

MAINE STATE LEGISLATURE

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2015 ANNUAL REPORT



MAINE
INTERNATIONAL
TRADE CENTER

EXECUTIVE SUMMARY

MITC STAFF

Janine Bisailon-Cary, President and State Director of International Trade

Wade Merritt, Vice President

Jeffrey Bennett, Canada Desk Director and Senior Trade Specialist

Thomas Conley, Trade Information Specialist

Patty Davis, Accounting Manager

Dana Eidsness, Director, Maine North Atlantic Development Office

Maria McIntyre, Managing Director, Invest in Maine

Cheryl Rau, Communications Manager

Lucy Sommo, International Trade Specialist

Zeynep Turk, Director of Development and Senior Trade Specialist

BOARD OF DIRECTORS

Janine Bisailon-Cary, Maine International Trade Center

Matt Duprey, Hancock Lumber Company

Raymond (Chip) Kelley, KeyBank

Kelly L'Heureux (Secretary), OCEANAIR

Dennis Leiner, Lighthouse Imaging

Don Maier, Maine Maritime Academy

Joseph Mooney (Treasurer), TD Bank

Bill Pond, L.L.Bean, Inc.

Alan Richardson, Emera Maine

Susan Scully, IDEXX

Carl Spang (Vice Chair)

John Wolanski (Chair), GAC Chemical Corporation

ADVISORY DIRECTORS

Marilyn Geroux, U.S. Small Business Administration

George Gervais, Maine Department of Economic & Community Development

Muriel Mosher, Maine Manufacturing Extension Partnership

Jeffrey W. Porter, U.S. Department of Commerce

Created by the state legislature in 1996 to expand Maine's economy through increased international trade in goods and services, Maine International Trade Center (MITC) is a public-private partnership funded through membership dues of nearly 300 businesses and organizations, corporate sponsor contributions, and Maine Department of Economic and Community Development (DECD). MITC works to increase the number of Maine companies involved in international trade and expand the reach of those already active, as well as leverage the synergy created overseas to develop new opportunities for international student attraction and foreign investment. This report summarizes MITC's efforts and results for the year.

Highlights from 2015 include the MITC-organized State of Maine Trade Mission to Japan and China, a new partnership to establish the North Atlantic Supply Chain Initiative (NASCI), increased visibility and involvement for Maine in Arctic matters through the efforts of MITC's Maine North Atlantic Development Office (MENADO), and the award of \$161,000 in federal funding under the U.S. Small Business Administration's State Trade and Export Promotion (STEP) grant program.

Photos on front cover:
Top – Kenway Corporation (Augusta)
Left – Artel, Inc. (Westbrook)
Right – Mathews Brothers (Belfast)
Bottom – Bixby & Co. (Rockland)

2015 HIGHLIGHTS

977 attendees
at **11** education programs
and events

1,370 trade assistance
consulting/research requests delivered

\$13.3 million in projected sales
from **5** trade shows and **1** trade mission

Overall ROI of **91:1** on export assistance grants
with over **\$1.8 million** in reported sales

PRESIDENT'S LETTER



Dear Members and Friends of Maine International Trade Center,

Several developments in 2015 signal exciting new potential for Maine exporters and service providers in the future. Early in the year, Icelandic shipping company Eimskip increased the number of calls to Halifax, Nova Scotia, with direct connection to European destinations including Iceland, the United Kingdom, and The Netherlands. A new cold storage facility, scheduled to break ground on the Portland waterfront in 2016, will offer new shipping options for Maine's food and seafood exporters. On the federal level, Senator Angus King created an "Arctic Caucus" in the Senate and formalized Maine's commitment to and involvement in Arctic policy issues. As the United States prepares to assume the chairmanship of the Arctic Council in 2016, opportunities for increased trade and collaboration among member countries are anticipated, and we are pleased to have a seat at the table (see pages 8 and 9).

