Maine Trade Mission to Russia

Moscow, Kazan, Ekaterinburg, Novosibirsk, and St. Petersburg.

- Andre Allard, Application Specialist, Artel

60 companies for follow up.

I came back to my office with a list of about

was a tremendous learning experience for me.

This was my first experience in such an

Greater Toronto Area. Over 16 meetings were

and most importantly, one-on-one business

Representatives from Maine companies par-

Commercial Service lead the trade mission

There was no late August lethargy for the

Market Briefing: Learn more about current economic and political conditions in Russia with neighboring countries

Groups Tours and Events:

Market Briefing:

In-Country Research:

Research will be conducted by industry specialists, and

on your school's goals.

Customized One-on-One Appointments:

Mission Benefits Include:

StudyMaine

.exe

MITC Receives $145,000 SBA Grant to Assist Maine Exporters

In September, the U.S. Small Business Administration announced that MITC received a $145,000 grant in the latest round of funding under the State Trade and Export Promotion (STEP) program. Canada in 2018 and waivered in 2017, the STEP program provides funding to U.S. states and territories to increase the number of businesses that export.

Announced by U.S. Trade Development Agency and in coordination with the Export Assistance Division, the grant provides eligible Maine companies with reimbursement of ward specific costs associated with export development activities, such as export compliance, foreign market research, and software development.

Beginning October 1, eligible businesses can apply for reimbursement of expenses that are considered critical to export success, up to a cap of $3,000 per project.

Eligible companies can access funding for a wide range of export activities, including:

- International Business Development:
- Export Compliance:
- Foreign Marketing Support:
- In-Country Research:
- Groups Tours and Events:
- Market Briefing:
- New Members:

February 1

Moscow, Kazan, Ekaterinburg, Novosibirsk, and St. Petersburg

International Business Forum

February 9

Presque Isle, ME

For more information, please contact Tracey Tom at marketplace.com or 207-541-8746.

STEPS Initiative

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- New Members:
I hope you all enjoyed the glorious Maine weather. As the fall season approaches, many are looking forward to the seasonal changes and the opportunities they bring. This year, we aim to assist with your planning for the fall.

Highlights for the fall include:

- Again this year, MITT has reserved a 1000 square foot space for the U.S. Small Business Administration to assist Maine entrepreneurs. As a result, we are able to introduce high-impact businesses to our extended network of business mentors, business matching events, trade show participations, and export compliance training. (See page 4)
- The State of Maine initiative is organizing an elevated food trade mission to visit the cities in Russia from January 25 – 30. Within this effort, our second most popular study abroad destination, we are planning for your school’s participation. (See page 4)
- As one of Maine’s historic paper industry for more than 150 years, Sappi has recently launched an innovative new line of release paper – the Ultracast Nexus line which is servicing new market niches. (See cover article)

FOCUS ON QUEBEC

COREX Opportunities

Launched in March 2015, the COREX program initiative facilitates and promotes trade between Quebec and the seven states in the northeastern U.S. (New York, Vermont, New Hampshire, Massachusetts, Connecticut, Rhode Island, and Maine). This program, the Quebec Federation of Chambers of Commerce (FCCQ) has created an innovative tool dedicated to linking Quebec and Maine businesses develop their network and new business opportunities on both sides of the border. Quebec’s 2nd largest trade partner within Canada. Quebec’s geographic proximity and dense economic power make opportunities for Maine businesses across many sectors including food, construction, green building, manufacturing technology, energy, Recreational, and aerospace. Trade between Quebec and Maine increased by more than 35% between 2011 and 2013.

The Quebec Federation of Chambers of Commerce (FCCQ) has produced an innovative tool dedicated to help U.S. and Quebec businesses develop their network and new business opportunities on both sides of the border. Quebec’s geographic proximity and dense economic power make opportunities for Maine businesses across many sectors including food, construction, green building, manufacturing technology, energy, Recreational, and aerospace. Trade between Quebec and Maine increased by more than 35% between 2011 and 2013.

