



# Growing Maine Through Global Connections

2019 Annual Report



Maine International  
Trade Center

[mitc.com](http://mitc.com)



# What Trade Means to Maine

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

**2,087** Maine companies exported **\$2.8 billion** in goods and services to 174 countries in 2018.

Trade-related jobs grew **11** times faster than total employment in Maine during the same time period.

Foreign-owned companies employ **34,200** Maine workers.

International trade supports **171,300** (more than 1 in 5) Maine jobs.

Sources: U.S. Census Bureau and "How Maine's Economy Benefits from International Trade & Investment" report from Business Roundtable

## 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.



# 2019 Highlights

**mitc** welcomed Jaana Husu-Kallio, Permanent Secretary for Finland's Ministry of Agriculture and Forestry, as our Keynote Presenter at Maine International Trade Day in May. As a result of her visit, Maine and Finland signed a Memorandum of Understanding (MOU) in October to enhance collaboration in forest bioeconomy development.

In September, Greenland's Minister for Education, Culture, Church and Foreign Affairs Ane Lone Bagger traveled to Maine to build on existing educational collaborations and forge closer trade and tourism ties. Her visit followed Maine business development delegation visits to Greenland, positioning Maine as a supply chain partner for Greenland's many infrastructure and community development projects.

Dana Eidsness, Director of the Maine North Atlantic Development Office (MENADO) at MITC was selected by Mainebiz for their 2019 NEXT List, an annual honor recognizing ten business leaders who are driving change in the state's economy and making a significant impact on their industry.

Maine's relationship with the North Atlantic is a big and bold and complicated idea that has captured the imagination of many. For Dana, though, this is more than her job; it is her mission and her calling.



Wade Merritt, MITC President and State Director of International Trade, was honored as Manager of the Year by the Maine Department of Economic and Community Development (DECD). Wade, who has worked at MITC for 23 years, was cited for his high level of

professionalism and his ability to bring out the best in his staff. As a result of his leadership, Maine businesses recognize MITC as the state's leading authority on international trade.

**\$23.6 million**  
in projected sales  
from **7**  
trade shows and  
missions

**334**  
companies  
across  
Maine  
assisted

Overall ROI of  
**22:1** on export  
assistance grants  
with over  
**\$2.9 million**  
in reported  
actual sales

## OUR ROLE

Maine International Trade Center (MITC) is Maine's leading source for international business assistance.

MITC offers customized consulting and research, affordable trade show participation, and an extensive network of connections across Maine and around the world to help businesses expand global markets for their products and services. A public-private partnership, MITC activities are supported by annual membership dues of nearly 300 businesses and organizations, corporate sponsors, and the Maine Department of Economic & Community Development (DECD).



## MITC STAFF

### Wade Merritt

President & State Director of International Trade

### Jeffrey Bennett

Director of Canada Desk & 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 of Maine North Atlantic Development Office

### George Lindbom

International Trade Specialist

### Maria McIntyre

Managing Director of Invest in Maine

### Julia A. Munsey

Director of Membership & Corporate Development

### Cheryl Rau

Director of Marketing & Communications

### Zeynep Turk

Director of StudyMaine & Senior Trade Specialist

## BOARD OF DIRECTORS

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Bangor International Airport

### Brenda Garrand

Garrand Moehlenkamp & Honorary Consul of Canada

### Chip Kelley

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Norman Hanson DeTroy & Honorary Consul of the Federal Republic of Germany

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Leiner Optics

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Maine International Trade Center

### Carl Spang (Chair)

Kestrel Corporation

### Kevin Therrien

IDEXX

### Larry Wold

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U.S. Small Business Administration

### Heather Johnson

Maine Department of Economic & Community Development (DECD)

### Larry Robinson

Maine Manufacturing Extension Partnership

### Jeffrey W. Porter

U.S. Department of Commerce

# President's Letter

MITC Members and Friends,

As Maine's bicentennial year begins, it's a great time for reflection as well as looking forward. In 2019 we welcomed a new Governor and new economic development team in Augusta, and in 2020 will participate in the implementation of the new, 10-year economic plan - a project which culminated thousands of hours of work from people all over the state. With themes of market development for Maine's products as well as talent development for Maine's people, MITC is well positioned to continue to develop our traditional services and explore new partnerships in the context of the plan.

