Focus on Changing EU Markets, Annual Awards Luncheon, and New Product Showcase at Trade Day 2017

Registration is now open for Maine International Trade Day on May 25th. From: 12:00 - 6:00 pm at the Cross Insurance Center in Bangor, Maine.

This year’s theme is “Charting a Course in the Changing EU.”

After 25 years of expansion and relative stability, the European Union is going through seismic change. The EU’s single market of 500 million people has grown to be the second largest economy in the world, worth $16 trillion. But the Greek debt crisis, followed by the announced exit of Britain from the EU, have strained relations among the member states. Now, all eyes are on the upcoming elections in France and Germany.

In 2016, Maine exports to the EU totaled $503 million, and Europe remained a dominant player, accounting for 4 of Maine’s top 10 overseas markets. While the current uncertainty poses long-standing transatlantic business relationships at risk, there will also be new opportunities as rules of trade change. European economies continue to rebound, and capital flows to new places for investment.

In Trade Day 2017, our panel of experts will discuss how economic and political changes in the EU will impact Maine businesses in the short-term, as well as long-term trends to guide future strategy.

As our Keynote Presenter, we are delighted to welcome Matt Tripodi (at left), Global Account Director at Euromonitor International, who will share key market trends for US trade in the EU. Mr. Tripodi has more than 18 years of experience in research and strategy consulting for leading multinational corporations, government, and quasi-government agencies, and trade associations.
President’s Corner

Dear MITC Members and Friends,

Spring is a great time to become a MITC member. In addition to taking advantage of reduced registration fees for May and June trade education events and unlimited trade assistance, the annual membership is good through June 2018—more than two additional months free! If you have clients or suppliers that would benefit from MITC membership, now is the time to suggest they join. We’re always happy to meet with potential new members and answer questions.

Highlights in this issue include:

With the important changes occurring in the European Union, this year’s theme for Trade Day 2017—“Starting a Course in the Changing EU”—couldn’t be more timely. With four of our top commissioners in the EU, you won’t want to miss our expert presenters’ insights on short-term and long-range potential effects on trade for Maine businesses. (See cover article.)

While the comprehensive trade agreement between Canada and the EU eliminating tariffs will impact most Maine exporters, the lobster industry is looking at the changes to trade concerns about CETA with State leaders and our federal delegations to raise awareness of CETA concerns. MITC is working with Maine industry leaders and our state and federal delegations to raise awareness of CETA concerns. (See page 8.)

For the second year, MITC/Invest in Maine organized a shared booth at JEC World, the composites industry’s largest show, and continued to build on the successful private-public collaboration for trade and investment opportunities. (See page 3.)

In June, we will offer a full-day workshop focused on export documentation. We’re delighted to bring back Mike Hoener of Aldine Enterprise, a nationally-recognized expert in areas of export compliance; and follow the success of the prestigious President’s Corner, the last time we wrote (see cover article) about our participation in Seafood Expo North America in Boston.

CETA is a comprehensive trade agreement between Canada and the EU with one of its key provisions aimed at eliminating 98% of the tariffs between Canada and the EU. The European Union is one of Maine’s most important global markets. Maine exports to the EU topped $503 million in 2016, second only to Canada. Even with rapid export development to China, Maine exports to the EU are nearly 2.5 times that of China.

As of this writing, it’s expected that the implementation of the trade provisions will occur this spring, perhaps as early as June 2017. The majority of the text—its trade provisions—will apply provisionally from the first day of the month following the date on which the EU and Canada have notified each other that they have completed all necessary procedures. The more controversial provisions on investment protection will be on hold.

The European Union is one of Maine’s most important global markets. Maine exports to the EU topped $503 million in 2016, second only to Canada. Even with rapid export development to China, Maine exports to the EU are nearly 2.5 times that of China.

The trip included stops in Moscow, Kazan, Ekaterinburg, and Washington Academy.

Kind regards,

James Robinson, Jr., President

Mastering Export Documentation

What you don’t know can hurt you!

June 22 - Brunswick, ME - 8:30am – 4:30pm

Many companies suffer unnecessary shipment delays, custom audits, and demanding changes due to incomplete or inaccurate documentation for shipments. Join us on June 22nd for this one-day program to learn step-by-step how to correctly fill out international documents, when to find needed information, and when specific documents are required.

Who Should Attend?

Traffic managers, purchasing managers, shipping/taxing/ receiving, compliance officers, sales managers, customer service managers and anyone involved or concerned with international shipments.
The European Union is one of Maine’s most important global markets. Maine exports to the EU reached $854 million in 2016, second only to Canada. Despite this rapid export development to China, Maine exports to the EU are nearly 2.5 times that of China.

CETA is a comprehensive trade agreement between Canada and the EU with one of its key provisions aimed at eliminating 98% of the tariffs between these two regions. Negotiations were concluded in August 2016 with the EU Parliament giving its consent on February 15, 2017 to the provisional implementation of CETA.

The majority of the text – its trade provisions – will apply provisionally from the first day of the month following the date on which the EU and Canada have both confirmed that they have completed all necessary provisions. The more controversial provisions on investment protection will be on hold.

As of this writing, it is expected that the implementation of the trade provisions will occur this spring, perhaps as early as June 2017.