As you review the activities highlighted in this Annual Report, you will note that many are accomplished in cooperation with other groups. Our participation in DEFSEC Atlantic 2015 in Halifax was a result of close collaboration with the Maine Composites Alliance (see page 8). The Maine Made program of DECD was a key funder and cooperator at the Winter Fancy Food Show in San Francisco, and our participation in MEDICA could not happen without our counterparts in the other New England states (see page 7). Collaboration allows us to accomplish so much more than we could as a single organization with a staff of ten.

This year, we added one new staff member to our talented team. Tom Conley joined MITC in September as a Trade Information Specialist to lead our trade assistance team (see next page). In July, two newly elected members joined the MITC Board of Directors – Raymond (Chip) Kelley from KeyBank and Alan Richardson from Emera Maine – and leadership passed to Chair John Wolanski from GAC Chemical Corporation.

In addition, the MENADO, StudyMaine, and Invest in Maine initiatives have each marked significant accomplishments in 2015. We appreciate the continuing support from our sponsors, members, and cooperating partners who help MITC fulfill our mission to expand Maine's economy through increased international trade in goods and services. We look forward to marking MITC's 20th anniversary in 2016 with even more new trade, student attraction, and investment opportunities!

Sincerely,

Janine Bisailon-Cary, President

At the September 2015 meeting, MITC Board Members: (front row, from left) Kelly L'Heureux, OCEANAIR; Raymond (Chip) Kelley, KeyBank; Janine Bisailon-Cary, MITC; John Wolanski, GAC Chemical Corporation; Muriel Mosher, Maine Manufacturing Extension Partnership; Susan Scully, IDEXX; Alan Richardson, Emera Maine; (back row, from left) Don Maier, Maine Maritime Academy; Jeffrey Porter, U.S. Department of Commerce; Joseph Mooney, TD Bank; Bill Pond, L.L.Bean, Inc.; and Marilyn Geroux, U.S. Small Business Administration.



TRADE ASSISTANCE

Providing one-on-one research assistance and consulting to Maine businesses is one important way for Maine International Trade Center (MITC) to help expand the state's economy through increased international trade. In 2015, our team of Trade Specialists and Research Assistants responded to 1,370 requests from manufacturers and service providers. Trade assistance covers a broad range of topics including foreign import regulations, tariffs, logistics, sourcing, and research reports on best



new markets. Our Trade Specialists have expertise in a broad range of industry sectors, such as advanced materials and composites, food and seafood, life sciences, and wood products. Research Assistants, part of our Future Global Leaders paid internship program, gather information and produce reports on market trends, trade flow, cultural customs, qualified trade leads, and regulations for specific countries.

New Trade Information Specialist

In September, **Tom Conley** joined MITC as a Trade Information Specialist, leading our trade assistance team. A Maine native, Tom earned a B.A. in Political Science from the University of Maine, a Certificate of International Studies and French Language from the University of Geneva in Switzerland, and a M.A. in Political Science and International Relations from McGill University. With extensive experience with Canadian affairs, Tom has worked for the Office of Canadian Affairs at the U.S. Department of State in Washington D.C., the U.S. Embassy in Ottawa, and for a member of the Canadian Parliament.



TRADE ASSISTANCE REQUESTS
1,370 total consulting/research requests delivered
MITC Members: **45%**
Non-Members: **55%**

TOP 5 REQUESTS BY COUNTRY
China
Canada
Japan
Korea
Brazil

TOP 5 REQUESTS BY TOPIC
Documentation & Certification
Best Markets & Market Trends
Distributors/Partners/Buyers Research
Trade Statistics
Tax & Tariff Rates

“MITC is an incredible resource available to companies of all sizes in Maine. As a young entrepreneur with a global mindset, I find MITC to be a vital tool in my efforts to grow my business and expand the market for my products, now or in the future. From the educational programs to the research arm to the trade mission opportunities, MITC offers a vast array of resources and programs to help Maine companies learn, develop, and grow.”