Maine's future in the bioeconomy and some new initiatives in workforce were two particular highlights of a phenomenal year. The bioeconomy was the focus of Trade Day 2019 in Portland, which featured speakers from all across the North Atlantic and a terrific keynote from Finland. From there, Maine and Finland agreed to develop a cooperative protocol to work on the forest bioeconomy, which Governor Mills signed in Iceland in October. On the workforce front, MITC helped lead a multistate group to Germany to explore their world-renowned apprenticeship program and organized an inbound delegation of study abroad agents who visited or met with numerous schools all around Maine.

I'm pleased to say that our work has not gone unnoticed. In November MENADO Director Dana Eidsness was honored as a member of this year's MaineBiz NEXT List, and in December I received the Maine Department of Economic & Community Development's Manager of the Year award.

I can't thank you enough for all of your support. We look forward to connecting with you in 2020.



Wade Merritt,  
*President and State Director of International Trade*



**MITC Board of Directors:** (front row, from left) Brenda Garrand, Carl Spang, Wade Merritt, Kelly L'Heureux, Adrian Kendall, (back row) Larry Robinson, Adam Kennedy, Jeffrey Porter, Tony Caruso, Denise Garland, and Amy Bassett

# Growing Maine's Economy

Maine International Trade Center (MITC) helps Maine businesses grow through international sales. We offer one-on-one **Trade Assistance**, which covers a broad range of topics including logistics, tariffs, documentation, referrals, and research reports on best new markets. The results of our 2019 International Business Needs Survey confirmed that MITC's one-on-one consulting and research services are extremely important and highly valued by Maine businesses.

MITC staff have a combined total of 95 years of international trade experience. Along with experience comes a depth of knowledge in key industry sectors including advanced manufacturing & composites, food & beverage, forest products, and life sciences. In addition, our team has developed a network of valuable contacts in Africa, Asia, Canada, the High North/North Atlantic, and Europe.

## Maine's Top Export Markets

Canada  
China  
Germany  
Hong Kong  
Italy  
Japan  
Malaysia  
Netherlands  
Singapore  
South Korea



## DEFENSE INDUSTRY MAINE

Defense Industry Maine (DIME) is an initiative of MITC established to help Maine companies diversify both within and outside of the defense industry, funded through a grant from the Office of Economic Adjustment, U.S. Department of Defense.

- In 2019, DIME and Stone & Associates helped create a 161-page strategic plan on Maine's defense sector. The objective was to assist more than 150 companies in the Maine defense supply chain grow, diversify, and enhance resilience. Key recommendations were to expand workforce programs, provide grants and tools to companies to support diversification and improve business development, provide assistance navigating DOD/contractor procurement, and enhance collaboration among existing programs.
- DIME distributed over \$200,000 in OEA funds to 26 Maine companies for 39 different defense diversification projects in 2019.



**334**  
companies  
across  
Maine  
assisted







The Maine North Atlantic Development Office (MENADO) was formed in 2013 as an initiative of MITC to increase trade, investment, and collaboration between the State of Maine and markets of the North Atlantic and to develop Maine's engagement in Arctic affairs.

- In 2019, Maine was represented by the largest delegation at the Arctic Circle Assembly in Reykjavik, Iceland. Governor Janet Mills led the Maine delegation of over 60 individuals representing Maine businesses, academic institutions, and state and local governments. Since 2014, MENADO has organized a Maine delegation to the annual event, assisting with meeting schedules during and around the event, coordinating high-level discussions with international partners, and hosting Maine networking events to add value to the Arctic Circle Assembly experience.
- In November, MENADO hosted Norwegian Ambassador to the United States H.E. Kåre Aas for events themed around Maine's sustainable coastal development achievements. The Ambassador met over 120 Mainers during the 2-day visit and discussed topics ranging from sustainable marine transportation and aquaculture to "Connecting Our Coastal Communities for Economic Success - a discussion of the Norwegian Model" facilitated by our friends at the Island Institute. The visit generated several ideas for increased future engagement with Norway.



