



**MAINE INTERNATIONAL TRADE CENTER**  
*Marketing Maine To The World*

**Canada Desk activity report  
June 1 – December 31, 2007**  
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**Programs and conferences**

**June 12, 2007**

**Access Atlantica**

**Calais, ME**

Met at the Downeast Heritage Center in Calais Maine with the members of the Access Atlantica leadership council. Jeff Bennett of MITC has been asked to serve on the council. The mission of Access Atlantica is to synergize international relationships and resources to help create and sustain long term economic prosperity for the Bangor – Saint John region.

**June 14-16, 2007**

**Charting the Course, Atlantica 2007**

**Halifax, NS**

Major conference held in Halifax, Nova Scotia focused on building Atlantica as an economic region. Atlantica is a region, a simple geographic construct, including the four Atlantic Provinces, eastern Quebec and five Northern New England states from Maine, west to upstate New York. This region is naturally tied together by similarities in geography, economic trends, trading patterns, common problems and experiences, and politics. The three day conference featured numerous keynote speakers from both sides of the border and work sessions focused on energy, tourism, and transportation. Approximately 300 people were in attendance for the conference. Jeff Bennett attended on behalf of M.I.T.C.

**August 11-13, 2007**

**Eastern Trade Council**

**Quebec, PQ**

Quarterly meeting of the Eastern Trade Council, held during the annual meeting of the Council of State Governments – Eastern Regional Conference. In addition to the board agenda, presentations were given by the Quebec Ministry of Economic Development, Investment, and Exports. A joint meeting was also held between Quebec's minister of economic development, Maine DECD Commissioner John Richardson, MITC President Janine Bisailon-Cary, and the commissioners of economic development of Vermont and New Hampshire. Discussed during that meeting were prospects for future collaboration in forest products, biofuels, and tourism. Wade Merritt also attended on behalf of MITC.

**October 3-4, 2007**

**The Top 101**

**Saint John, NB**

Jeff Bennett of MITC attended the Top 101 companies of Atlantic Canada awards ceremony. Each year, *Progress magazine* recognizes the Top 101 businesses in the Atlantic Provinces and holds an awards dinner and networking event in each province. The following day met with members of EMDC, Enterprise Saint John, Saint John Board of Trade, and ACOA to discuss continued business development between Maine and New Brunswick.

**October 18-19**

**Atlantica Council Meeting**

**Saint John, NB**

Inaugural Atlantica Council meeting was held in Saint John New Brunswick. The council was formed to promote Atlantica, monitor impediments to trade along the corridor and work with regulators to find solutions to ensure the region known as "Atlantica" reaches its full potential. Council consists of leaders from Atlantic Canada, Maine, and New York. Janine Bisailon-Cary, President of MITC and State Director of International Trade, has been named to the Council. Jeff Bennett of MITC attended the meeting in her place.

**November 5, 2007**

**Atlantic Canada – New England 2007 Business Forum**

**Quincy, MA**

The annual conference was centered on innovation and growth in New England and Atlantic Canada. The conference featured a keynote address from The Hon. Peter McKay, Canada's Minister of National Defense and Minister of the Atlantic Canada Opportunities Agency (ACOA), and four concurrent afternoon sessions and evening networking reception. Jeff Bennett of MITC attended the event and MITC was also an event sponsor.

**November 13-14, 2007**

**Changing Borders**

**St. Andrews, NB/Calais, ME**

Changing Borders, a multi-day conference held on both sides of the Canadian border, examined the potential impacts of changes in US border policy to the eastern Maine-southern New Brunswick community. A variety of speakers covered numerous topics, including tourism, trade, and general community life. Keynoting the event was Ken Oplinger, president of the Bellingham, WA based BESTT Coalition, a multi-state group that seeks to find and implement alternatives to the WHTI's passport requirement. Wade Merritt attended on behalf of MITC, and was the featured lunchtime speaker on the importance of trade to the St. Croix region.

**Nov. 29, 2007 Innovation & Opportunities in Quebec's Defense and Security Industries Portland, ME**

As part of its trade education series, MITC hosted a program on Quebec's growing defense and security industries. Guest speaker was Alain Fecteau of Technopole Defense and Security, a Quebec City business network enterprise that operates within the sectors of defense, homeland security, and public safety in the Quebec regions. The program focused on the current marketplace and the opportunities

for Maine companies within these industry sectors. Anne Nanovic, Janine Bisallion-Cary, and Jeff Bennett from MITC were in attendance.