

GLOBALVIEW

MAINE INTERNATIONAL TRADE CENTER QUARTERLY NEWSLETTER

GlobalView is sponsored by:

sappi

NEW MEMBERS

Apex Clean Energy
Scarborough, ME

Downeast Economic Development
Baileyville, ME

English Pine Cottage
Cape Elizabeth, ME

Eos Design LLC
Westbrook, ME

Foxcroft Academy
Dover-Foxcroft, ME

Lucy's Granola
East Blue Hill, ME

MaineAsia
Portland, ME

Maine College of Art
Portland, ME

MEMIC
Portland, ME

Perkins Thompson
Portland, ME

Team Worldwide
Portland, ME

Scandinavian Trade Mission to Denmark, Norway, and Sweden Announced

Join the Maine North Atlantic Development Office (MENADO) and Maine International Trade Center (MITC) to explore the markets of Denmark, Norway, and Sweden. The region is known for a variety of strong industry clusters including: life sciences, aerospace and defense, marine infrastructure, maritime and shipbuilding, and offshore energy, among others. The coordinated Scandinavian Trade Mission, scheduled for June 5 – 14, will assist Maine businesses in exploring and pursuing new export opportunities through direct meetings with potential clients in these markets. The delegation will visit the cities of Copenhagen, Oslo, and Stockholm.

What to Expect:

- One-on-one meetings with foreign industry executives and government officials, pre-screened to match your specific business objectives whether for representation, direct sales, or joint ventures in each local market
- Networking events with guests from local industry multipliers including Chambers of Commerce, associations and business councils that are influential each business community
- Market briefings and roundtables with U.S. Embassy officials and U.S. Commercial Service officers and members of the legal and business community on local business practices and opportunities
- Site visits to local facilities where your technologies/services may be applied
- Media coverage for the Maine delegation in each market



Last month, MENADO Director Dana Eidsness was in Scandinavia to participate in the Arctic Frontiers Conference in Tromsø, Norway, followed by an Arctic Council working group meeting in Stockholm, Sweden. While there, she conducted advance meetings in preparation for the upcoming trade mission with the U.S. Commercial Service, businesses, and industry organizations in Denmark, Norway, and Sweden.

At the Scandinavian Forum in January, presenters focused on business opportunities in the life sciences, infrastructure construction, and green shipping sectors. Eidsness explained that these same industry sectors will also be emphasized as recruitment begins for the June trade mission.

Continued on page 4

Sustaining Roundtable Members

Atlantic Canada Opportunities Agency
Bank of America Merrill Lynch
BerryDunn
Blackstone Accelerates Growth (BxG)
Consulate General of Canada - Boston
Eimskip
Emera Maine
IDEXX
Key Bank
Maine Department of Economic & Community Development
One Source Risk Management and Funding, Inc.
Reed Exhibitions
Sappi Fine Paper North America
TD Bank

President's Roundtable Members

Allen Insurance and Financial
Bangor International Airport
Bangor Region Development Alliance
Bangor Savings Bank
Barber Foods, Inc.
BDN Maine
Diversified Business Communications
Fairchild
Finance Authority of Maine
Hussey Seating Company
L.L.Bean, Inc.
Mainebiz
Maine Department of Labor
Maine Manufacturing Extension Partnership
Maine Maritime Academy
Maine Port Authority
Maine State Chamber of Commerce
Maine Technology Institute
Nomad Pictures
OCEANAIR Inc.
People's United Bank
Pierce Atwood, LLP
Preti Flaherty
Puritan Medical Products Company, LLC
Quebec Federation of Chambers of Commerce
Québec Government Office in Boston
Sprague Energy Corporation
University of New England
Unum
UPS
Verrill Dana, LLP



President's Corner

Dear MITC Members and Friends,

We are delighted to welcome Sappi Fine Paper North America as our new GlobalView sponsor for this year. A long-time friend and MITC member, Sappi, committed to innovation and best practices in their coated and release paper product lines, represents the best of Maine's paper industry. We appreciate their continuing support.

A few other noteworthy news items:

- ✓ We've been busy following up on trade and investment leads from the State of Maine Trade Mission to Japan & China in October, as well as the China Fisheries & Seafood Expo held in Qingdao. This Spring we will be hosting delegations from both countries.
- ✓ Our overseas activities in the months ahead include participation in the JEC World 2016 composites show in Paris (see page 4) and Seafood Expo Global in Brussels, as well as a Scandinavian Trade Mission (see cover article).
- ✓ This year marks the 20th anniversary for MITC, and we hope that you will join us to celebrate at the "Black, White & Gold Gala" as part of Trade Day 2016 on May 26th in Portland. The theme is "Technology Forward: Innovative Trends for Maine's Global Businesses." Stay tuned for more details coming soon.

