Growing Maine's Global Footprint

Maine International Trade Center 2018 Annual Report

mitc

What Trade Means to Maine

In 2018, Maine exports were up 6% over the previous year.

2,087 Maine companies exported
$2.8 billion in goods and services to **169** countries

Trade supports **157,300 Maine jobs** (nearly 1 in 5)

Trade-related jobs grew **10 times faster** than total employment in Maine during the same time period.

With more than 95% of the world's population and 80% of the world's purchasing power outside the United States, future economic growth and jobs for Maine increasingly depend on expanding opportunities in the global marketplace.

Sources: WISERTrade and "How Maine's Economy Benefits from International Trade & Investment" report from Business Roundtable.

Our Role & 2018 Highlights

Maine International Trade Center (MITC) helps Maine businesses enter and expand global markets for their products and services. MITC offers one-on-one consulting and research, affordable group trade show participation, connections around the world, export reimbursement funds for small businesses, and more. Leveraging overseas synergy, MITC also works to increase international student attraction and foreign investment. A public-private partnership, MITC is funded through Maine Department of Economic and Community Development (DECD), corporate contributions, and membership dues of over 300 businesses and organizations.

MITC Staff (front row from left) Zeynep Turk, Maria McIntyre, Wade Merritt, Julia Munsey, Dana Eidsness
(back row from left) Tom Conley, Billie Cary, Patty Davis, Cheryl Rau, and Jeff Bennett
(Not shown: George Lindbom and Rebecca Koerner)

758 attendees at **12** trade education programs and events

$45 million in projected sales from **12** trade shows and missions

Overall ROI of **72:1** on export assistance grants with over **$12.8 million** in reported actual sales

312 companies across Maine assisted

MITC STAFF

Wade Merritt
President & State Director of International Trade

Jeffrey Bennett
Canada Desk Director & Senior Trade Specialist

Billie Cary
Trade Information Specialist

Thomas Conley
Director of Defense Industry Maine & International Trade Specialist

Patty Davis
Director of Finance & Administration

Dana Eidsness
Director, Maine North Atlantic Development Office

Rebecca Koerner
STEP Grant Administrator

George Lindbom
International Trade Specialist

Maria McIntyre
Managing Director, Invest in Maine

Julia A. Munsey
Director, Membership & Corporate Development

Cheryl Rau
Director of Marketing & Communications

Zeynep Turk
Director of StudyMaine & Senior Trade Specialist

BOARD OF DIRECTORS

Tony Caruso
Bangor International Airport

Brenda Garrand
Garrand Moehlenkamp & Honorary Consul of Canada

Chip Kelley
KeyBank

Adrian Kendall, Esq.
Norman Hanson DeTroy & Honorary Consul of the Federal Republic of Germany

Adam Kennedy
PTC Kepware

Kelly L'Heureux (Vice Chair)
OCEANAIR

Dennis Leiner (Treasurer)
Leiner Optics

Wade Merritt
Maine International Trade Center

Carl Spang (Chair)
Kestrel Corporation

Kevin Therrien
IDEXX

Larry Wold
TD Bank

ADVISORY DIRECTORS

Amy Bassett
U.S. Small Business Administration

Denise Garland
Maine Department of Economic & Community Development

Larry Robinson
Maine Manufacturing Extension Partnership

Jeffrey W. Porter
U.S. Department of Commerce

President's Letter

Dear MITC Members and Friends,

When I was growing up, my family would load up and head Downeast to our camp, which was just this side of Machias and not particularly close to anything. The ride down followed the Blacks Woods Road between Ellsworth and Cherryfield. One minute you're zooming along, the next making a too-fast hairpin turn through some rocks, then around a pond with no guardrail and 3 feet of loose gravel between the car and a probably somewhat less than refreshing swim. Anyone who has ever made this drive knows that particular road is an apt description of 2018 in the world of international trade.

With the rise of unprecedented trade tensions, MITC was called upon to explain, interpret, and help navigate the evolving global market landscape. In spite of the uncertainty and concerns, total exports from Maine this year were up 6% over last year, and diversifying markets is a more vital strategy than ever. To that end, MITC launched new efforts to connect with and better serve businesses statewide. The "MITC Across Maine: 2018 Business Tour" brought our staff to Lewiston, Auburn, Bangor, Brewer, and Orono. A restructured, refreshed trade education series called "Global U" and the new "Trade On Demand" web portal offer trade education in person and online, along with other resources for exporters.

As global trade continues to evolve, MITC remains your top local resource to help your business identify the best overseas markets and increase international sales. Our Annual Report tells the story of "Growing Maine's Global Footprint" through highlights of our activities overseas and at home. These accomplishments only happen with your participation and engagement.

Thanks for your continued support of MITC and our mission.

