

# MAINE STATE LEGISLATURE

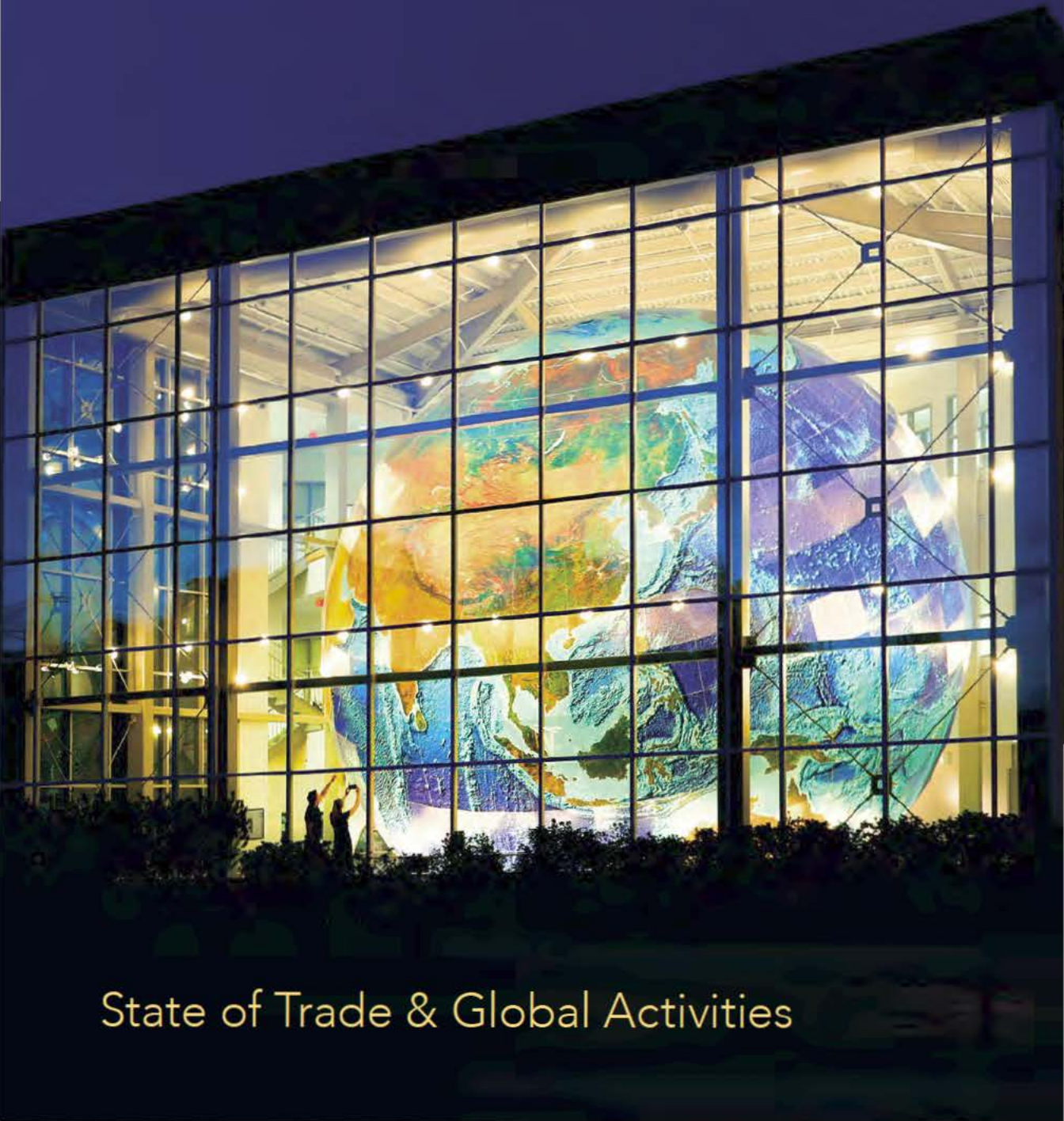
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Maine International Trade Center  
2016 Annual Report

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State of Trade & Global Activities





# What Trade Means to Maine



**2,264** Maine companies exported  
**\$2.8 billion** in goods and services to **168** countries



Trade supports  
**180,500** Maine jobs  
(nearly 1 in 4)

Since 2009, Maine jobs  
related to trade increased  
by 25.9%, while overall  
job growth was just 0.3%  
in same time frame.