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For more information, please visit www.corexfccq.com or contact Canada Desk Director Jeff Bennett at jbennett@mitc.com or 207-553-7709.

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Mr. Stéphane Forget, CEO of Fédération des chambres de commerce du Québec (FCCQ)

Canada Desk provides a B2B networking platform that aims to connect companies and break down barriers for entrepreneurs and companies in the United States and their industry counterparts in Quebec. • COREX Opportunities provides a B2B networking platform that aims to connect companies and break down barriers for entrepreneurs and companies in the United States and their industry counterparts in Quebec.

"We are very proud of COREX Opportunities; it empowers businesses on both sides of the border to connect more easily, to seize new opportunities, and to build stronger relationships. This fall, we will focus our effort on the U.S. market to develop new partnerships. New American businesses will be able to explore the platform and extend their businesses through the FCCQ’s extensive network.”

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Mr. Stéphane Forget, CEO of Fédération des chambres de commerce du Québec (FCCQ)
I hope you all enjoyed the glorious Maine summer. As the fall season arrives, we will focus our effort on the U.S. market to develop new partnerships. More American companies in the Northeastern United States and their industry counterparts in Quebec would benefit from the platform and extend their businesses through the FCCO's extensive network.

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Janine Bisaillon-Cary,
President, Maine Port Authority
i hope you all enjoyed the glorious Maine summer. the fall leaves are in full swing, and i’m looking forward to meeting one of our trade teams as we expand sales in current overseas markets and emerging markets to consider next year to assist with your planning for 202?

Spotlight on the new member

again this year, MTTI has sourced a 207 grant from the US. Small Business Administration to assist Maine enterprises. as a result, we are able to introduce small businesses to connect with export markets, assistance with business matchmaking services, trade show participation, and export compliance training. (see cover article)

The TradeMaster initiative is organizing an educational focused trade mission to visit the cities in Russia from January 23 – February 5. within the US, the second most popular study abroad destination for American students, the market is growing for Russian schools. (see page 4)

as one of Maine’s paper industry for more than 150 years, Sappi has recently launched an innovative new line of release paper – the Ultracast Nexus line which is servicing new market niches. (see page 2)

A product of the Quebec Federation of Chambers of Commerce, COREX Opportunities is a cost, web-based platform that brings together buyers and sellers in international business and export development activities such as business matchmaking services, trade show participation, and export compliance training. (see page 4)

it’s geographic proximity and diverse economy present many opportunities for Maine businesses across many sectors including food, construction, green building, manufacturing, technology and services. trade development initiatives have increased by more than 35% between 2011 and 2013. (see page 6)

We’ve moved to the Marine Trade Center building on the Portland waterfront! when you’re in the neighborhood, stop in and see us. it’s an opportunity to search for and connect directly with businesses will be able to enjoy the privileges of the platform and extend their businesses through the FCCQ’s extensive network.”

More information is available at: www.fccq.org or contact Canada Desk Director Jeff Bennett at jbennett@mitc.com

For more information, please visit www.coredx.com or contact Canada Desk Director Jeff Bennett at jbennett@mitc.com or 207-553-7709.

COREX Opportunities provides a B2B networking platform that aims to create connections and breaks the mould for entrepreneurs and companies in the United States and its industry counterparts in Quebec.

FOCUS ON QUEBEC

Robert Stéphane Forget, CEO of Fédération des chambres de commerce du Québec (FCCQ)

Going Beyond Paper: Non-Traditional Applications Keep Business Profitable

Going Beyond Paper: Non-Traditional Applications Keep Business Profitable

Sappi North America has long been an important part of Maine’s paper industry, planting its roots as the W. Starna Company more than 150 years ago. Throughout its history, Sappi has overcome industry challenges through a forward-thinking approach to the paper and pulp business. Leveraging its unique, internationally recognized strengths, Sappi has successfully diversified its product offering to meet the needs of today’s customers.