– Kate McAleer, Founder/Owner,
Bixby & Co., Rockland, ME

SUSTAINING ROUNDTABLE
MEMBERS

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

PROGRAMS & EVENTS



MITC conducts or co-hosts trade education programs during the year. These programs range from one-hour market briefings or lunch and learn sessions to an annual one-day conference that features keynote speakers and panel sessions. In order to serve the broadest number of Maine businesses, MITC delivers education programs throughout the state, and we partner with other government, economic development, and academic organizations to co-host seminars on topics of common interest whenever possible. Program content is developed to address current topics of im-



portance and highest need for Maine businesses based on trends in trade assistance requests and expert input on emerging markets. This year's topics included: Imperatives of Importing; Opportunities in Mexico (webinar); Online in Europe (webinar); Energy Needs: New Projects & Opportunities (Canada Day); Polishing Your Pitch: Marketing Your School to International Audiences; Understanding Foreign Trade Zones; East Asian Giants: Changing Markets of China and Japan; and Export Forum 2015.

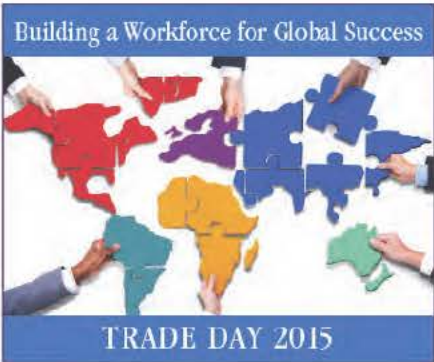
977 attendees
at **11** education
programs and events

MITC members value opportunities to connect with other internationally-active Maine companies. Again this year, our annual member appreciation and holiday networking receptions drew record-high attendance. These networking events provide an informal atmosphere to share stories of challenges and successes, as well as discover what other Maine companies are doing in global markets of common interest.



TRADE DAY 2015

The 35th annual Maine International Trade Day was held in May at the Samoset Resort in Rockport, ME. Our theme – Building a Workforce for Global Success – was inspired by the dramatic changes predicted for Maine's workforce in the next 10 years as the Boomer generation reaches retirement age. Presenters discussed how Maine businesses can prepare now to attract and retain employees with greater knowledge of international business, geopolitical issues, and higher technology skills essential to be competitive in an increasingly integrated and diverse global marketplace. Dr. James P. Pellow, President & CEO, Council on International Educational Exchange (CIEE), delivered the keynote address on "Developing Intercultural Competence," which was followed by a panel discussion on how colleges are preparing students for a global workplace, human resource efforts in building effective global teams, and successful cross-cultural strategies when doing business in the international arena.



During the annual International Trade & Investment Awards luncheon, the following awards were presented:

- Exporter of the Year – Ready Seafood
- Innovator of the Year – Hodgdon Yachts
- Service Provider of the Year – OCEANAIR, Inc.
- Foreign Direct Investor of the Year – Dalegip America, Inc.
- President's Award – Christopher H. Paradis
- Future Global Leader Award – Maxine Secskas

PRESIDENT'S ROUNDTABLE MEMBERS

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



TRADE MISSION



The State of Maine Trade Mission to Japan and China on October 24 - 31 was Governor Paul LePage's fourth overseas mission and marked the first time a Maine governor has visited Japan since 2007. The Maine delegation included business, education, and government representatives traveling overseas to increase exports in the food, lobster, advanced materials, and education sectors, as well as to promote Maine's advantages to potential investors and international tourists.

The business and education delegates held a total of 111 matchmaking meetings with agents, distributors, and potential partners. In Tokyo, an Advanced Materials Seminar was held to present the state's capacities in the composites and advanced

textiles sectors, and approximately 80 chefs and food importers learned about Maine lobster at a special educational session sponsored by the Maine Department of Marine Resources with a similar event held in Shanghai. The State of Maine Receptions

12
participating
organizations

111
business
matchmaking
meetings

\$2.1
million
in projected sales



in both countries drew strong interest with over 150 attendees (a record number) in Tokyo and more than 125 attendees in Shanghai. In the first six weeks after the mission, participating Maine businesses reported \$2.1 million in projected sales.