Wade Merritt,
President and State Director of International Trade

MITC Board – December 2018: (front row) Denise Garland, Adrian Kendall, Kelly L'Heureux, Wade Merritt, Carl Spang, Brenda Garrand, and Larry Robinson; (back row) Larry Wold, Jeffrey Porter, Adam Kennedy, Dennis Leiner, Tony Caruso, and Chip Kelley

MITC Members

Our members are the lifeblood of what we do. Our success depends on their success in entering and doing business in markets around the globe, which in turn supports jobs in Maine and strengthens the state's economy. Working together helps all of us grow and prosper.

Over 300 MITC members include manufacturers and service providers, educational institutions, industry associations, and economic development partners. We work with both exporters and importers. Most of our members (82%) have 100 or fewer employees, while 69% have less than 25 employees.

Sustaining Roundtable Members

Bangor Savings Bank — You matter more.

Bank of America

BerryDunn

BROADREACH PUBLIC RELATIONS

Canada — Consulate General of Canada in Boston / Consulat général du Canada à Boston

ciee

IDEXX LABORATORIES

KeyBank

Department of Economic & Community Development

mti Maine Technology Institute

sappi

TD Bank — America's Most Convenient Bank®

President's Roundtable Members

Acadia Benefits, Inc.
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 (MEP)
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
Texas Instruments
UK Department for International Trade
U.S. Small Business Administration
University of New England
Verrill Dana, LLP
Wells Fargo Bank, N.A.

Located in **92** communities in all 16 Maine counties

Representing **24** industry sectors

Member List

A.N. Deringer, Inc.
Acadia Benefits, Inc.
Ace Lingual Executives
ADP
Advanced Infrastructure Technologies
Albatrans, Inc.
Allen Insurance & Financial
Alternative Manufacturing, Inc.
American Rheinmetall Systems, LLC
Ammo & Bullet Mfg. Inc.
Androscoggin County Chamber of Commerce
Androscoggin Valley Council of Governments
Angel Secure Networks
Arnold Farm Sugarhouse
Arnson Environmental & Safety
Apex Clean Energy, Inc.
Artel, Inc.
Atlantic Canada Opportunities Agency
Auburn Manufacturing, Inc.
Baker Company, Inc.
Baker Newman Noyes
Bangor International Airport
Bangor Region Chamber of Commerce
Bangor Savings Bank
Bank of America
Bath in Wood of Maine, LLC
Bean Maine Lobster Inc.
Belleco, Inc.
Bernstein Shur
BerryDunn
Bigelow Laboratory for Ocean Sciences
Bioscience Association of Maine
Bixby & Co.
Black Dinah Chocolatiers
Blue Barn, LLC
Bristol Seafood Incorporated
Broadreach Public Relations
Brooks Trap Mill, Inc.
Cabot7
Calendar Islands Maine Lobster Co.
Camden Hills Regional High School
Camden National Bank
Camoin Associates
Cape Seafood
Capricorn Products LLC
Caron Engineering Inc.
Cascon
Cashstar, Inc.
Central Maine & Quebec Railway
Central Maine Growth Council
Cerahelix
C.H. Robinson Worldwide
Chase
CIEE: Council on International Educational Exchange
Citizens Financial Group, Inc.
City of Bangor, Maine
City of Portland, Maine
Civil Arms Inc.
Coface
Colby Co. Engineering
Combined Management, Inc.
Compotech
Consulate General of Canada in Boston
Cornerstone HR
Corson GIS Solutions
Cote Corporation
Cozy Harbor Seafood, Inc.
Custom Composite Technologies, Inc.
Dachser USA
Deep Blue Design, LLC
DeepWater Buoyancy, Inc.
Deywoss One, LLC
Direct Vet Marketing Inc.
Dirigo Strategies
Diversified Communications
Downeast Economic Development
E2Tech - Environmental & Energy Technology Council of Maine
EastCoast Bio
Eastern Maine Development Corp.
Eaton Peabody
Elmet Technologies
Emo Trans, Inc.
EnviroLogix, Inc.
Exhibit Source of Maine, Inc./ Nimlok Maine
Fiber Materials, Inc.
Finance Authority of Maine (FAME)
FirstPark Commerce Park
First National Bank
Fish in the Garden, LLC
Flowfold
Fluid Imaging Technologies
Ford Murray
Forest Research, LLC
Four Directions Development Corp.
Foxcroft Academy
Front Street Shipyard
Fryeburg Academy
GAC Chemical Corporation
Garrand Moehlenkamp
Geiger
Global Relief Technologies
Gneiss Spice
Gorham Savings Bank
Gould Academy
Greater Franklin Development Council
Greenhead Lobster
Group Marketshare, LLC
Hancock Lumber
Hebron Academy
HMH Vises
House of Languages
Howe and Howe Technologies
Howell Laboratories, Inc.
Hoyle, Tanner & Associates, Inc.
Husson University
IDEXX Laboratories, Inc.
IIS Financial Services
IMOS, LLC
India First Group LLC
Inland Lobster
Insulsafe Textiles, Inc.
Interloqui
iSagacity, Inc.
Jasper Wyman & Son/Wyman's of Maine
Joseph Rousseau Consulting
John Bapst Memorial High School
Katahdin Forest Products Co., Inc.
Keller Williams Realty
Kennebec Regional Development Authority - First Park
Kennebec River Biosciences, Inc.
Kennebec Valley Council of Governments
Kents Hill School
Kenway Corporation
Kepware Technologies
Kestrel Corporation
KeyBank
Kibwe Howard
Knife Edge Productions
L.L.Bean, Inc.
Laurenz Schmidt
Lee International Business Development, LLC
Leiner Optics
Lewiston Auburn Economic Growth Council
Lighthouse Imaging Corporation
Lincoln Academy
Liquid Wireless
Lucy's Granola
Lynch Logistics
Macpage LLC
Maine & Company
Mainebiz
Main(e) International Consulting, LLC
Maine Aquaculture Innovation Center
Maine Center for Entrepreneurial Development
Maine Central Institute
Maine Coast
Maine College of Art
Maine Composites Alliance
Maine Department of Agriculture