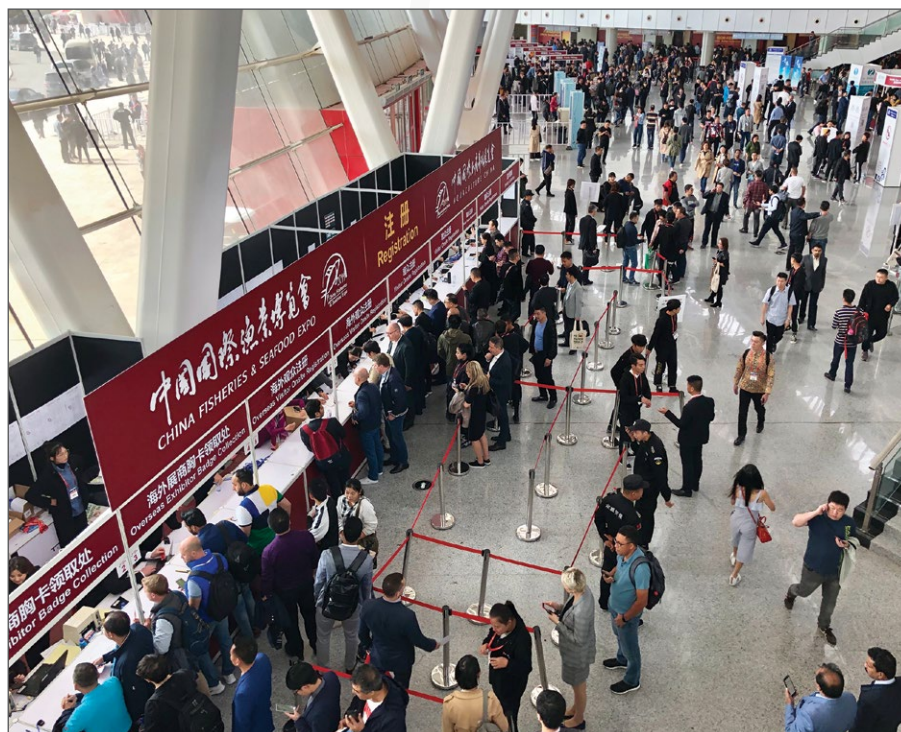
# Growing Maine's Economy

For small and medium-sized companies MITC offers valuable, face-to-face exposure to international buyers and distributors in a cost-effective way through coordinated group participation in **Trade Shows & Missions**. In addition to exhibiting in a shared booth space, companies have one-on-one meetings with pre-screened international buyers and distributors. Our team also works closely with participating companies to make the most of the experience before, during, and after the show or mission. During 2019, MITC coordinated participation for Maine companies in 6 trade shows and 1 trade mission including: Seafood Expo Global (Brussels), U.S. Seafood Mission to the Middle East (Dubai), Defense and Security Equipment International (London), and MEDICA (Düsseldorf).

**38**  
participating  
companies

**620**  
serious  
leads

**\$23.6**  
million in  
projected  
sales



Through **Export Assistance Grants**, MITC provides financial assistance to eligible Maine companies to expand international sales. Generally, these funds may be used for business-to-business matchmaking, interpreters or translators, trade show space, or other on-the-ground overseas activities.



MITC was awarded \$344,500 in federal funding under the seventh 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.



### Maine's Top Exports

Seafood  
Electronics  
Aircraft Parts  
Wood, Pulp, and Paper  
Computers  
Medical Instruments

ROI of **22:1**  
overall on export  
assistance  
grants with  
**\$2.9 million** in  
reported sales

Invest in Maine is an initiative of MITC and Maine Department of Economic and Community Development established to promote job creation and growth through overseas business attraction. During 2019, the primary focus was on Italy.

- Maine was represented at U.S. Department of Commerce SelectUSA events in Milan and Bologna by MITC consultant OCO Global and Modula S.p.a., with global HQ in Italy and Americas' HQ in Lewiston, ME. The \$10 million investment and foothold in Maine has enabled the company to expand with a new Ohio location planned to open in 2020.
- Invest in Maine traveled to Italy for 10 meetings with company leads generated from the Milan event. One of these companies was ATR Group, a leading manufacturer of carbon and glass fiber structural parts and components in automotive (Porsche, Ferrari, Lamborghini), marine, and aerospace sectors. ATR operates nine plants in Italy and is looking at the U.S. for potential expansion in aerospace and automotive.





