

# GLOBALVIEW

MAINE INTERNATIONAL TRADE CENTER QUARTERLY NEWSLETTER

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## —Trade Day 2018 Registration Now Open—



Registration is now open for Maine International Trade Day on May 17 & 18 at the Samoset Resort in Rockport, ME. New this year, we've added an Opening Reception on the evening of May 17 to allow more informal networking time. On May 18, the program includes a panel discussion, networking session, and our annual awards luncheon. For the fourth year, the New Product Global Showcase will feature examples of innovation from Maine companies, and attendees will be able to vote for "Best in Show."



### 2018 Award Winners

Exporter of the Year – *Maine Coast*  
 Innovator of the Year – *Fiber Materials, Inc. (FMI)*  
 Service Provider of the Year – *Planson International*  
 Foreign Direct Investor of the Year – *St. Croix Tissue*  
 President's Award – *Muriel Mosher, President of  
Maine Manufacturing Extension Partnership*  
 Future Global Leader Award – *Jeff Cuartas*

Asia is Maine's second leading export market after Canada, purchasing almost \$800 million of the state's products in 2017. While the region already accounts for about a third of global trade and expected to account for a third of the world's economic growth by 2020, navigating trade policies and unfamiliar business cultures can make a long-term regional strategy especially challenging yet more important than ever. Join us at Trade Day 2018 as we discuss these and other issues to help your business find its way in the Asian market.

**Learn more and register online at [MITC.com](http://MITC.com) today!**

# President's Corner

## Sustaining Roundtable Members

Bangor Savings Bank  
Bank of America  
BerryDunn  
CIEE: Council on International  
Educational Exchange  
Consulate General of Canada - Boston  
Emera Maine  
IDEXX  
KeyBank  
Maine Department of Economic  
& Community Development  
Maine Technology Institute  
Sappi Fine Paper North America  
TD Bank  
University of New England  
Wells Fargo Bank, N.A.

## President's Roundtable Members

Acadia Benefits  
Allen Insurance and Financial  
Baker Newman Noyes  
Bangor International Airport  
BDN Maine  
Camden National Bank  
Chase  
Diversified Communications  
Finance Authority of Maine  
FirstPark Commerce Park  
Geiger  
Kepware Technologies  
L.L.Bean, Inc.  
Maine & Company  
Mainebiz  
Maine Composites Alliance  
Maine Manufacturing Extension Partnership  
Maine Maritime Academy  
Maine Port Authority  
MEMIC  
Nomad Pictures  
Norman, Hanson & DeTroy, LLC  
OCEANAIR Inc.  
People's United Bank  
Perkins Thompson  
Pierce Atwood, LLP  
Puritan Medical Products Company  
Québec Government Office in Boston  
Reed Exhibitions  
Rudman Winchell  
Sprague Energy Corporation  
Tex Tech Industries  
UK Department for International Trade  
U.S. Small Business Administration  
Verrill Dana, LLP



Dear MITC Members and Friends,

Spring has sprung, and preparations for Maine International Trade Day are in full swing. This year's topic – "Global Trade's New Era: Accessing Asia" – could not have been more timely, and we are thrilled to be welcoming a great panel of Maine business and thought leaders to Trade Day 2018 at the Samoset Resort. Much more information is in the cover article and online at [www.mitc.com](http://www.mitc.com). I hope you'll join us on May 17-18.

MITC staff are hard at work on some exciting new initiatives for the upcoming months. Jeff Bennett is teaming up with the newly-formed Maine Outdoor Brands collaborative to bring five small manufacturers to Germany for the OutDoor trade show in Friedrichshafen, Germany. For many, this will be the first time they've exhibited their products outside the United States. In addition, Zeynep Turk is working closely with BioME to connect Maine's life science community to international opportunities at the 2018 BIO International Convention in Boston.

In mid-March, MITC was notified that we had received an award from the Department of Defense's Office of Economic Adjustment (OEA) to work on defense industry diversification, to include export market development and international investment attraction. MITC will be working with Stone & Associates to complete a strategic plan by the end of the year. Tom Conley will be leading the effort for MITC.

Do you have ideas for other ways MITC might help your business grow and succeed? We'd love to hear them! Thank you for your continuing support.

With best regards,

A handwritten signature in black ink, appearing to read "W. Merritt".

Wade Merritt, President and State Director of International Trade



*In March, StudyMaine and the U.S. Commercial Service organized a recruiting mission to Mexico and Colombia. The Maine delegation included six high schools: Hebron Academy, Hyde School, Kents Hill School, Mt. Blue Campus, Thornton Academy, and Washington Academy. During the mission, school representatives had opportunities to present at EducationUSA events, meet potential students and parents at education fairs, visit local schools, and hold one-on-one meetings with education agents.*



# CANADA DESK

## Annual Canada Day Program



This year's Annual Canada Day Program in our trade education series will focus on the province of Québec, Maine's second largest trading partner in Canada. Trade between Québec and Maine topped \$916 million (USD) in 2017.

Québec is the largest of the 10 Canadian provinces. With territory spanning 1,667,712 square kilometers, it is nearly 3 times the size of France and more than 40 times that of Switzerland. Québec is also Canada's second most populous province, with nearly 80% 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 the 8.3 million inhabitants occupy less than 1% of its territory.

Québec's geographic proximity and diverse economy present many opportunities for Maine business sectors such as advanced manufacturing, aerospace, food, information technology, and life sciences, to name only a few.

Join MITC on June 12, as we connect Maine businesses with and Québec companies, industry experts, and government officials. The program will provide an overview on Doing Business in Québec, a presentation of COREX Québec and their innovative networking platform for businesses, and a panel discussion lead by industry experts highlighting key sectors.