"The MITC Trade Mission to Tokyo and Shanghai not only offered one-on-one meetings with qualified buyers, but it also provided an overview of these two very different markets that gave me a solid sense of where they are heading and how Cozy Harbor Seafood can grow our business in these dynamic regions. The events were well organized, and the side trips to Alibaba headquarters in China and the Tsukiji fish market in Tokyo were particularly insightful."

— Tom Keegan, Sales,
Cozy Harbor Seafood, Portland, ME

TRADE SHOWS

MITC coordinates participation at major industry trade shows, providing valuable exposure to international distributors and buyers. Offering a cost-effective opportunity for small- and medium-sized companies through shared booth space, MITC also works with participating companies to make the most of the experience before, during, and after the show. During 2015, MITC coordinated participation for Maine companies in five trade shows (see next page for DEFSEC Atlantic 2015).



Food/Seafood

Working with the Maine Made program at the Maine Department of Economic and Community Development (DECD) for the third straight year, MITC organized participation in the Winter Fancy Food Show in San Francisco, CA, in January. Since 1955, the Fancy Food Shows have been North America's largest specialty food and beverage marketplace. Building on the success of the past two shows, this year marked the first official State of Maine Pavilion, allowing for increased company participation for six Maine small businesses. This year's exhibiting companies included returning exhibitors and first-time exhibitors with diverse product categories from across the state. In addition to the trade show, Maine companies presented their products in pre-scheduled, one-on-one appointments with some of the industry's most important distributors, retailers, and foodservice buyers. Meetings were held with buyers from Canada, Hong Kong, South Korea, Vietnam, Indonesia, Malaysia, Mexico, France, and the United Kingdom.

In conjunction with the State of Maine Trade Mission to Japan and China (see previous page), MITC organized participation for three Maine seafood companies at Asia's largest seafood trade show – China Fisheries & Seafood Expo 2015 – held in Qingdao, China the first week of November. Featuring nearly 1,400 exhibiting companies from 46 countries, the show attracted more than 25,000 visitors from 96 countries.

Life Sciences

For the tenth consecutive year, MITC participated in the "Best of New England" booth at MEDICA 2015, the largest international medical trade show which draws over 140,000 visitors from 100 countries, in Düsseldorf, Germany. Four Maine companies (one returning and three new to the show) exhibited this year.



After several years of successful collaboration at the MEDICA trade shows in Germany, the Best of New England coalition (a cooperative effort between Maine, New Hampshire, Vermont, Rhode Island, and Connecticut) decided to tackle the growing Middle East market. The coalition, which MITC has led for the past six years, organized a shared booth at Arab Health 2015 in Dubai in January. Two Maine companies exhibited in the "Best of New England" booth and held one-on-one business matchmaking meetings.



18
participating
organizations

30
business
matchmaking
meetings

580
contacts/leads

\$11.2 million
in projected sales

MENADO

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 Maine's policy in Arctic affairs. In 2015, MENADO organized Maine participation in 3 international trade shows and conferences; hosted 10 educational programs, visiting delegations, and networking events; and presented at 8 Arctic-themed international events.



MENADO Director Dana Eidsness serves on the U.S. Delegation to the Arctic Council's Protection of the Arctic Marine Environment (PAME) working group and on the Advisory Board of the Arctic Circle Assembly. She is a 2015 Arctic Summer College Fellow.

Trade Shows & Conferences

In collaboration with the Maine Ocean & Wind Industry Initiative and the Maine Composites Alliance, MENADO organized a Maine booth and business matchmaking meetings at the DEFSEC Atlantic 2015 trade show in Halifax. Four Maine businesses exhibited at the show, reporting \$1.5 million in estimated 12-month combined sales as a result. Additional 2015 MENADO trade show activity included support for Maine's participation at the Arctic Technology Conference in Copenhagen and organization of the Maine delegation's participation in the 2015 Arctic Circle Assembly in Reykjavik, Iceland (see next page).