Since 2009,  
international container  
shipments from  
Maine increased by  
**550%**



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

# Our Role & 2016 Highlights

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.



*MITC Staff (front row from left) Cheryl Rau, Jeffrey Bennett, Billie Cary, Thomas Conley, and Zeynep Turk (back row from left) Patty Davis, Wade Merritt, Janine Bisallion-Cary, Dana Eidsness, and Maria McIntyre*

**983** attendees  
at **9** education  
programs and events

**\$43.6 million**  
in projected sales from  
**6** trade shows  
and **2** trade missions

Overall ROI of **123:1**  
on export assistance grants  
with over **\$117 million**  
in reported actual sales

**1,342** total  
consulting/research  
requests delivered



## MITC STAFF

**Janine Bisaillon-Cary**  
President and State Director  
of International Trade

**Wade Merritt**  
Vice President

**Jeffrey Bennett**  
Canada Desk Director  
and Senior Trade Specialist

**Billie Cary**  
Trade Information Specialist

**Thomas Conley**  
Trade Specialist

**Patty Davis**  
Accounting Manager

**Dana Eidsness**  
Director, Maine North Atlantic  
Development Office

**Maria McIntyre**  
Managing Director, Invest in Maine

**Cheryl Rau**  
Communications Manager

**Zeynep Turk**  
Director of Development  
and Senior Trade Specialist

## BOARD OF DIRECTORS

**Dan Beressi**  
IDEXX

**Janine Bisaillon-Cary**  
Maine International Trade Center

**Matt Duprey**  
Hancock Lumber Company

**Raymond (Chip) Kelley**  
KeyBank

**Kelly L'Heureux (Secretary)**  
OCEANAIR

**Dennis Leiner**  
Leiner Optics

**Don Maier**  
Maine Maritime Academy

**Joseph Mooney (Treasurer)**  
TD Bank

**Bill Pond**  
L.L.Bean, Inc.

**Alan Richardson**  
Emera Maine

**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

## President's Letter



Dear Members and Friends of Maine International Trade Center,

This was a momentous year on many fronts. The MITC board, staff, and members celebrated the 20th anniversary of the Trade Center with a record crowd of over 400 registrants at Maine International Trade Day in Portland. The annual event was more robust than ever with a keynote presentation by Wayfair, a fun international Pecha Kucha session, and gala reception to be remembered.

In the Spring, we were honored to receive the prestigious "E" award in recognition of MITC's significant contributions to the expansion of US exports. Created under President John F. Kennedy's administration and given annually, the award was presented by the US Secretary of Commerce Penny Pritzker at a special session in Washington, DC. MITC Vice President Wade Merritt and I had the privilege of participating in the ceremony with the other honorees from around the country. Proudly displayed in the vestibule of MITC's new waterfront offices, the plaque is a reminder for us of the important work that MITC performs daily helping companies sell our Maine-made products and services around the world, thus contributing to economic growth and job creation here in the State.

In this year's Annual Report you'll find highlights of our trade education and market development accomplishments during 2016. We had another banner year of member participation in international trade shows and overseas trade and investment and education missions, spanning Continental Europe, Canada, Scandinavia, and Asia. In Maine, the much anticipated Senior Arctic Officials meetings in the Fall and MENADO coordinated events drew visits from over 400 dignitaries and Arctic specialists, generated nearly \$1 million in reported economic activity, and engaged approximately 1,600 Mainers in the state-wide events. MENADO Director Dana Eidsness has done a tremendous job to gain recognition for Maine as a key player in US-Arctic trade, investment, and cultural activities, as well as a science and educational hub for studying the challenges of the changing North Atlantic region.