As you execute your business plan for 2016, let us know how we may assist you in either entering or expanding your international markets. We look forward to working with you.

Kind regards,

Janine Bisaillon-Cary, President



Our Annual Member Holiday Reception, held at the U.S. Custom House in December, drew a record turnout of over 130 people. Thanks to our sponsors – People's United Bank and Dachser – and to Jeff Porter from the U.S. Commercial Service for hosting the event.

CANADA DESK

Ocean Technology in New England and Atlantic Canada: Promoting a Network of Collaboration

April 27 - 28, 2016 | University of Maine, Orono, ME



Save the Dates for Canada Day 2016

The United States and Canada enjoy one of the world's most unique bilateral relationships. Our close connection to our neighbors has been formed by our shared geography, common interests, similar values, and economic ties. Maine's bilateral trade with Canada topped a staggering \$3.6 billion in 2015.

The Canadian-American Center, the University of Maine, and Maine International Trade Center invite you to join us for a unique, two-day conference exploring this dynamic relationship on April 27th and 28th. The conference is sponsored by TD Bank. More details to be announced soon. We hope to see you there!

Maine-Canada Quick Facts

- Maine sells more goods to Canada than to all other countries combined.
- Maine exports to Canada: \$15 billion
- Maine imports from Canada: \$2.1 billion
- Total Maine-Canada goods trade: \$3.6 billion
- Jobs in Maine that depend on Canada-U.S. trade and investment: 38,000
- Maine visits by Canadians last year: 1,136,600

Questions on doing business with Canada?
Contact Jeff Bennett, Canada Desk Director, at jbennett@mitc.com or 207-553-7709.

Canada Desk is sponsored by



Strengthening Maine's Global Profile in Composites Industry at JEC World 2016



In March, the State of Maine will host an exhibit booth in the U.S. pavilion of the world's largest industry show for the composites industry, JEC World 2016. Held annually in Paris, the show is a conglomeration of industrial and business sectors covering the length of the value chain from raw materials to distribution and services to software.

Maine's presence in composites has been quietly building as word has spread of developments in R&D and industry that help showcase the state as a hub for innovation. For example, during the last three months of 2015:

- Habib Dagher, director of the University of Maine's Advanced Structures and Composites Center (ASCC), was recognized by the White House as a top transportation innovator for development of the composite arch bridge technology.
- ASCC is developing the measurement standards for the U.S. composites industry – a public/private sector collaboration funded by the National Institute of Standards and Technology.
- Lyman-Morse Technologies, a division of the boat-building company, announced delivery of an aerospace composite prototype to one of its clients.
- Kenway Corporation acquired Harbor Technologies' assets, creating a powerhouse in the field, a one-stop shop from small marine craft to large-scale infrastructure and custom composites.
- The Maine Composites Alliance's Composites Engineering and Research Laboratory (CERL), one of the most advanced in the country, is expanding on Brunswick Landing.

During JEC World 2016, pre-scheduled meetings with other exhibiting companies and potential investors will help promote the dynamism and broad capabilities of Maine's composites sector. Several Maine companies will join MITC and University of Maine staff at the show, which is part of a week-long itinerary that also includes visits to Juneau Boats in Nantes and Airbus in Toulouse.



Maine's Investment Attraction Toolbox

Maine may soon have a new tool to help attract overseas investment. The State recently applied to the United States Citizenship and Immigration Service (USCIS) to host an Immigrant Investor Program. Commonly known as EB-5, the program offers foreign nationals a way to obtain permanent residency and a Green Card when they invest in approved projects in the United States. The investment must be \$1,000,000 or at least \$500,000 in a Targeted Employment Area (high unemployment or rural area) and create or preserve at least 10 jobs.

Scandinavian Trade Mission to Denmark, Norway, and Sweden

Continued from page 1

"We'll provide networking opportunities with potential partners at Medicon Valley, one of Europe's strongest life science clusters spanning eastern Denmark and south-western Sweden," Eidsness said. "We'll explore initiatives in Norway and Denmark to build more efficient and cleaner ships and fishing vessels. We'll also connect with procurement leaders in each market to identify opportunities for Maine businesses to compete and enter supply chains for major infrastructure and construction projects across the region."

While these key industry sectors have been identified as major opportunities in Scandinavia, Eidsness noted that Maine businesses from other sectors are also welcome to participate in the trade mission and will benefit from coordinated market briefings, networking events, and customized business matchmaking meetings in each country.

To learn more, contact menado@mitc.com for updates on this trade mission.