North Atlantic Supply Chain Initiative

Through a partnership with the Maine Composites Alliance, its sister organization the Maine Ocean & Wind Industry Initiative, the Maine Port Authority, and MITC, a new initiative was launched in 2015 to develop North Atlantic economic opportunities. As part of the North Atlantic Supply Chain Initiative (NASCI), MENADO/MITC managed and administered the 2015 North Atlantic Supply Chain Initiative (NASCI) Grant, made possible by Maine Technology Institute. The grant program reimburses eligible companies for specific expenses related to business matchmaking or trade show participation, market access and compliance skills training, and consulting services as they relate to developing new North Atlantic markets. A total of 11 grants were awarded resulting in \$1.8 million in projected export sales to North Atlantic markets over a 12-month period.

Arctic Council

The Arctic Council, a high-level intergovernmental forum that addresses issues faced by the Arctic governments and the indigenous people of the Arctic, has eight member countries: Canada, Denmark, Finland, Iceland, Norway, Russia, Sweden, and the United States. The forum addresses a range of issues from the impacts of increased Arctic shipping to informing policy recommendations regarding the infrastructure deficit in the Arctic.



In 2015, MENADO hosted a U.S. State Department site visit. With the support of Senator Angus King's Arctic Caucus, the city of Portland, Maine was selected as the location for two Arctic Council meetings in 2016. The Senior Arctic Officials Meeting in October 2016 will attract 250 Arctic experts and officials from the 8 Arctic Nations and 12 observer nations under the Arctic Council, as well as permanent participants from Arctic indigenous groups and non-governmental organizations. MENADO is serving as the Secretariat for the Host Committee for 2016 Arctic Council meetings in Maine and coordinating Arctic-themed educational programs as well as arts and cultural events leading up to these meetings. The Arctic Council meetings will have significant economic impact and will deliver global media attention for Maine as a contributor in important geopolitical conversations.

ARCTIC CIRCLE ASSEMBLY

Founded by Iceland's President Ólafur Ragnar Grímsson, the Arctic Circle Assembly is designed to increase participation in Arctic dialogue and strengthen the international focus on the future of the Arctic.



The 2015 Arctic Circle Assembly marked the second year of participation. The Maine delegation of 48 participants included Maine businesses, universities, and economic development professionals. Four breakout sessions and two plenary sessions featured Maine voices at the 2015 event, which was attended by an international

audience of over 1,900 people. Maine's expert presentations included topics such as: *Ocean Food Systems in the Arctic*, *Climate and Cultural Change above the Arctic Circle*, *Western Nordic Arctic Development*, *Charting Arctic Research and Education*. A Plenary Session led by Senator Angus King titled *U.S. Leadership in the Arctic* included U.S. Navy and State Department officials and Rob Barber, United States Ambassador to Iceland.





An initiative of Maine International Trade Center (MITC), StudyMaine is a consortium of Maine high schools, colleges, and universities designed to help connect these Maine educational institutions with international students who want to attend high school and/or college in the United States.

With a record number of member schools – 23 total – this year, StudyMaine was very busy, providing marketing and research reports, consulting services, and other assistance. Offering a cost-effective way to reach potential students directly, StudyMaine coordinated webinars between Maine high schools and colleges/universities and dozens of students in Cambodia, Thailand, Malaysia, and Pakistan throughout the year. In addition, StudyMaine was represented at the NAFSA: Association of International Educators annual conference by Lucy Sommo, who attended along with 11,000 other international education professionals.

During 2015, StudyMaine hosted EducationUSA advisors from eight different countries. The advisors, who are college counselors for students in their home countries interested in studying in the United States, visited four Maine colleges and universities, learning about the broad range of academic programs and extracurricular activities offered, as well as information on the application process and tuition costs.

