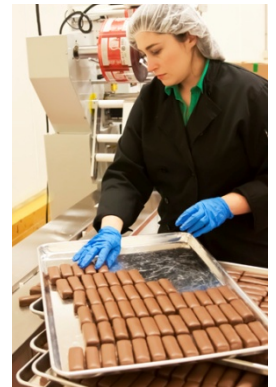


# Trade, Investment, and Growing Maine's Economy

January 2016



# Why are international trade & investment important to Maine?

International trade – including exports and imports – supports 177,519 Maine jobs, representing more than 1 in 5 jobs in the state.



Jobs in U.S. exporting plants pay on average up to 18% more than similar jobs in non-exporting plants.

Maine exported \$2.7 billion in goods in 2014 and \$1.3 billion in services in 2013.

Customers in 184 countries buy Maine-made goods and services.



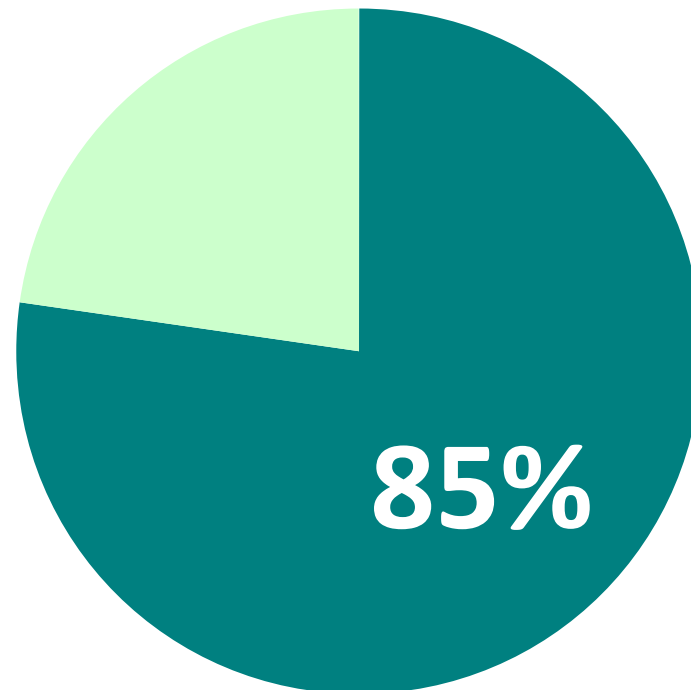
Foreign-owned companies invest and build facilities and employ 32,500 Maine workers across many industries.



**2,183**

number  
of Maine  
businesses  
that exported  
in 2012

## Share of Maine Exporters that are Small & Medium Sized Businesses





## TOP EXPORT MARKETS

Canada	\$1,039,145,096
China	\$179,200,181
Malaysia	\$178,658,373
Germany	\$76,388,381
Japan	\$64,470,810
Korea, Republic of	\$63,386,843
Italy	\$58,539,666
Mexico	\$53,125,886
United Kingdom	\$46,907,427
Netherlands	\$45,034,269





## TOP EXPORT COMMODITIES

Fish, Crustaceans & Aquatic Invertebrates	\$348,231,197
Electric Machinery; Sound Equip; TV Equip; Parts	\$282,738,171
Paper & Paperboard & Articles	\$265,536,278
Wood and Articles of Wood; Wood Charcoal	\$236,904,542
Aircraft, Spacecraft, and Parts Thereof	\$169,812,598
Wood Pulp, Etc; Recovered (Waste & Scrap)	\$135,227,417
Industrial Machinery, Including Computers	\$113,718,061
Mineral Fuel, Oil, Etc.; Mineral Wax	\$76,292,580
Optic, Photo, Medical or Surgical Instruments	\$56,591,918
Special Classification Provisions, NESOI	\$52,716,715



# MITC Services

- Trade Assistance
- Trade Education Programs & Events
- Trade Missions & Trade Shows
- Export Assistance Grants

# Trade Assistance

## TOP 5 REQUESTS BY COUNTRY

China  
Canada  
Japan  
Korea  
Brazil

**1,370** consulting/research  
requests delivered in 2015

## TOP 5 REQUESTS BY TOPIC

Documentation & Certification  
Best Markets & Market Trends  
Distributors/Partners/Buyers  
Research Trade Statistics  
Tax & Tariff Rates



# Programs & Events



**977** attendees at 11  
trade education programs  
and events in 2015

Topics included:

Imperatives of Importing; Online in Europe (webinar); Energy Needs: New Projects & Opportunities (Canada Day); Understanding Foreign Trade Zones; and Export Forum 2015

# Trade Shows

MITC coordinated booths  
at five trade shows in 2015:

Winter Fancy Food Show

China Fisheries & Seafood Expo

Arab Health

MEDICA

DEFSEC Atlantic

**\$11.2 million in  
projected sales from  
5 trade shows in 2015**



# Trade Mission

State of Maine Trade Mission  
to Japan and China in 2015:

- 12 participating organizations
- over 250 attendees at special events
- 111 business matchmaking meetings held

**\$2.1 million** in projected  
sales within 6 weeks





# Export Assistance Grants

North Atlantic Supply Chain Initiative (NASCI) grant program funded by Maine Technology Institute



State Trade and Export Promotion (STEP) grant program funded by U.S. Small Business Administration

U.S. Small Business Administration



*Funded in part through a Cooperative Agreement with the U.S. Small Business Administration*

**Overall ROI of 91:1 with over \$1.8 million in reported sales**

# MITC Initiatives

- MENADO - North Atlantic and Arctic focus
- Study Maine - international student attraction
- Invest in Maine - foreign direct investment

# MENADO

Maine North Atlantic Development Office (MENADO) was formed in 2013 to increase trade and investment between Maine and markets of the North Atlantic Region and guide Maine's policy in Arctic affairs.

In 2015:

- organized Maine participation in 3 international trade shows and conferences
- hosted 10 educational programs, visiting delegations, and networking events
- presented at 8 Arctic-themed international events



# StudyMaine

- In 2015, Maine was home to 1,354 international students at the higher education level and approximately 950 tuition-paying international students at the high school level contributing an estimated \$87 million to Maine's economy.
- During 2015, StudyMaine hosted EducationUSA advisors from eight different countries.
- In January 2016, StudyMaine organized a Maine Education Mission to Vietnam and Thailand.



# StudyMaine USA



[PLAY VIDEO](#)



# Invest in Maine

**Key Markets:** EU and China

**Target Sectors:** Life Sciences, Advanced Materials/Composites, Food Processing and Aerospace/Transportation

In 2015:

- hosted booths at Techtextil and Composites Europe trade shows
- conducted 95 foreign direct investment meetings overseas
- organized 12 international investor visits
- launched regional reimbursement sub-grant program



invest  
in maine  
U.S.A.

# Visit. Study. Invest.



[PLAY VIDEO](#)

# Thank You!

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