I am thankful for the support we receive from Governor LePage, Maine Department of Economic and Community Development, legislators and cooperators at the federal, state, and local levels, and most of all from our very active MITC member companies.

Sincerely,

Janine Bisaillon-Cary, President



At the December 2016 meeting, MITC Board Members: (front row, from left) John Wolanski, Jeffrey Porter, Matt Duprey, Dennis Leiner, and Joseph Mooney (back row, from left) Carl Spang, Muriel Mosher, Raymond (Chip) Kelley, Janine Bisaillon-Cary, Dan Beressi, Kelly L'Heureux, and Alan Richardson



# Trade Assistance

One-on-one research assistance and consulting for Maine businesses is an important way for Maine International Trade Center (MITC) to grow the State's economy through increased international trade. In 2016, our team of Trade Specialists and Research Assistants responded to 1,200 requests from manufacturers and service providers statewide. Trade assistance covers a broad range of topics including logistics, tariffs, documentation, sourcing, and research reports on new markets.

MITC Trade Specialists have expertise in advanced materials and composites, food and seafood, and life sciences, as well as other industry sectors. 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.

“Maine International Trade Center went out of their way to support our research gathering initiatives, making it possible for us to make informed decisions for our business. Their support is especially important to us, being a startup, but the opportunity to have knowledgeable help readily available should be taken advantage of by any and all Maine companies, regardless of size. The MITC staff are professional, responsive, and friendly to work with, and I would go on record as highly recommending their services.”

*James Morin, COO,  
Flowfold, Peaks Island, ME*



The Future Global Leaders internship program teaches global market and workplace skills to some of the best and brightest college students in Maine. To date, MITC has trained more than 200 Research Assistants with generous support from program sponsors: Bangor Savings Bank, Diversified Communications, Kepware Technologies, and Lee International.



## TRADE ASSISTANCE REQUESTS

1,342 total consulting/research requests delivered  
MITC Members: **59%**  
Non-Members: **41%**

## TOP REQUESTS BY COUNTRY

China  
Canada  
Brazil  
EU

## TOP REQUESTS BY TOPIC

Documentation & Certification  
Referral Requests for Banking, Legal & Logistics Services  
Best Markets  
Trade Statistics

# Programs & Events

Throughout the year, MITC conducts or co-hosts trade education programs. Program content is developed to address current topics of importance and highest need for Maine businesses based on trends in trade assistance requests and expert input on emerging markets. This year's programs included: **Scandinavian Forum**; **Ocean Technology in New England and Atlantic Canada**; **Export Compliance Workshop**; and **Import Forum 2016**. In addition, MITC collaborates with other organizations across the State to co-host seminars on topics of common interest whenever possible.



In May, the 36th annual **Maine International Trade Day** was held at the Holiday Inn by the Bay in Portland, ME. The theme for Trade Day 2016 was "Technology Forward: Innovative Trends for Maine's Global Businesses." The keynote presentation was delivered by Liz Graham, Vice President of Sales and Service, Wayfair. The program also included three concurrent breakout sessions focused on manufacturing automation, data analytics, and attracting and developing Maine's next workforce. During the annual International Trade & Investment Awards luncheon, the following awards were presented:



**983** attendees  
at **9** education programs

- Exporter of the Year** – Kepware Technologies
- Innovator of the Year** – Mt. Blue Campus
- Service Provider of the Year** – Allen Insurance & Financial
- Foreign Direct Investor of the Year** – Eimskip
- President's Award** – Adrian Kendall, Esq., Honorary Consul of the Federal Republic of Germany, Norman, Hanson & DeTroy, LLC
- Future Global Leader Award** – Joe Long

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.





# Trade Missions

## Maine Trade Mission to Scandinavia

In June, MITC's Maine North Atlantic Development Office (MENADO – see page 8) organized the State's first Trade Mission to Scandinavia with visits to Norway and Sweden. The delegation of 11 business, education, industry association, and government representatives held 49 one-on-one business matchmaking meetings. Additionally, approximately 2,000 people attended large networking events to showcase the delegation and promote Maine as a location for international study and North American investment.