Maine schools were well represented on the State of Maine Trade Mission to Japan and China (see page 6). Participation in the group delegation is a great way for schools to join together to promote Maine as a hub of education excellence. As part of the mission, StudyMaine organized matchmaking meetings with agents, recruiting fairs with students, and visits to schools in Tokyo and Shanghai.

At the end of 2015, planning was in high gear for the Maine Education Mission to Vietnam and Thailand that StudyMaine will lead in January 2016.

StudyMaine Members

Camden Hills Regional High School
Cheverus High School
Foxcroft Academy
Hebron Academy
Husson University
John Bapst Memorial High School
The Landing School
Lee Academy
Lincoln Academy
Maine Central Institute
Maine College of Art
Maine School of Science and Mathematics

Mt. Blue High School
Orono High School
Saint Joseph's College
Thomas College
Thornton Academy
Unity College
University of Maine
University of Maine at Farmington
University of New England
University of Southern Maine
Washington Academy



In **2015** Maine was home to **1,354** international students at the higher education level and approximately **950** tuition-paying international students at the high school level contributing an estimated **\$87 million** to Maine's economy.



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

— Lisa M. Dalrymple,
Director, International Student Program,
Mt. Blue Campus, Farmington, ME

Invest in Maine is a partnership between Maine International Trade Center (MITC) and Maine Department of Economic and Community Development (DECD) to encourage investment and spur job creation, business growth, and economic prosperity. This was the first year since the initiative began in 2007 that Invest in Maine had full-time dedicated staff at MITC funded through a three-year grant from the Economic Development Administration (EDA) with matching funds from DECD, giving the program increased stability and dedicated resource capacity.

Key markets for the investment attraction effort are the EU and China targeting four sectors: Advanced Materials/Composites, Life Sciences, Food Processing and Aerospace/Transportation. In 2015, activities rolled out simultaneously on



three continents. Focusing on the target sectors, overseas contractors conducted outreach and scheduled meetings with company decision-makers expressing an interest in Maine at seven key industry trade shows in Germany and China: Anuga Foodtech Show, WoodMac China, Semicon China Show, Techtextil, China Composites Expo, Composites Europe, and MEDICA.

In addition, Invest in Maine hosted booths at Techtextil and Composites Europe in collaboration with the University of Maine's Advanced Structures and Composites Center and the Maine Composites Alliance. The State of Maine Trade Mission to Japan and China (see page 6) included events in both countries to promote Maine as an investment destination, particularly in the composites, medical tourism, and seafood sectors.

Regional Reimbursement Program

As part of the overall EDA-funded effort, the regional reimbursement sub-grant program was launched in 2015. Designed to assist economic development groups across the state to build regionalized for-

350 participants
at business attraction events

95 foreign direct investment
meetings overseas

12 international investor visits

Why did InSphero chose to locate in Maine?

"Proximity to talent, both new to the workforce and experienced; proximity to customers; and proximity to Switzerland, in terms of travel and time zones."

— Jan Lichtenberg, Ph.D.,
CEO/Co-founder, InSphero



Based in Zurich, Switzerland, InSphero opened its doors at TechPlace, on Brunswick Landing in 2015. The company is a life science technology provider and the world's leading supplier of organotypic 3D microtissues for drug safety and efficacy testing.



foreign direct investment capacity, the program requires a cash or in-kind match. Funding is awarded through a competitive process. Four groups received funding under the program: Midcoast Regional Redevelopment Authority, Greater Portland Economic Development Corporation, Kennebec Regional Development Authority, and Lewiston-Auburn Economic Growth Council.