Maine Department of Economic and Community Development
Maine Department of Labor
Maine Department of Transportation
Maine Development Foundation
Maine Employers' Mutual Insurance Company (MEMIC)
Maine Lobster Dealers' Association
Maine Lobster Marketing Collaborative
Maine Manufacturing Extension Partnership (MEP)
Maine Marine Composites
Maine Marine Trades Association
Maine Maritime Academy
Maine Maritime Museum
Maine Molecular Quality Controls, Inc.
Maine Ocean & Wind Industry Initiative
Maine Office of Tourism
Maine Port Authority
Maine Procurement Technical Assistance Center
Maine School of Science and Mathematics
Maine Secure Composites, LLC
Maine Small Business Development Centers (Maine SBDC)
Maine Standards Company, LLC
Maine State Chamber of Commerce
Maine Technology Institute
Maine Wood Concepts
Maine Wood Products Association
Mano en Mano
Manufacturers Association of Maine
Marine Parts Express
MDc Global Services
Michael A. Poland Consultant
Midcoast Regional Development Authority
Middleton & Shrull
Milcord
Millinocket Fabrication & Machine, LLC
Mohawk Global Trade Advisors
Montserrat Group, LLC
Mt. Blue Campus
NaviTrade
NEU Naturals, LLC
New England Ocean Cluster
New England Promotional Marketing
NibMor
Nomad Pictures
Norman, Hanson & DeTroy, LLC
North American Kelp
North Yarmouth Academy
Northeast Intermodal
Northern Maine Development Commission
Nova Star Cruises, Ltd.
O'Brien Medical, LLC
OCEANAIR Inc.
OceanPlanet Energy, Inc.
Ocean Renewable PowerCompany, LLC (ORPC)
Ocean Rescue Systems International
Old Port Advisors
One Source Risk Management and Funding, Inc.
Optimum Imaging Diagnostics
Organic Alchemy Composting
Orono High School
Orono Spectral Solutions, Inc
P.A.T. Products
Partners Creating Growth
Penobscot Bay Regional Chamber of Commerce
People's United Bank
Perkins Thompson
Peter Snell & Associates
Pierce Atwood, LLP
Planet Dog
Planetary Emissions Management
Planson International
Pole Star Maritime
Portland Pudgy, Inc.
Portland Regional Chamber of Commerce
Portland Shellfish Company, Inc.
Preti Flaherty
Puritan Medical Products Company
Québec Government Office in Boston
R.e.d.d.
R.J. Peacock Canning Co.
Radius International
RainWise, Inc.
Raye's Mustard
Ready Seafood
Reed Exhibitions
River Valley Growth Council
Robert Half Finance & Accounting
Rubb Building Systems
Rudman Winchell
Saint Joseph's College
Sanford Regional Economic Growth Council
Sappi Fine Paper North America
Saunders Electronics
Savatteri Law Firm PC
Scarborough Economic Development Corp. (SEDCO)
Scythe Supply
Sea Bags
Sephone Internet Solutions
SGC Engineering
Ship-Right Solutions
Shively Labs
Shucks Maine Lobster LLC
Silver Performance Gear
Soli DG, Inc.
Solstice Corporation
Songo River Group, LLC
Southern Maine Community College
Southworth Products Corp
Sprague Energy Corporation
SteriZign Precision Technologies, LLC
Stillwater Scientific Instruments
Stone & Associates, Inc.
Stonewall Kitchen
Strainrite Companies/Lapoint Industries
Students in Free Enterprise
Sunrise County Economic Council
Supply Chain Mavens
Sure Express Worldwide
Talon Industries, LCC
Tangram 3DS
Target Technology Center
TD Bank
TechMaine
Tempshield, Inc.
Tex Tech Industries
Texas Instruments
The Dunham Group
The Montalvo Corporation
The Rowley Agency, Inc.
Thornton Academy
Time Temperature Integration, LLC
Town of Bridgton
Town of Camden
UK Department for International Trade
U.S. Department of Commerce
U.S. Small Business Administration
University of Maine
University of New England
University of Southern Maine
Verrill Dana, LLP
Versa Gripps
Versionzero
Village Candle, Inc.
ViroStat, Inc.
Visible Government Online
Washington Academy
Washington County Community College
Wells Fargo Bank, N.A.
Western Maine Economic Development Council
Whitney Campbell & Co. Advertising
Wild Blueberry Commission of Maine
Woodex Bearing Company, Inc.
World Affairs Council of Maine
Xuron Corp.
Yale Cordage, Inc.
Zeomatrix, LLC
Zootility Tools