While in Norway, Maine's life sciences delegation learned how to sell to HINAS (Norway's national group purchasing organization for all public hospitals) at a briefing from the Managing Director, who also presented on the European Health Public Procurement Alliance, a European-wide hospital procurement network. The Norwegian Marine Technology Institute (MARINTEK) is working to develop an Ocean Space Center in Trondheim. Members of the delegation participated in a day-long meeting with Ocean Space Center pioneers to discuss possible areas of Maine-Norway research, supply chain, and commercialization collaborations.



“Since returning from the trade mission, I caught up with our contacts from MARINTEK during an offshore marine energy conference and am talking to them as often as I can. MARINTEK is looking for international partners. Topics of potential collaboration could include Arctic technology related research, deep-water floaters and EER (evacuation, escape and rescue), and work with Norway's new research center on seaweed. There is a lot to explore in this new relationship.”

*Krish Thiagarajan, University of Maine/Maine Ocean Training & Technology LLC*

**65**  
business matchmaking  
meetings

**15**  
participating  
organizations

**\$900,000**  
in projected sales

## Trade Mission to Canada

In August, four Maine companies participated in the Trade Mission to Canada organized by MITC and U.S. Commercial Service. During the two-day visit to Toronto, the delegation attended market briefings, toured facilities, and held more than a dozen one-on-one business matchmaking meetings with potential partners in the Greater Toronto Area.



“This was my first experience in such an event, and I found it to be very productive, interesting, and very well organized. This also was a tremendous learning experience for me. I came back to my office with a list of about 60 companies for follow up.”

*Andre Allard,  
Application Specialist, Artel*



# Trade Shows

Coordinating group participation at major industry trade shows, MITC provides valuable exposure to international distributors and buyers in a cost-effective way for small- and medium-sized companies. MITC also works with participating companies to make the most of the experience before, during, and after the show. During 2016, MITC coordinated participation for Maine companies in six trade shows.

<b>37</b> participating organizations	<b>602</b> contacts/leads made	<b>\$42.7 million</b> in projected sales
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## Winter Fancy Food Show (San Francisco, CA)

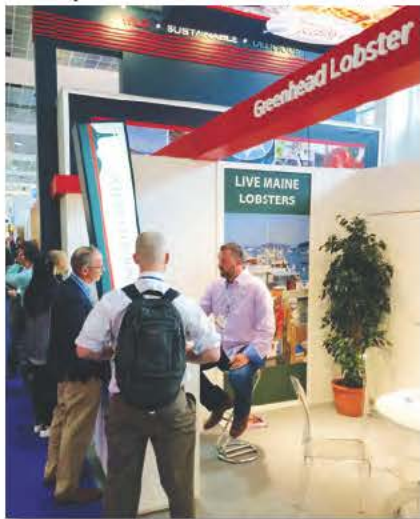
In partnership with Maine Department of Economic and Community Development's (DECD) Maine Made program, MITC organized participation in the Winter Fancy Food Show for the third straight year. Building on the success of past shows, this was our largest booth presence and first official State of Maine Pavilion. In addition to the trade show, the four Maine exhibitors participated in meetings with international buyers from China, Brazil, Canada, Chile, Finland, Germany, Taiwan, and Thailand.

## JEC World International Composites Event (Paris, France)

MITC and Maine Composites Alliance co-organized a Maine booth in the U.S. Pavilion for the first time at the world's largest composites show with 7 Maine companies and organizations exhibiting. MITC's Invest in Maine initiative (see page 10) also held 20 meetings with potential investors during the show.

## Seafood Expo North America (Boston, MA)

Working with Food Export USA, MITC coordinated the Buyers Mission (one-on-one international buyers meetings) and hosted incoming delegations at Seafood Expo North America. Six Maine dealers and processors participated and held meetings with buyers from Brazil, China, France, Germany, Hong Kong, Korea, Taiwan, and Vietnam.



