

GLOBALVIEW

MAINE INTERNATIONAL TRADE CENTER QUARTERLY NEWSLETTER

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Invest in Maine Gains Interest from Overseas

**invest
in maine**
U.S.A.

There has been a flurry of activity in the Invest in Maine initiative over the past year. From Europe to China, MITC has been working to connect with companies and investors looking for the right opportunity and ideal location in the U.S. market.

Maine's strategic proximity to over 55 million U.S. consumers is making increasing sense to companies looking to target the Northeast market. The state is just north of the Boston-Washington corridor, home to 18 percent of the country's population, and offers same day distribution to key metropolitan areas of Boston, New York, Philadelphia, and Montreal. The significant fact that Maine has been recognized as having the lowest business costs in New England is helping to generate interest. So are the aggressive business incentives that earned the state the Ernst and Young distinction of being named best location to start a business. Incentives such as FAME's Seed Capital Tax Credit and DECD's Pine Tree Development Zone program can make a substantial difference, particularly to manufacturers.

Invest in Maine has representatives in Europe and China conducting business attraction activities throughout their regions. Efforts by OCO Global and Tractus Asia have worked to create a buzz within the in-country sector ecosystems, as companies have an increasing interest in locating in the U.S. Activities that have been instrumental in Invest in Maine's business attraction efforts include MITC's participation in international events such as SelectUSA's Road Show in China, and industry trade shows with substantial international exhibitors including DEFSEC Atlantic (defense and security) in Halifax, CAMX in Anaheim, and JEC World International Composites Event in Paris. Invest in Maine also hosted a popular Maine Bioscience and Healthcare event in Cambridge, MA targeting both international and domestic companies touting Maine as a location for expansion activities.

Chinese investors visiting in July arrived just as lobster season caught fire and had a chance to visit with some of our lobster processors, as well as aquaculture developers. Real estate and new technologies are also key sectors of interest for the Chinese, however new Chinese government restrictions on funds leaving the Mainland will affect the investment trends of recent years.

There is strong interest by the European manufacturing community in both green field investment (a form of foreign direct investment where a parent company builds its operations in a foreign country from the ground up) and joint venture partnerships in a number of sectors. The United Kingdom has shown interest in heavy machinery, marine, and advanced materials; Irish food companies are looking at potential joint



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President's Corner

Dear MITC Members and Friends,

We've hit the ground running in 2017 with lots of activities both here and overseas planned for the next several months.

Highlights in this issue include:

✓ MITC's Invest in Maine initiative is seeing strong interest from Europe and China where our in-country representatives are working to create a buzz in the advanced materials/composites, food, and life sciences sectors. The state's logistics capacities are a key area of interest for potential investors. (*see cover article*)

✓ Last year was a banner year for our Maine North Atlantic Development Office (MENADO), coordinating the Arctic Council meetings held in Maine during September and October, as Maine's role in the Arctic continues to grow. (*see page 4*)

✓ Maine seafood exports increased by more than 28% last year. Looking ahead, 2017 promises to be another big year for Maine's seafood industry, as a busy trade show season begins next month. (*see page 5*)

Be sure to save-the-date for Trade Day 2017 on May 25th in Bangor (*see below*). More details are coming soon regarding speakers, award winners, and this year's New Product Showcase. Registration will open in March.

Kind regards,

Janine Bisailon-Cary,
President



SAVE THE DATE

Trade Day 2017
is on May 25th
in Bangor.

Advance registration
will open in March.

Sponsorship opportunities
are now available.

To learn more about becoming
a Trade Day 2017 sponsor,
contact Zeynep Turk at
turk@mitc.com or 207-541-7474.

CANADA DESK

Annual Canada Day Program: Opportunities in Québec



**Between 2011 and 2015,
trade between Québec and Maine
increased by more than 30%.**

Our annual Canada Day trade education program this year will focus on the province of Québec, Maine's second largest trading partner in Canada.

Québec is the largest of the 10 Canadian provinces, spanning 1,667,712 km², which is nearly 3 times the size of France and more than 40 times that of Switzerland. Canada's second most populous province, nearly 80% of Québec's population is concentrated along the St. Lawrence

River, around the Gaspé Peninsula, and in the Saguenay-Lac-Saint-Jean and Abitibi regions. Residing in the most highly urbanized areas, half of its 8.3 million inhabitants occupy less than 1% of its territory.

The geographic proximity and diverse economy of Québec present many opportunities for Maine businesses in advanced manufacturing, aerospace, construction, food, green building, energy, and life sciences sectors to name only a few.

The *Opportunities in Québec* program will include a market overview of doing business in Québec, a presentation from COREX Québec on their innovative business networking platform, and a panel discussion led by industry experts highlighting trends and opportunities in key sectors. The afternoon will feature one-on-one business match-making meetings, followed by a reception to celebrate Maine's upcoming Franco-American Day.

Opportunities in Québec

**Tuesday, March 14
Auburn, ME**

**Learn more and register
online at mitc.com today!**

Canada Desk is
sponsored by



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

Maine's Role in the Arctic Continues to Grow

Last year was a banner year for MITC's Maine North Atlantic Development Office (MENADO), formed in 2013 to increase trade and investment between Maine and markets of the North Atlantic Region and to guide the State's policy in Arctic affairs.