Trade Assistance

MITC's essential purpose is to help Maine businesses enter and expand global markets for their products and services. The one-on-one consulting assistance and research services that we provide are extremely important and highly valued by Maine businesses, according to our 2017 International Business Needs Survey. Trade assistance covers a broad range of topics including logistics, tariffs, documentation, sourcing, and research reports on new markets.

312
companies across Maine assisted

MITC staff have a combined total of 96 years of international trade experience. Along with many years of experience comes a depth of knowledge and strong connections in key industry sectors including advanced manufacturing, agriculture, bioeconomy (forest & ocean), biotech, consumer goods, defense, education, green shipping, life sciences, logistics, seafood, and specialty food.

TOP 10 MAINE EXPORT MARKETS

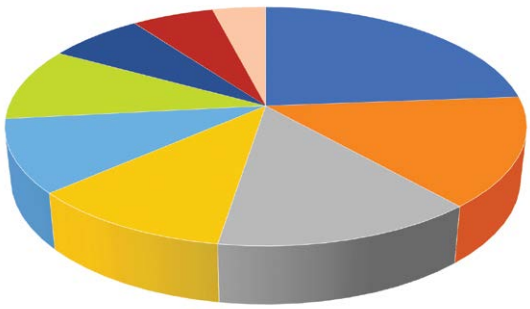
Canada
China
Malaysia
Italy
Japan
South Korea
Germany
Netherlands
Singapore
Mexico

During 2018, MITC staff shared their knowledge as presenters or panelists at numerous conferences and seminars including: "Maine-China trade: What's at stake?"; 2018 Food Export USA –Northeast Seafood Buyers Mission Buyer Orientation & Briefing; Fletcher Arctic Conference; and NAFSA Region XI Conference. For continued professional development, our staff attended conferences, trainings, and trade shows relevant to their roles throughout the year such as the Stanford Graduate School of Business Executive Program for Nonprofit Leaders, the BIO International Convention, and the Arctic Circle Assembly (see photo at left).

MITC's Maine North Atlantic Development Office (MENADO) coordinated a Maine delegation of 45 people from business, government, academia, and the arts community at the 2018 Arctic Circle Assembly in Iceland.

(Photo by Chris Cary/New England Ocean Cluster)

Trade Assistance Requests by Topic



Documentation & Certification	24%
Tax & Tariff Rates	15%
Trade Statistics	14%
Contact Referrals	11%
Other	10%
Overseas Market Development	10%
Best Markets Research	7%
Logistics & Shipping	6%
Export Controls	4%

Trade Education

Throughout the year, MITC holds trade education programs. Content is developed to address current topics of importance and highest need for Maine businesses based on trends in trade assistance requests, business survey responses, and expert input on emerging markets. In addition, MITC collaborates with other organizations across the state to co-host seminars on topics of common interest whenever possible.

Last year, for the first time in Maine, we hosted ExporTech™, a national export assistance program that applies a structured export strategy development process to help companies enter or expand in global markets. Over a 10-week period, participants attended 3 one-day work-shops, obtained individualized coaching to develop an actionable export growth plan, and presented their export growth plans to experienced international business people for feedback.

During the summer of 2018, MITC developed a new three-tiered trade education series called Global U to provide practical skills training and valuable takeaways to help Maine businesses at various experience levels succeed in international markets. From September through June, Global U includes a combination of in-person seminars and live webinars.

Level One seminars are meant for those new to export and import who are still determining if the time is right for them to begin international trade. Level Two offerings for those with some export experience will include more advanced, in-depth content on topics such as international documentation. Finally, Level Three training is geared toward those who have experience in several international markets and sell a significant portion of their products/services abroad.

As a complement to our new trade education series, we also launched Trade on Demand, a members-only web portal with resources available 24/7. Members can access information when they have the time (or the need) to know. Trade on Demand includes webinars, market reports, exporter's guides by country, trade terms and statistics, and more.