## Seafood Expo Global (Brussels, Belgium)

Seafood Expo Global is the world's largest seafood trade event. The terrorist attacks in Brussels just weeks before the show led to a 5% cancellation from exhibitors and decreased buyer attendance this year. However, the four Maine companies that exhibited within the USA Pavilion remained well positioned to have a successful show with another record lobster catch, competitive pricing, and very strong pre-trip work.

## MEDICA (Düsseldorf, Germany)

For the eleventh consecutive year, MITC participated in the "Best of New England" booth at MEDICA 2016, the largest international medical trade show. Four Maine companies, two returning and two new to the show, exhibited this year. MITC has led the Best of New England coalition (a cooperative effort between Maine, New Hampshire, Vermont, Rhode Island, and Connecticut) for the past seven years.

## DEFSEC Atlantic (Halifax, Nova Scotia)

DEFSEC Atlantic is a major event for the Aerospace, Defense and Security industries, the second largest of its kind in Canada, incorporating elements of both a trade show and a defense procurement conference. For the second year, MITC partnered with Maine Composites Alliance to host a booth in the U.S. Pavilion. Ten Maine businesses exhibited in the Maine booth, which also served as a home base for other Maine companies and economic development organizations attending the show.





An initiative of MITC, 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 21 member schools in 2016, StudyMaine provided marketing and research reports, consulting services, and other assistance with strong support from the U.S. Commercial Service in Portland.

In January, StudyMaine led seven Maine schools to Vietnam & Thailand on a student recruitment mission. Representatives from 4 high schools and 1 college and 2 universities travelled to Ho Chi Minh City and Bangkok to meet with interested students, parents, and agents about studying in Maine. The mission included meetings with education agents; visits to local and international high schools and universities; a networking reception for alumni, parents, and local



contacts; and participation in students fairs. StudyMaine organized the mission in cooperation with the US Commercial Service.

Students and families in Thailand and Vietnam have shown a growing interest in U.S. education and represent promising markets. On this trip, Maine schools touted their early college offerings, summer program options, business curriculum, and STEM capacities. With participants stressing the value of face-to-face meetings, the mission allowed schools to make new contacts in order to recruit more international students from these countries.

Planning is underway for the next education mission in early 2017 to Russia.

## StudyMaine Members

Camden Hills Regional High School  
Foxcroft Academy  
Husson University  
John Baptist Memorial High School  
Lee Academy  
Lincoln Academy  
Maine Central Institute  
Maine College of Art  
Maine Maritime Academy  
Maine School of Science and Mathematics

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



In 2016,  
**2,232** international  
students  
contributed an  
estimated  
**\$82 million** to  
Maine's economy.





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. In 2016, MENADO organized participation in 10 North Atlantic/Arctic trade and policy events and conferences; hosted 13 educational programs, visiting delegations, and networking events; and presented on the theme of "Maine and the Arctic" at 12 domestic and international events. MENADO's growing network connects with new opportunities throughout the North Atlantic, Arctic, and near Arctic Region.

## Arctic Council

This year, MENADO's principal project was orchestrating the preparations to host Arctic Council meetings in Maine. Nearly 400 Arctic Officials and leaders of NGOs, from over 20 countries around the world convened in September and October 2016 for meetings in Bar Harbor, Brunswick, Orono, and Portland. The Arctic Council meetings had a direct economic impact of nearly \$1 million, which benefitted Maine hotels, restaurants, retailers and the arts community.

MENADO served as the secretariat for all Arctic Council meetings and side events in Maine and liaised with the U.S. State Department and Arctic Council Secretariat in Tromsø, Norway to coordinate Arctic Council activity in Maine.



The Arctic Council is the leading intergovernmental forum promoting cooperation, coordination, and interaction on common Arctic issues such as sustainable development and environmental protection among the Arctic States, indigenous communities, and other inhabitants.





The Arctic Council meetings in Maine had a direct economic impact of nearly \$1 million.