A statewide consortium of Maine high schools, colleges, and universities, MITC's StudyMaine initiative promotes Maine overseas as a top U.S. education destination.

**In 2019, 2,621 international students contributed an estimated \$100 million to Maine's economy.**

- StudyMaine and the U.S. Commercial Service organized a week-long visit for 19 education agents from Azerbaijan, Russia, and Turkey. The group toured 7 school campuses from Saco to Orono. In addition, Agent Fairs were held in Portland and Orono where 21 Maine secondary and post-secondary educational institutions participated in 360 one-on-one meetings.
- StudyMaine exhibited at the IEFT Education Fair and Agent Showcase in Istanbul, promoting Maine to potential students and parents, and held 43 meetings with education agents from 14 countries: Turkey, Russia, Azerbaijan, Nigeria, Uzbekistan, Turkmenistan, India, Jordan, Ghana, Kazakhstan, Ukraine, Serbia, UAE, and Cyprus.



# Growing Maine's Economy

So far, over 40 Maine small businesses have received STEP Financial Assistance Awards, resulting in **\$2.9 million** in actual sales with an additional \$19.7 million projected in the next 12-18 months. These figures represent a **22:1** immediate return and a projected 144:1 future return on grant funds. In October 2019, MITC was awarded a new \$344,500 STEP grant with funding available through September 30, 2021.



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 (2018), 32 Maine companies participated in 97 activities resulting in \$74 million in actual sales and \$124 million in projected sales.



# Dual Industry/Market Focus for Export Growth

**Grover Precision** is a leading provider of precision seamless cannulated bar, gundrilling, deep-hole drilling, honing, and related machining and support services to a broad range of markets throughout the United States, Canada, and Europe. The company specializes in difficult applications in defense, aerospace, medical, and oil & gas markets. Products include cannulated bar, seamless precision tubing, custom tubing, honed tubing, and thick wall tubing in lengths up to 12 feet.



Founded in 1983 by Rupert and Suzanne Grover as a family-owned contract gundrilling company in Oxford, Maine, the company has 70 employees, and 20% of their sales are international. Their strongest export markets are Germany and the United Kingdom.

In 2019, Grover Precision decided to focus their strategy for international business growth in two sectors: medical and aerospace.



The company began working with our Defense Industry Maine (DIME) initiative and received OEA grant funds to help achieve ISO 9001, AS9100D, and ITAR certifications with a goal of targeted 20% growth as a result.

In order to expand sales into new segments within existing markets, Grover Precision exhibited in MITC organized booth space at two top international trade shows: Defense & Security Equipment International in London, United Kingdom and MEDICA 2019 in Düsseldorf, Germany. The company received STEP Financial

Assistance Awards to help cover costs. These trade shows allowed the small Maine company to introduce their aerospace landing gear, pistons, and rotating parts and Turn-Key Tubing for medical implants and instruments to a global market.

“MITC - and specifically Zeynep - was extremely professional. She helped us manage the booth, helped bring people to the booth, and set up networking events for all members of our group. We'll be working with MITC again in the next year, because it was such a great experience... a simple and seamless process for Grover.

— Grant Niewinski,  
Director of New Business Development



## TRADE EDUCATION RESOURCES WEB PORTAL

We understand business professionals and entrepreneurs are busy. The dates and times that training seminars are offered may not fit with work and travel schedules. While MITC's team of trade specialists is always willing to answer questions and provide information or referrals, the need to know may not arise during normal business hours. That's why MITC launched **Trade on Demand** in 2018, as a complement to our Global U trade education series.