Programs & Events

In May, the 38th annual Maine International Trade Day was held at the Samoset Resort in Rockport. The theme for Trade Day 2018 was “Global Trade’s New Era: Accessing Asia.” The event included an opening reception, an interactive panel discussion, a New Product Global Showcase, and the annual International Trade & Investment Awards luncheon.

MITC members value opportunities to connect with other internationally-active Maine companies. Our annual member appreciation and holiday receptions saw strong attendance numbers again this year. These networking events provide an informal atmosphere for business professionals to discover what other Maine companies are doing in global markets.

As a statewide organization committed to supporting all of Maine’s internationally active businesses, we launched a new initiative called “MITC Across Maine: 2018 Business Tour” with team visits to Lewiston-Auburn and Bangor. In the mornings, our staff met with MITC members, business leaders, and local and regional economic development professionals to discuss the biggest opportunities for the region and how MITC can provide assistance on the international front. In the afternoons, the MITC team visited local manufacturers and educational institutions.

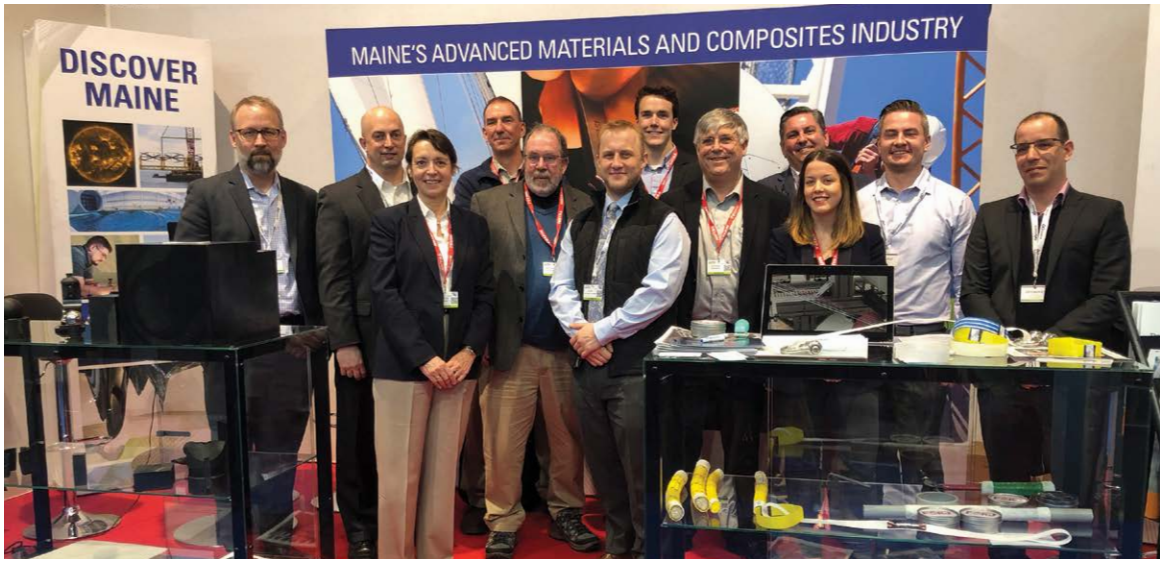
Exploring New Potential Markets

MITC's Maine North Atlantic Development Office (MENADO) organized a 4-day business development itinerary in Greenland for Hancock Lumber to help the company understand Greenland's supply chain and channels of distribution for building materials. A dozen meetings were organized with building materials retailers and distributors, builders, infrastructure project staff, and port officials. Icelandic shipping company Eimskip will offer service connecting Portland and Nuuk, Greenland through a partnership with Greenland's Royal Arctic Line in 2019.

"I have been working with Dana Eidsness with MENADO at MITC on building relationships in Greenland and Iceland with the goal to hopefully ship Maine building materials to Greenland. We just finished a trip with an action-packed agenda, connecting with partners abroad to understand their development goals and how Hancock Lumber and other Maine organizations might partner to supply building materials to Greenland. Hancock Lumber is fortunate to be connected to MITC as we collaborate and explore this new market opportunity."