Learn more and register online at [mitc.com](http://mitc.com).

For additional information about your opportunities in Québec, contact Canada Desk Director Jeff Bennett at [jbennett@mitc.com](mailto:jbennett@mitc.com) or 207-553-7709.

### Opportunities in Québec

Tuesday, June 12, 2018

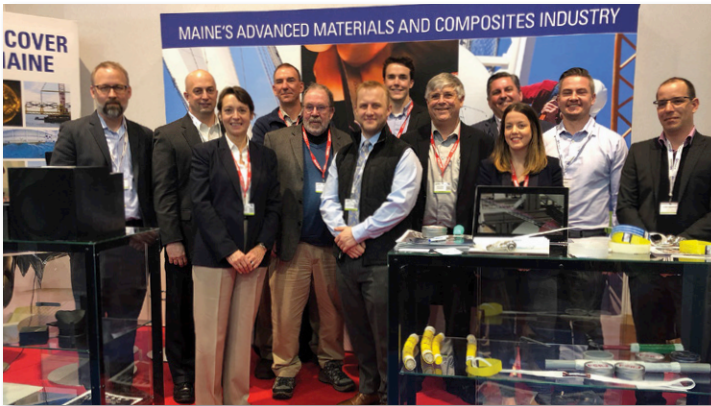
9:00 am - 1:00 pm

Abromson Center,  
University of Southern Maine  
Portland, ME

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# Maine Well Represented at JEC World Composites



For the third straight year, MITC hosted a double booth in the U.S. Pavilion at the JEC 2018 World Composites Event in Paris. With our booth serving as home base for Maine participants at the show, MITC also hosted several business networking activities for Maine's delegation during the three-day event. The six Maine organizations that exhibited in the MITC booth reported \$3 million in projected sales. The effort was supported by MITC's STEP grant from the U.S. Small Business Administration and was organized by International Trade Specialist Tom Conley and Invest in Maine Managing Director Maria McIntyre.

## Maine Industry Experts Join Arctic Economic Council Working Groups

Two Maine attorneys with expertise in maritime transportation and responsible resource development have been selected to join Arctic Economic Council (AEC) Working Groups under the Maine North Atlantic Development Office's (MENADO) membership in the AEC.

The AEC is an independent organization with its secretariat in Tromsø, Norway that facilitates Arctic business-to-business activities and responsible economic development through the sharing of best practices, technological solutions, standards and other information. The AEC supports market accessibility and provides advice and a business perspective to the work of the Arctic Council.

MENADO, the first AEC member from the lower 48 states in the United States, nominated Lisa Gilbreath, an attorney with Pierce Atwood, and Benjamin Ford, Partner at Verrill Dana, to the AEC Working Groups.

"Lisa and Ben have strong ties to the Arctic region ranging from Alaska to the Nordics," MENADO Director Dana Eidsness explained. "Their experience, working with mining, oil and gas, and marine transportation and infrastructure projects makes them uniquely qualified to be key contributors in discussions within these important international working groups."

AEC members represent a wide range of businesses operating in the Arctic from mining and shipping companies to reindeer herding and indigenous economic development corporations. AEC Working Groups focus on infrastructure, telecommunications and maritime transportation, as well as responsible resource development and Arctic stewardship. Future efforts will focus on aviation, tourism, fishing and other marine resources, and investment & infrastructure.



**MENADO**  
MAINE NORTH ATLANTIC DEVELOPMENT OFFICE

The AEC is a business forum established to facilitate Arctic business-to-business activities, promote responsible economic development and provide a circumpolar business perspective to the work of the Arctic Council. The inaugural meeting was held in September 2014 in Iqaluit, Nunavut, Canada. It has a 42-member board from eight Arctic states and six permanent participant organizations. The Finnish business community holds the Chairmanship of the AEC from 2017 to 2019.





## MITC Across Maine: 2018 Business Tour



# MITC Across Maine: 2018 Business Tour Launched

In February, Maine International Trade Center (MITC) launched a new initiative called “MITC Across Maine: 2018 Business Tour” with the first stop in Lewiston-Auburn.



In the morning, MITC staff met with members, business leaders, and local and regional economic development staff at the Lewiston-Auburn Metropolitan Chamber of Commerce office for an interactive discussion exploring the biggest opportunities for the region and how MITC can provide assistance on the international front. The MITC team also visited Elmet Technologies and toured the Precision Manufacturing Technology Lab at Central Maine Community College.

Julia Munsey, Director of Membership and Corporate Development, at [munsey@mitc.com](mailto:munsey@mitc.com).

“As a statewide organization, we are committed to supporting all of Maine’s internationally active businesses,” MITC President Wade Merritt said. “Bringing our whole team to the region for the day was an exciting way for us to experience what’s happening and learn about potential opportunities for collaboration and growth.”

More one-day visits around the state are being planned for the remainder of 2018. The next stop will be Bangor in June. To learn more about the “MITC Across Maine: 2018 Business Tour,” contact



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Maine Industry Experts Join  
Arctic Economic Council Working Groups

MITC Across Maine:  
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## WHAT'S AHEAD

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Opportunities in Québec  
Tuesday, June 12, 2018  
9:00 am - 1:00 pm • Portland, ME

### TRADE DAY 2018

#### Global Trade's New Era: Accessing Asia

May 17 - Opening Reception  
May 18 - Plenary Session & Awards Luncheon  
Samoset Resort, Rockport, ME



2 Portland Fish Pier, Suite 204  
Portland, ME 04101

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