This members-only 24/7 web portal contains educational webinars and videos, market reports, exporter's guides by country, and trade terms and statistics. During 2019, there were 77 different member logins. Several new resources were added last year including:

- Export 101 Marketing, Logistics, Finance, and Legal videos
- Exporter's Guides for China, Italy, and The Netherlands
- Market Highlights for Iceland and Norway
- Updated Guide to CE Marking
- Steps to Comply with the Export Administration Regulations (EAR)
- Steps to Comply with the International Traffic in Arms Regulations (ITAR)

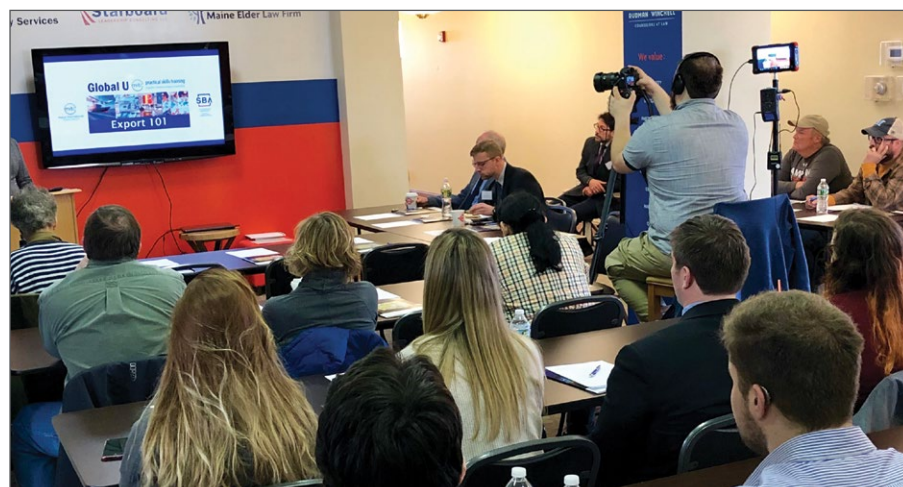
## Developing Maine's Workforce

Maine's future success depends on a global workforce. When we talk with Maine businesses about barriers to growth and exporting, the inability to hire enough skilled workers to fill existing orders is frequently one of the top challenges for manufacturers across industry sectors. While addressing the workforce shortage is beyond the scope of MITC, our efforts in this arena provided international business focused training for individual employees or entrepreneurs and internships for college students during the past year.

**Global U** is MITC's three-tiered trade education series to provide practical skills training to help Maine businesses succeed in international markets.



Level 1 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 2 offerings for those with some export experience include more advanced, in-depth content on topics such as international documentation requirements. Level 3 training is geared toward those who have experience in several international markets and sell a significant portion of their products/services abroad.





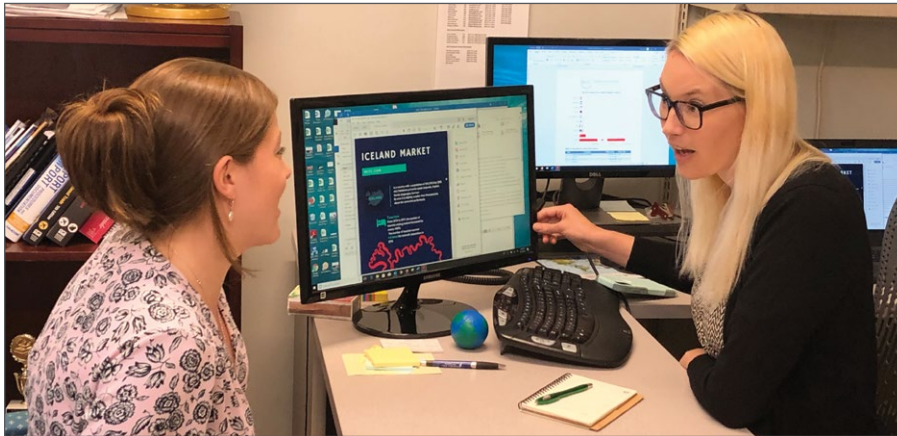
## LEARNING FROM GERMANY'S APPRENTICESHIP MODEL

MITC helped plan and participated in the Eastern Trade Council (ETC) Mission to Berlin in October.

The goal of the mission was to learn how the Dual-Education System and Apprenticeship system works in Germany and determine how some of these ideas could be applied to workforce challenges at home. Over 5 days, the schedule included meetings with representatives from federal, state, and city governments; national and regional chambers of commerce and trade associations; and start-ups, small businesses, and incubators focusing on the life sciences and renewable-energy industries.

There were 18 participants from 9 states, including representatives from Maine Department of Economic and Community Development and Maine Department of Labor.