– Mark Hopkins, Chief Operating Officer, Hancock Lumber

Trade Shows and Trade Missions



Offering valuable exposure to international distributors and buyers in a cost-effective way for small- and medium-sized companies, MITC coordinates group participation and one-on-one meetings at major industry trade shows and offers financial assistance through US Small Business Administration's State Trade Expansion Program (STEP). MITC also works with participating companies to make the most of the experience before, during, and after the show. During 2018, MITC coordinated participation for Maine companies in 10 trade shows:

Winter Fancy Food Show (San Francisco, CA)
JEC World International Composites Event (Paris, France)
Seafood Expo North America (Boston, MA)
Seafood Expo Global (Brussels, Belgium)
OutDoor Europe (Friedrichshafen, Germany)
China Fisheries and Seafood Expo (Qingdao, China)
DEFSEC Atlantic (Halifax, Nova Scotia)
CAMX – Composites and Advanced Materials Expo (Orlando, Florida)
Seafood Expo Asia (Hong Kong, China)
MEDICA (Düsseldorf, Germany)

52 participating organizations

$45 million in projected sales

792 serious leads and distributor agreements

During 2018, MITC coordinated Maine participation in two trade missions: the State of Maine Trade Mission to Ireland & the UK (see page 13) and the US Seafood Mission to Vietnam, the fifth largest export market for US lobster.

Defense Industry Maine

In partnership with the Maine Department of Economic and Community Development (DECD) and the Office of Economic Adjustment (OEA) at the U.S. Department of Defense (DOD), Defense Industry Maine (DIME) is an initiative of Maine International Trade Center to assist Maine companies in the DOD supply chain to diversify their businesses. DIME strives to help create a resilient defense supply chain that can weather changing federal procurement needs.

In 2018, DIME completed an overhaul of the website to include an interactive map of the companies in Maine's growing DOD supply chain and establish a portal highlighting services, resources, and grants available to aid companies in their diversification efforts. DIME also hired a dedicated Senior Research Associate, George Lindbom, to assist companies with their market research needs.

DIME Director Tom Conley led several Maine companies to the Canadian Defense and Security show – DEFSEC Atlantic – in Halifax, Nova Scotia.

In November, MITC hosted International Traffic in Arms Regulations (ITAR) Training in Portland. A dozen Maine companies in the defense supply chain participated in the day long educational program led by international compliance expert Mike Allocca of Allocca Enterprises.

During the last year, MITC staff met with and helped dozens of Maine companies in the defense supply chain.

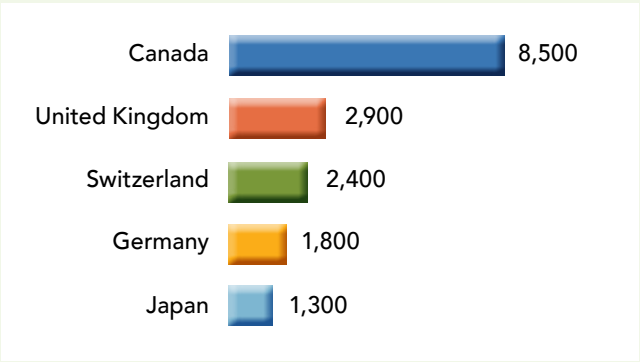
A new sector was added to the investment attraction portfolio in 2018, the forest products industry. Spurred by paper mill closings and the loss of thousands of jobs, industry stakeholders came together to craft the Forest Economy Roadmap, a research-based vision to help identify opportunities. MITC is an active member of this collaboration as the state is ideally positioned for investment in cross laminated timber, tall wood buildings, packaging materials, high-tech papers, biochemicals, bio plastic composites, biofuels, and nanomaterials.

34,700
Mainers work for companies with foreign ownership

Attending industry-sponsored events (the Northern Border Regional Commission's Investing in the Future Forest Economy, Maine Forest Products Council activities, and the Maine Wood Sustainability Conference) and site visits to paper, lumber, and pellet mills (IGIC/St. Croix, SAPPI, and Pleasant River Lumber) assisted in honing the message to develop new materials to introduce potential overseas investors to Maine's forest products.

Maine Jobs in Foreign-Owned Companies

Number of Employees in Top 5 Parent Company Countries



Source: International Trade Administration, U.S. Department of Commerce

The other sectors in the Invest in Maine business attraction portfolio are advanced materials and composites, food and beverage, and life sciences.

Working with Belfast-based lead generation consultant OCO Global, Invest in Maine met with 12 companies at the JEC World International Composites Event in Paris, France. Eight of these meetings were first-time introductions. OCO Global also coordinated a round of meetings in the Milan area, as well as with exhibitors at the MIAC–International Paper Industry Exhibition in Lucca, Italy. The focus of the Italy trip was primarily composites and forest products with participation by the University of Maine Advanced Structures and Composites Center. Visits also included composites manufacturers and companies in food processing, pharma and diagnostics, and engineering.

Danilo Di Fonzo, OCO Global Italian Market Specialist, with Manuel Silvestrini (right), Business Development Manager at Modula S.p.A. (a company of System Group), during the visit at System Group's world headquarters in Fiorano Modenese, Italy. A leader in automated vertical storage, Modula operates in over 50 countries and plans to double the size of the Lewiston, Maine facility in 2019.