At the company’s Woodland Mill, which has been operating since 1876, Sappi has found success in a host of niche, inland market release papers. This specialty paper offers unimaginable opportunities for the company to remain competitive, grow a profitable business, and create value for the industry.

Simple put, release papers contain a textured surface pattern so that it can be cast onto a synthetic material. Sappi currently meets more than one third of the world’s demand for release paper, which provide the surface aesthetics for coated fabrics and synthetic leather used in footwear, clothing, upholstery and accessories, as well as the textures to decorative laminates found in kitchens, baths, flooring and other surfaces. “The biggest misconception of this industry is that paper is in the product our customers are buying,” said Collins. “In fact, the paper acts as a mold, imparting the texture to the synthetic end product. Our paper does not become part of the end product.”

“Between 90% and 98% of our release papers are used in the textile and synthetic leather industry,” Collins explained. “All around the world, people in the footwear market use release paper over and over again.”

Despite how common the materials textured by release papers are, the subtle nuances of Sappi’s Ultracast and Classics products open an enormous world of possibilities. With over 240 patterns available to customers, Sappi’s release business is a master craft in the industry and leads the charge in innovation to meet the increasing needs of its clients.

“Sappi’s biggest contribution to the industry is the extremely high quality of the textures, not just the paper itself,” That Colville is “we are after subjects “that we focus on the qualities we can control and the opportunities we can access and develop.”

The recent release of its Ultracast Nexus line showcases the company’s technical expertise, understanding of the market and investment in innovative meet consumer needs. Ultracast Nexus release paper is engineered to last, provide superior performance, and deliver the quality and efficiency of manufacturing to customers, according to Collins.

Going Beyond Paper is available to customers, Sappi’s release business is a master craft in the industry and leads the charge in innovation to meet the increasing needs of customers.

Without the design and development of this special release paper, customers will not be able to meet the needs of the market.”

Going Beyond Paper: Non-Traditional Applications Keep Business Profitable

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Sappi North America, a leading North American producer of wood-free specialty papers that consumers and industries use daily. The company produces paper, board and specialty products for a wide range of end use markets. These include graphic and specialty papers, as well as packaging and technical applications. Sappi North America is one of the world’s leading paper producers, with more than 1,500 employees and manufacturing operations in 15 countries and customers in more than 100 countries around the world. Learn more at www.snapi.com.
Maine Trade Mission to Russia

There was no late August lethargy for the Maine delegation included representatives from U.S. Commercial Service, Artel, MITC, Kepware Technologies, and Port City Living. (Not pictured, Elmet Technologies)

For more information, please contact Tracey York at mainetourinfo.com or 207-541-7474.

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WHAT’S AHEAD

Getting More Out of Trade Shows November 10 • Webinar

Annual Holiday Member Reception December 13 5:00 – 7:00 PM Portland, ME

Winter Fancy Food Show January 22-24 San Francisco, CA

Maine Education Mission to Russia January 23 - February 1 Moscow, Kazan, Ekaterinburg, Novosibirsk, and St. Petersburg

International Business Forum February 9 Presque Isle, ME

Maine Trade Mission to Toronto

In September, the U.S. Small Business Administration announced that MITC received a $145,000 grant in the latest round of funding under the State Trade and Export Promotion (STEP) program. Canada in 2018 and marched in 2019, the STEP programs provide funding to U.S. companies to help them become competitive in international markets.

This was my first experience in such an interesting, and very well organized. This also held during the two-day visit.

The Maine delegation included representatives from U.S. Commercial Service, Artel, MITC, Kepware Technologies, and Port City Living. (Not pictured, Elmet Technologies)

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Beginning October 1, eligible businesses can apply for reimbursement of expenses in the following three areas critical to export success:

International Business Development: Eligible companies can access funding for international business matchmaking services or attendance at an international trade show. Associated services such as shipping, interpretation, or country general transportation that support the matchmaking or trade show activity are also reimbursable up to a cap of 5% of project, with a maximum of two projects per company per year. Companies in rural Maine may receive up to $5,000 per project.