PUBLIC POLICY AND LEGISLATIVE OUTREACH

As part of our public-private mandate, Maine International Trade Center (MITC) participates in many discussions related to economic development with legislators and other government officials at the state, federal, and in some cases, municipal levels. MITC was an active participant in the 2016 - 2017 biennial state budget discussions. A key member of the Maine Department of Economic & Community Development's executive team, MITC President Janine Bisaillon-Cary frequently advises the Governor on issues of international trade and investment. Through that process, we were able to secure additional funding to support both the Invest in Maine and Maine North Atlantic Development Office (MENADO) initiatives. On the federal level, this year MENADO/MITC worked closely with Senator Angus King's staff and the U.S. State Department to have Maine selected to host two important conferences of the Arctic Council, a high-level intergovernmental forum, in 2016 (see page 8). In addition, MITC worked with staff from Senator Susan Collins' office to secure her support for continuation of the U.S. Small Business Administration's State Trade and Export Promotion (STEP) grant program (see below). Senator Collins co-sponsored legislation to make STEP a permanent, fully-funded program.



EXPORT ASSISTANCE GRANTS



Overall ROI of **91:1**
with over
\$1.8 million
in reported sales

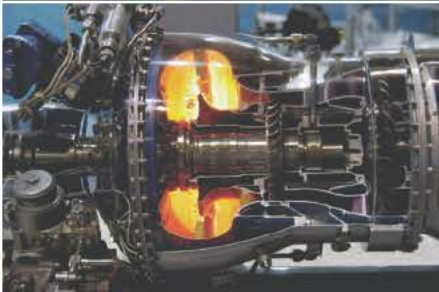


In 2015, the North Atlantic Supply Chain Initiative (NASCI) was formed as a joint effort of MITC, the Maine Ocean & Wind Industry Initiative (MOWII), the Maine Composites Alliance (MCA), and Maine Port Authority to develop North Atlantic economic opportunities. Funded through a grant from the Maine Technology Institute (MTI), the NASCI Grants program was created to encourage Maine companies to develop new international markets by reimbursing eligible companies for expenses related to business matchmaking or trade show participation, market access and compliance skills training, and consulting services related to developing new market opportunities in the North Atlantic region. MITC/MENADO was responsible for managing the grant program this year. As of December, a total of 11 grants were awarded to Maine businesses resulting in \$1.8 million in projected export sales to North Atlantic markets over a 12-month period. This represents an overall ROI of 91:1 for this new program.

In October, MITC was awarded \$161,000 in federal funding under the fourth round of the U.S. Small Business Administration's State Trade and Export Promotion (STEP) grant program to increase the number of businesses that export, as well as the value of exports by small businesses. With STEP funding available in late 2015, MITC is able to offer Financial Assistance Awards for eligible Maine companies with reimbursements for costs associated with international business matchmaking services or export skills and compliance training until September 2016.

TOP EXPORT MARKETS

Canada	\$1,039,145,096
China	\$179,200,181
Malaysia	\$178,658,373
Germany	\$76,388,381
Japan	\$64,470,810
Korea, Republic of	\$63,386,843
Italy	\$58,539,666
Mexico	\$53,125,886
United Kingdom	\$46,907,427
Netherlands	\$45,034,269



TOP EXPORT COMMODITIES

Fish, Crustaceans & Aquatic Invertebrates	\$348,231,197
Electric Machinery; Sound Equip; TV Equip; Parts	\$282,738,171
Paper & Paperboard & Articles	\$265,536,278
Wood and Articles of Wood; Wood Charcoal	\$236,904,542
Aircraft, Spacecraft, and Parts Thereof	\$169,812,598
Wood Pulp, Etc; Recovered (Waste & Scrap)	\$135,227,417
Industrial Machinery, Including Computers	\$113,718,061
Mineral Fuel, Oil, Etc.; Mineral Wax	\$76,292,580
Optic, Photo, Medical or Surgical Instruments	\$56,591,918
Special Classification Provisions, NESOI	\$52,716,715

At time of publication, annual data available through October 2015.

MAINE INTERNATIONAL TRADE CENTER



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Bangor

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Bangor Regional Office
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