MENADO
MAINE NORTH ATLANTIC DEVELOPMENT OFFICE

The Maine North Atlantic Development Office (MENADO) was formed in 2013 as an initiative of Maine International Trade Center (MITC) to increase trade and investment between Maine and markets of the North Atlantic Region and to guide the State's policy in Arctic affairs. Here are a few highlights of activities in 2018:

Norwegian Institute for Food Fisheries & Aquaculture (Nofima)

MENADO organized a 2-day visit to Maine for the CEO of the Norwegian Institute for Food, Fisheries and Aquaculture (Nofima), which offers resources to help fast track product development for Maine businesses and researchers looking to add value to fisheries and aquaculture waste materials through access to their research experts and bioprocessing facility in Tromsø, Norway. During the visit, over 70 individuals from Maine businesses and institutions were engaged through private meetings and events co-hosted by partners from Verrill Dana LLP, the New England Ocean Cluster, and UNE North.

State of Maine UK & Ireland Trade & Outreach Mission

In September, the State of Maine UK & Ireland Trade & Outreach Mission included successful networking and business development opportunities for eight Maine companies. After 2 years of network development and outreach, a Maine-County Cork, Ireland Economic Partnership Agreement was signed that will serve as the foundation for business development connectivity for life sciences, marine technology, fisheries, aquaculture, ocean freight, shipping, food and beverage, education, and tourism sectors for years to come. A life sciences roundtable discussion with the UK pharma industry was hosted at One Nucleus, an organization for international life science and healthcare companies in London and Cambridge, UK. MITC/MENADO is exploring a partnership with One Nucleus for a reciprocal exchange to aid Maine and UK life sciences companies in establishing an international presence.

Chief Executive Tim Lucey and Mayor Patrick Gerard Murphy of County Cork, Ireland and Maine DECD Acting Commissioner Denise Garland signed a Maine & County Cork economic development agreement.

Incoming Delegations Hosted:

UArctic
2018 Chef Summit
Cork County Council
Goleen Coast Guard
National Guard Arctic Interest Council
Greenland Representation
UK Polar Research & Policy Initiative
Maine Beer Box (events in Leeds, UK and Portland, ME)
UK Northern Powerhouse

Outgoing Maine Delegations & Missions Coordinated:

Arctic Frontiers Conference
Arctic Circle Forum
UK & Ireland Trade & Outreach Mission
Greenland Trade & Outreach Meetings
Arctic Circle Assembly

StudyMaine

StudyMaine is a consortium of Maine high schools, colleges, and universities designed to help connect these educational institutions with international students who want to attend high school and/or college in the United States. With 23 member schools last year, MITC's StudyMaine program provided marketing and research reports, consulting services, and other assistance with strong support from the U.S. Commercial Service in Portland.

In March, StudyMaine organized a 6-day recruiting mission to Mexico and Colombia. During the mission, school representatives had opportunities to meet potential students and parents at education fairs, present at EducationUSA events, and hold one-on-one meetings with education agents.

A group of five education agents from Russia and Ukraine visited Maine in late October. The 3-day visit included one-on-one meetings and campus tours with several Maine schools. The agents appreciated the opportunity to assess the educational institutions and communities in person, as well as hear from current international students on why they selected particular campuses and academic programs.

In 2018, nearly **2,500** international students contributed an estimated $**90 million** to Maine's economy.

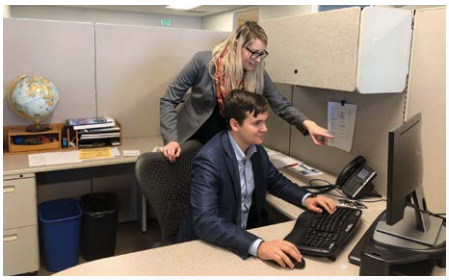
StudyMaine Members

Camden Hills Regional High School
Foxcroft Academy
Fryeburg Academy
Gould Academy
Hebron Academy
Husson University
Hyde School
John Bapst Memorial High School
Kents Hill School
Lincoln Academy
Maine Central Institute
Maine College of Art
Maine Maritime Academy
Maine School of Science and Mathematics
Mt. Blue Campus
North Yarmouth Academy
Orono High School
Southern Maine Community College
Thornton Academy
University of Maine
University of New England
University of Southern Maine
Washington Academy

FUTURE GLOBAL LEADERS

Our Future Global Leaders internship program teaches international market research and workplace skills to some of the best and brightest Maine college students and recent graduates.

As a Research Assistant, MITC interns gain practical experience researching international markets and assisting Maine businesses. To date, MITC has trained more than 200 Research Assistants. While producing research reports is still the main focus, we are working to expand learning opportunities for our interns through company visits and tours as well as partnerships with other organizations.



In collaboration with Food Export USA, we have created a new Food Export Research Intern position on our team focused on Maine's agriculture and food industry. In addition, a few of our interns have participated in the Maine Flagship Internship Program at the University of Maine, learning soft skills and presenting on their experience at a symposium at the end of the summer.