While CETA's trade provisions, and subsequent tariff eliminations, will impact most industries in Maine, perhaps no industry in Maine will be as greatly impacted as the lobster industry. When CETA comes into force, almost 90% of EU imports of Canadian fish and seafood products will be duty free.

Maine and Canada sharing the same lobster species, competing for the same global markets, the CETA signing has raised serious concerns for Maine’s lobster dealers and processors.

MITC continues to work with Maine industry leaders and our state and federal delegations to raise awareness of CETA’s concerns.

For specific questions on CETA’s potential impact on your business and industry, please contact MITC Canada Desk Director, Jeff Bennett at jbennett@mitc.com or 207-553-7799.
In late January and early February, MITC’s StudyMaine initiative led seven educational institutions on an Education Mission to Russia and Ukraine. The delegation included Brunswick Academy, Maine Central Institute, Blue Hill Campus, Thornton Academy, University of Maine, and Washington Academy.

The trip included stops in Moscow, Kazan, Blagoevgrad, St. Petersburg, and Kiev. The itinerary included educational tours of residential halls, agent fairs, one-on-one meetings with agents, and school visits. School representatives had opportunities to network with parents, students, and agents at all five locations.

Based on the post-mission survey results, participants reported an estimated dollar value of enrolled students at $774,000. In addition, 54 agreements were signed with agents, and 4 agreements were signed with schools.

Through the StudyMaine Mission to Russia and Ukraine, the educational institutions were able to promoting Maine as a safe, beautiful, and accessible destination that provides great educational opportunities to students from all over the world.

"What you don’t know can hurt you!"

Janine Bisaillon-Cary, President

Kind regards,

For the second year, MITC/Invest in Maine organized a shared booth at JEC World, the composites industry’s largest show, and continued to build on the successful private-public collaboration brought back in 2016 with Mike Allocca of Allocca Enterprises, a nationally recognized expert in areas of export compliance and fellow winner of the prestigious President’s E Award for excellence in export.

With the important changes occurring in the European Union, this year’s theme for Trade Day on June 22nd for this one-day program to learn step-by-step will focus on export documentation. We’re delighted to see our expert presenters’ insights on short-term overseas markets in the EU, you won’t want to miss their presentations. Visit us at booth #4800.

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The European Union is one of Maine’s most important global markets. Maine exports to the EU topped $503 million in 2016, second only to Canada. Despite CETA’s trade provisions, and subsequent tariff eliminations, almost 96% of EU imports of Canadian fish and seafood products will be duty free.

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Maine Composites Industry Showcased at JEC World in Paris

In March, MITC/Invest in Maine hosted a double-booth at JEC World International Composites Event, the industry’s largest show. Maine capacities and innovation were displayed center stage in the U.S. pavilion. This was the second year that MITC organized a shared booth at the three-day show in Paris.

In addition to MITC/Invest in Maine, the delegation included Fiber Materials Inc., Nutriboar Corporation, Tex Tech Industries, Maine Marine Composites, and the University of Maine’s Advanced Structures and Composites Center.

The collaboration between private companies and public organizations during the show worked to promote the state’s unique proposition as an R&D and industry leader. The goals of participation were to showcase the state’s capacity in the composites industry sector, explore international markets, and seek out investment opportunities.

Registration for the event includes the luncheon and the networking reception. The cost is $75 per person for MITC Members and $95 per person for non-members. Maine State Legislators receive free admission.

Advance registration will close on May 23rd. Learn more and register online at mitc.com.

Trade Day 2017 continued from page 1

Following the annual Trade & Investment Awards Luncheon, our expert panel will discuss Opportunities and Challenges for EU Trade and Investment. Panelists are Jennifer Toler, Colby College; Harriet Cross, UK Consul General; Matt Tripodi, Euromonitor International; and Mark O’Connell, OCO Global.

The event concludes with a networking reception. For the third year, the New Product Global Showcase will feature some examples of innovation from Maine companies, and attendees will be able to vote for “Best in Show.”

Registration for the event includes the luncheon and the networking reception. The cost is $55 per person for MITC Members and $75 per person for non-constituents. Maine State Legislators receive free admission.

What you don’t know can hurt you!

Mastering Export Documentation:

June 22

1:00 - 5:00 pm • Portland, ME

Focus on Changing EU Markets, Annual Awards Luncheon, and New Product Showcase at Trade Day 2017

TRADE EDUCATION FORUMS

E-Commerce Forum

June 22

8:30 am - 4:30 pm • Brunswick, ME

Email:
(207) 541-7400  •  Website: www.mitc.com

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TRADE DAY 2017

12:00 - 6:00 p.m. • Bangor, Maine

Registration is now open for Maine International Trade Day:

To view the full list of annual awards, please see the full article in the Spring 2017 issue of GlobalView.
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The event concludes with a networking reception. For the third year, MITC Board Chair John Wolanski, GAC Chemical Corporation and MITC Board Treasurer Joe Mooney, TD Bank continued from page 1

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April 11

1:00 - 5:00 pm • Portland, ME

**Annual International Trade Day:**

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May 25

12:00 - 6:00 pm • Bangor, ME

**Mastering Export Documentation: What you don't know can hurt you!**

June 22

8:30 am - 4:30 pm • Brunswick, ME

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