Advanced Export Skills Development: Eligible companies can access funds to participate in private export skills training programs or export-compliance services up to $2,500 per company per year. TPP funds can be used toward registration costs or喽听着, but not travel costs.

Marketing: Support to the first that this STEP funds can be used to improve international marketing efforts by engaging consultants for advertising and marketing campaigns, SEO services, or translation and/or localization of websites and sales literature. Companies may receive up to 50% of what they spend, up to a cap of $3,000 per year.

To apply for a STEP Financial Assistance Award, companies need to show eligibility requirements and complete a simple online form from which a panel of expert judges, GlobalView, eligible, and the link to the online application form available on the MITC website (mitc.com).
Maine Education Mission to Russia

MITC’s Study/Maine initiative is organizing educational focused trade mission to Russia. From January 25 - February 1, 2017, the Maine mission will visit Moscow, Kazan, Ekaterinburg, Novosibirsk, and St. Petersburg.

With the 4th largest economy in the world and a strong upper-middle class, Russia is a promising market for international student recruitment. The EU is the second most popular study abroad location for Russian students with enrollment in U.S. schools exceeding over 13% within the last five years.

Mission Benefits Include:
- Opportunity to meet representatives from successful companies with experiences in Russia and neighboring countries.
- Meetings with potential partners in the Greater Toronto Area.
- Over 16 meetings were held during the two-day visit.

Greater Toronto Area. Over 16 meetings were held with potential partners in the Greater Toronto Area.

This was my first experience in such an event, and I found it to be very productive, in-depth, and most importantly, one-on-one business appointments.

I came back to my office with a list of about 60 companies to follow up with.

For more information, please contact Zeynep Turk at turk@mitc.com or 207-541-7474.

Maine Trade Mission to Toronto

There was no late August lethargy for the Maine delegation that spent seven days in Moscow, Kazan, Ekaterinburg, Novosibirsk, and St. Petersburg.

Maine representatives from U.S. Commercial Service, Artel, MITC, Lionbridge Technologies, Maine Maritime Academy, Maine Port Authority, Mohawk Global Trade Advisors, and Port City Living met with Russian government leaders to gain first-hand knowledge of the education environment.

Getting More Out of Trade Shows

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Opportunity Maine

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Export Assistance Budget 2016

Since 2011:
- 37 projects funded
- $275,160 of assistance provided to Maine companies
- Still open for actual sales to date

Beginning October 1, eligible businesses can apply for reimbursement of expenses in the following four areas critical to export success:
- International Business Development: Eligible companies can access funding for international business matchmaking services or attendance at an international trade show. Match-making services can include shipping, transportation, or country general transportation which support the matchmaking or trade show activity and are reimbursable up to a cap of $5,000 per year, with a maximum of two projects per company per year. Companies in rural Maine may receive up to $3,000 per project.
- Foreign Marketing Support: Eligible companies can access funds to participate in private export skills training or purchase export-compliance services or up to $5,000 per company per year. STEP funds can be used to cover registration costs or traveling, but not travel costs.

For more information, please visit the link to the online application form available on the MITC website (mitc.com).

To apply for a grant, companies need to meet SBA eligibility requirements and/or localization of websites and sales literature. Companies may receive up to 50% of what they spend, up to a cap of $5,000 per year.

For the first time this year, STEP funds can now be used to improve international marketing efforts by engaging consultants for advertising and marketing campaigns, SEO services, or translation and/or localization of websites and sales literature. Companies may receive up to 50% of what they spend, up to a cap of $5,000 per year.

To apply for the STEP Financial Assistance Award, companies need to meet SBA eligibility requirements and complete a simple online form that includes an overall project budget, goal setting, eligibility requirements, and the link to the online application form available on the MITC website (mitc.com).

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