"Maine International Trade Center provided me with valuable experience and professional connections. During my internship, I focused on research and was able to attend business meetings and tours, training seminars, and networking events. It was rewarding to help Maine companies navigate the complex waters of international trade."

– Apryl King, former MITC Research Assistant, 2017-2018

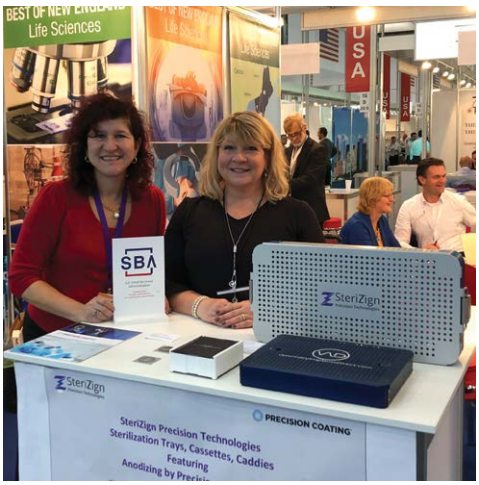
Young Global Professionals

Young Global Professionals is a network of over 300 early career employees who have international perspective, experience, or interests. The group holds events several times a year, providing both a source of connections for young workers interested in career development as well as an excellent resource for companies seeking potential employees with global business skills. Previous events have included networking receptions, private tours at local businesses, and the popular annual international trivia night.

Export Assistance Grants

MITC was awarded $195,000 in federal funding in October 2017 under the sixth round of the U.S. Small Business Administration's State Trade Expansion Program (STEP) grant initiative to increase the number of small businesses that export, as well as the value of exports by small businesses. The grant provided funds to Maine companies across the state to support attendance at international trade events and export compliance training for workforce development.

STEP ROI
72:1 with
$12.8 million
in reported
actual sales



From the 2017-2018 grant year, over 50 Maine small businesses received STEP Financial Assistance Awards, resulting in $12.8 million in actual sales with an additional $17 million projected in the next 12-18 months. These figures represent a 72:1 immediate return and a projected 226:1 future return on grant funds.

In October 2018, MITC was awarded a new $344,500 STEP grant with funding available through December 31, 2019.

MITC is the state partner for Food Export USA, which promotes the export of food, seafood, and agricultural products through the Market Access Program (MAP). MAP provides cost-share assistance to eligible organizations for activities such as consumer advertising, public relations, point-of-sale demonstrations, participation in trade shows, market research, and technical assistance. According to the most recent annual reporting available (2017), 21 Maine companies participated in 102 activities resulting in $102 million in actual sales and $166 million in projected sales.

Our Key Partners

With the support and collaboration of these key partner organizations, MITC can provide additional valuable assistance to Maine exporters with significant impact on the state's economy.

Department of maine Economic & Community Development

U.S. COMMERCIAL SERVICE
United States of America
Department of Commerce

SBA
U.S. Small Business Administration

Food Export USA Northeast

MAINE MEP
MANUFACTURING EXTENSION PARTNERSHIP

MAINE & CO.

New International Collaboration

Maine Outdoor Brands (MOB) is an alliance of like-minded business leaders and entrepreneurs started in 2017 and has grown to more than 80 members. MOB represents an $8.2 billion outdoor recreation economy in Maine. While MITC and MOB partnered in the past at the Outdoor Retailer trade show in the US, OutDoor Europe in Friedrichshafen, Germany in June 2018 was our first collaboration at an overseas trade show.

With financial support from the US Small Business Administration's State Trade Expansion Program (STEP) grant, MITC and MOB organized a shared booth for five Maine companies, exhibiting internationally for the first time: Good To-Go, Blaze Partners, Sea Bags, Flowfold, and Threlked Photography. In addition, the exhibiting companies participated in Gold Key Service pre-scheduled, one-on-one appointments with international buyers, agents, and distributors during the show, arranged by the US Commercial Service in Munich.

"Participating in the OutDoor Europe show gave us the opportunity to meet with distributors, agents, and individual buyers from all over Europe, which would not have been possible without the support of MITC and MOB. As a result, we met with one of our Japanese distributors and expanded our product offering there, closed a new account in Norway, and found promising leads with agents and distributors in the UK and Scandinavia."

– James Morin, COO, Flowfold

MAINE
OUTDOOR BRANDS

Maine International Trade Center

MENADO
MAINE NORTH ATLANTIC DEVELOPMENT OFFICE

invest in maine U.S.A.

StudyMaine

FUTURE GLOBAL LEADERS

DIME DEFENSE INDUSTRY MAINE

2 Portland Fish Pier, Suite 204 • Portland, ME 04101
+1 207- 541-7400 • www.mitc.com