Projects are approved in advance by USCIS and sponsored by a USCIS-approved regional center, which works to match local projects with overseas investors. The State of Maine, through Maine Department of Economic and Community Development (DECD), Maine International Trade Center (MITC), and Finance Authority of Maine (FAME), applied to sponsor a regional center to help attract investment and foster economic development using the program. Approval of Maine's application is expected later this year.

For more information on Maine's plans for an EB-5 Regional Center, contact John Endicott at 207-620-3530 or jendicott@famemaine.com.

Education Mission Brings Seven Maine Schools to Southeast Asia



On a snowy morning in January, carrying suitcases filled with summer suits to combat the 100 degree heat of Southeast Asia, StudyMaine led seven Maine schools to Vietnam & Thailand on a student recruitment mission.



Sheryl Stearns, Director of Enrollment and Marketing at Lincoln Academy, spent time with parents of international students who are attending her school at the networking reception in Ho Chi Minh City.

Representatives from Cheverus High School, Lincoln Academy, Mt. Blue Campus, Thornton Academy, Husson University, Thomas College, and the University of Southern Maine travelled to Ho Chi Minh City and Bangkok to meet with interested students, parents, and agents about studying in Maine. The mission itinerary included meetings with education agents; visits to local and international high schools and universities; a networking reception for alumni, parents, and local contacts; and participation in students fairs.

Students and families in Thailand and Vietnam have shown a growing interest in U.S. education and represent promising markets. On this trip, Maine schools touted their business curriculum, STEM capacities, early college offerings, and summer program options. The mission allowed schools to make new contacts as they seek to recruit more international students from these countries, with participants stressing the value of face-to-face meetings. The trip also gave delegates a taste of both countries, albeit brief, which will be helpful as they continue to work with agents, parents, and potential students in the months and years ahead.

“StudyMaine has been a great partner for Mt. Blue Campus as we have developed our international student program over the past two years. StudyMaine has provided counseling on everything from best markets for recruitment to social media strategy to developing agent agreements. We travelled with StudyMaine/MITC to China and Japan last year and joined them again for the mission to Vietnam and Thailand in January 2016. The consortium itself is also a great way for schools new to international recruitment to learn from schools with more experience.”

— Lisa Dalrymple, Mt. Blue Campus

“Best of Maine” Showcased at Winter Fancy Food Show

Working with the Maine Made program at the Maine Department of Economic and Community Development (DECD) for the fourth straight year, MITC organized participation in the “Best of Maine” booth at the Winter Fancy Food Show in San Francisco, CA, in January. The six companies that participated in the 2015 show reported just over \$3 million in projected sales as a result.

In 2016, Maine was once again well represented by Arnold Farm Sugarhouse (Jackman), Gelato Fiasco (Brunswick), Lakonia Greek Products (Saco), Lucy’s Granola (East Blue Hill), and Stonewall Kitchen (York). Several more Maine companies were also in attendance walking the show, sourcing products, and connecting with the industry. In addition to the trade show, companies participated in international buyers meetings, pre-scheduled, one-on-one appointments with some of the industry’s most important distributors, retailers and foodservice buyers. Meetings were held with buyers from Brazil, Canada, Chile, China, Finland, Germany, Taiwan, and Thailand.

Each year the 19,000+ Winter Fancy Food Show attendees discover more than 80,000 products featuring the world’s finest foods and beverages from more than 1,400 exhibitors representing over 35 countries. This winter’s show set record levels with buyer’s attendance.



The crew from Gelato Fiasco giving samples to buyers during the show.

TRADE EDUCATION FORUMS

LEAD SPONSORS



One Source

Risk Management & Funding



The Maine Composites Alliance



COOL CHOICE IN LOGISTICS

NETWORKING SESSION SPONSORS



Verrill Dana LLP
Attorneys at Law

BREAKOUT SESSION SPONSORS

Albatrans, Baker Newman Noyes, Maine Composites Alliance
Maine Ocean & Wind Industry Initiative, Maine Port Authority,
OCEANAIR, Inc.

WHAT'S AHEAD

Canada Day 2016

Ocean Technology in New England and Atlantic Canada:
Promoting a Network of Collaboration

April 27 - 28, 2016

Orono, ME

Maine International Trade Day

May 26, 2016

12:00 – 5:00 PM

Portland, ME

WHAT'S INSIDE

Scandinavian Trade Mission to Denmark, Norway, and Sweden Announced

Save the Dates for Canada Day 2016

Strengthening Maine's Global Profile in Composites Industry at JEC World 2016

Education Mission Brings Seven Maine Schools to Southeast Asia

PAID
Non-Profit Org.
U.S. Postage
Presto Standard
U.S. Postage
Portland, ME
Permit No. 218

Global Resources. Local Expertise.

INTERNATIONAL TRADE CENTER
MAINE