During 2016, MENADO's principal project was orchestrating the preparations to host Arctic Council meetings in Maine. MENADO organized and convened the Maine Arctic Council Host Committee with over 100 members and volunteers including leaders from Maine's private sector, government, scientific institutions, academia, and arts community. Nearly 400 Arctic Officials and leaders of NGOs, from over 20 countries around the world convened in September and October 2016 for meetings in Bar Harbor, Brunswick, Orono, and Portland.



MENADO Director Dana Eidsness opened the Maine-Arctic Forum, one of several public events held in conjunction with the private Arctic Council meetings held in Maine.

The Arctic Council meetings had a direct economic impact of nearly \$1 million, which benefitted Maine hotels, restaurants, retailers and the arts community. Maine received global media coverage for hosting the Arctic Council. The Host Committee's social media posts reached a global audience approaching 20,000 people, and over 65 news stories ran in local and international news outlets related to Maine businesses and institutions with Arctic initiatives. Arctic Council-related public events coordinated by MENADO reached a Maine audience of over 1,600 people.

Building on last year's momentum MENADO kicked off 2017 exploring opportunities in Norway's ocean economy. MENADO Director Dana Eidsness attended Arctic Frontiers, an international forum on sustainable development in the Arctic, to meet representatives from ocean clusters around the world, as well as Norway's Biotech North Cluster, which combines Norway's biotechnology and biomarine sectors.

Throughout 2017, MENADO will lead business development initiatives for Maine delegations in Greenland, Northern Europe, Canada, and Alaska.

For more information about upcoming MENADO activities, contact MENADO Director Dana Eidsness at eidsness@mitc.com or 207-541-7418



MAINE ARCTIC COUNCIL
HOST COMMITTEE

Maine International Trade Center and the Maine North Atlantic Development Office wish to thank over 100 members of the Maine Arctic Council Host Committee for their hospitality support to our Arctic Council guests and for working diligently to develop fora to connect the people of Maine with information about important challenges and opportunities presented by a changing Arctic.

Maine Arctic Council Host Committee events were made possible by our generous sponsors. Special thanks to the following sponsors of Maine's Arctic Council initiative:

Maine DECD
University of Southern Maine
Oak Foundation USA
The Peary-MacMillan Arctic Museum and Arctic Studies Center at Bowdoin College
Pierce Atwood LLP
Verrill Dana LLP
University of New England
City of Portland
Maine Dept. of Transportation
Ocean Passages Arctic Initiative
Maine Maritime Academy
Eimskip
Maine Port Authority
St. Joseph's College

Seafood Exports Lead the Way

Maine seafood exports increased by more than 28% last year. Through November, Maine exported over \$525 million (USD) in seafood globally to 26 countries including China, Canada, Malaysia, Denmark, Portugal, and Qatar. For the third straight year, seafood was once again the leading export commodity from the State. In 2016, Maine's overall exports were up nearly 5%, while U.S. exports were down 4%.



Looking ahead, 2017 promises to be another big year for the seafood industry, as Maine's dealers and processors embark on a busy trade show season. MITC, working with Food Export Northeast, will coordinate a number of group exhibition booths in USA pavilions, as well as overseas buyers missions.

For additional information,
please contact Senior
Trade Specialist Jeff Bennett
at jbennett@mitc.com
or 207-553-7709.



2017 Seafood Activity Calendar

Seafood Expo North America

March 18, 2017

Boston, Massachusetts

Pre-arranged one-on-one meetings with buyers

Seafood Expo Global

April 25-27, 2017

Brussels, Belgium

Exhibit space in USA pavilion at world's largest seafood fair

Seafood Expo Asia

September 5-7, 2017

Hong Kong

Exhibit space and pre-arranged one-on-one meetings with buyers

SEAFEX

September 18-20, 2017

Dubai, UAE

Exhibit space and pre-arranged one-on-one meetings with buyers

China Fisheries & Seafood Expo

November 5-7, 2017

Qingdao, China

Exhibit space and pre-arranged one-on-one meetings with buyers

Busan International Seafood & Fisheries Expo

November 8-11, 2017

Busan, Korea

Exhibit space and pre-arranged one-on-one meetings with buyers

Invest in Maine Gains Interest from Overseas *Continued from cover*

ventures with Maine companies; while our composites cluster has brought German and French companies to the state. The new Alford Advanced Manufacturing Laboratory for Structural Thermoplastics at the University of Maine's Advanced Structures and Composites Center in Orono is scheduled to be operational this spring and will be the first U.S. location for French manufacturer Techni Modul Engineering.

Another key area of interest for visiting investors is the state's transportation infrastructure. Bangor's expanding airport capacities, Portland's intermodal and port expansion, and the 100,000+ sq. ft. cold storage facility scheduled to open next year at the International Marine Terminal are assets that make Maine a true contender for investment interest.

This spring, we have companies from the United Kingdom and Japan visiting with interest in Maine partners in the heavy machinery and composites industries. In March, large investment delegations from Europe and Asia will be attending Seafood Expo North America in Boston and continuing on to Maine for company and site visits. We look forward to welcoming them to the Pine Tree State!



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WHAT'S AHEAD

Canada Day Program

March 14

8:30 am - 2:30 pm

Auburn, ME

International E-Commerce Forum

April 11

2:00 - 5:00 pm

Portland, ME

Maine International Trade Day:

Charting a Course in the Changing EU

May 25

12:00 - 6:00 pm

Bangor, ME

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