From September through June, Global U conducts a combination of in-person seminars and live webinars. During 2019, training offerings included: Accidental Exporter, Export 101, Small Package Shipping, Import Compliance, Mastering Export Documentation and (in response to the workforce shortage facing our companies) a new Hiring International Employees webinar. Last year, 180 individuals attended Global U training sessions.



MITC has trained over 200 college students and recent graduates in our paid, part-time internship program **Future Global Leaders**.



As a Research Assistant, MITC interns learn about international trade from Maine's point of view, hone internet and other secondary research skills, and gain valuable insight into what real Maine companies doing business internationally need to know. In addition to

an overview of the tools of international trade (Harmonized Tariff Schedule, International Market Reports, Tariffs and Taxes, and U.S. Census data), interns are encouraged to attend our Global U trade education seminars and webinars, as well as networking events for our member companies.



# Building a Strategic Approach for Export Growth

Seaweed is the hot new food trend. After **Ocean's Balance** generated buzz at the Summer Fancy Food Show in 2018, earning a mention in Martha Stewart magazine, it was not surprising that international buyers at top specialty food shows were interested in the company's edible products made from sustainably grown and harvested seaweed from the Gulf of Maine.



Established in 2016, Ocean's Balance produces a variety of seaweed-based products including Organic Whole Leaf and Flake seaweeds, Seaweed Sprinkles seasonings, and shelf-stable Kelp Purée. The company pioneered zero-input farming techniques that use no arable land, no fresh water, and no fertilizers.



After winning Greenlight Maine in March 2019, the company expanded its production capacity and quickly broadened national distribution, now selling products in 20 states from Maine to California. Selected as one of seven Maine companies to exhibit in MITC's New Product Showcase, Ocean's Balance was voted "Best in Show" co-winner by attendees at Trade Day 2019 in May.

With clear interest from overseas buyers, the company was ready to develop an international sales strategy rather than leaving export growth opportunities to chance. Working with MITC, Ocean's Balance has targeted the overseas markets of Canada and various Asian countries that value the quality of Gulf of Maine seaweed. The company has applied for STEP Financial Assistance Awards to help support their participation in 2020 in three leading natural products and specialty food shows which draw international buyers and distributors.

MITC has been an invaluable source of guidance and support to Ocean's Balance as we focus on significant market expansion in 2020. There is growing interest in seaweed in the U.S. as well as in foreign export markets such as Asia, where buyers want to source marine products from the clean waters of Maine.

— Lisa Scali, Director of Sales & Marketing





# MITC Members

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 & Technology Center  
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  
Garrard 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 Visers  
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  
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  
 Modula, Inc.  
 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 Power Company, 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  
 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



# Working Together

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.

## President's Circle Member



## Director's Circle Members



## SUSTAINING MEMBERS

Acadia Benefits, Inc.  
Allen Insurance and Financial  
Baker Newman Noyes  
Bangor International Airport  
Bangor Savings Bank  
BDN Maine  
Camden National Bank  
C.H. Robinson Worldwide  
Diversified Communications  
Finance Authority of Maine  
FirstPark Commerce & Technology Center  
Geiger  
Kepware Technologies  
L.L.Bean, Inc.  
Maine & Company  
Maine Composites Alliance  
Maine Manufacturing Extension Partnership (MEP)  
Maine Maritime Academy  
Maine Port Authority  
Middleton Shrull & Bock, LLC  
Mohawk Global Trade Advisors  
NaviTrade Structured Finance  
Nomad Pictures  
Norman, Hanson & DeTroy, LLC  
OCEANAIR Inc.  
Pierce Atwood, LLP  
Puritan Medical Products Company  
Québec Government Office in Boston  
Reed Exhibitions  
Sprague Energy Corporation  
Tex Tech Industries  
Texas Instruments  
UK Department for International Trade  
U.S. Small Business Administration  
University of New England

## Our Members

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

**82%** 100 or fewer employees  
**69%** less than 25 employees

Representing  
**24** industry sectors



# **SAVE THE DATE** **MITC 2020 Events**

## **Trade Day 2020**

May 14th & 15th, Bangor

## **Annual Member Appreciation Event**

August 20th, Portland

## **Member Holiday Reception**

December 8th, Portland