To build capacity for these efforts, MENADO organized and convened the Maine Arctic Council Host Committee. With over 100 members and volunteers, the Host Committee worked in collaboration with Alaska's Arctic Council Host Committee to create opportunities to inform visiting delegations and engage Mainers, Alaskans and the nation in U.S. Arctic interests. The Host Committee had over 100 members and volunteers, including leaders from Maine's private sector, government, scientific institutions, academia, and arts community.

Maine received global media coverage for hosting the Arctic Council. MENADO promoted Maine businesses and science institutions with Arctic initiatives globally in the months leading up to the Arctic Council meetings. A new website, [www.MaineandtheArctic.com](http://www.MaineandtheArctic.com), was developed to highlight Maine's Arctic history and contributions, as well as other Arctic-related events in Maine. The Host Committee's social media posts reached a global audience approaching 20,000 people, and over 65 news stories ran in local and international news outlets related to Maine businesses and institutions with Arctic initiatives. Arctic Council-related public events coordinated by MENADO reached a Maine audience of over 1,600 people.

## Conferences, Events, and Global Networking Opportunities

In 2016, MENADO and its partners organized participation and represented Maine at events in Canada, Denmark, Finland, Greenland, Iceland, Norway, and Sweden, as well as in Alaska and Washington, DC. These activities included participation at the Arctic Frontiers Conference in Tromsø, Norway; the Arctic Circle Assembly in Reykjavik, Iceland; and Arctic Science Summit Week in Fairbanks, Alaska. MENADO planned a Maine-Arctic Forum one-day conference, hosted Arctic-themed business and student networking events, and delivered Maine expert science participation during the White House Arctic Science Ministerial. In addition, MENADO organized a Trade Mission to Scandinavia (see page 5).

“Maine's new relationship to the Arctic is really a story about trade and MENADO is telling that story. My firm became involved in Arctic issues last year after a visit from Dana Eidsness. Ms. Eidsness communicated a vision of Maine as a trading partner with Iceland and Northern Europe. As lawyers involved in the business community we listened carefully and have since made investments in developing relationships throughout the region. Through communicating issues and facilitating introductions, MENADO has been a crucial partner in the development of Verrill Dana's Arctic Practice.”

*Benjamin E. Ford, Esq., Verrill Dana, LLP*

“Bigelow Laboratory was part of the 2016 Maine Arctic Council Host Committee, which was initiated by MENADO at Maine International Trade Center. Through this, Bigelow had the opportunity to participate in valuable events associated with the 2016 Arctic Council meetings in Maine. We participated in four networking events with Senior Arctic Officials and Arctic Council working group members, provided panelists in four Arctic panel discussions, gave a public lecture, and moderated a panel discussion. This engagement allowed us to expand our network with policy makers, industry representatives, and scientists that do Arctic-related work and also strengthened our network within Maine. These events produced great momentum for our new Center for Venture Research on the Opening Arctic Ocean.”

*Dr. Christoph Aepli,  
Senior Research Scientist,  
Bigelow Laboratory for  
Ocean Sciences*



Invest in Maine is a partnership between Maine International Trade Center (MITC) and the Department of Economic and Community Development (DECD) established to attract investment and encourage job creation. MITC was awarded a three-year federal grant in 2014 by the Economic Development Administration (EDA) with matching funds from DECD, allowing the initiative to make Maine's business attraction presence in Asian and European markets more robust.

In 2016, Invest in Maine had continued success with its European contractor, OCO Global in London. OCO has built a strong pipeline of prospective European investors, securing over 405 outreach calls, 45 meetings, and 5 investor visits during the contract year. Invest in Maine and OCO focused on targeting companies in the advanced materials, bioscience, and food processing sectors to visit and invest in existing Maine industries, as well as green field operations to construct a new facility for their business here.



As part of the EDA grant, this year Invest in Maine entered into a new contract with Tractus, a professional business attraction company with an extensive presence in Asia and strong investor ties in China. With a unique approach, Tractus worked with Invest in Maine to create a portfolio of innovative Maine businesses interested in investment and matching them with potential Chinese investor companies. Collaboration with partners across industry, academia, and economic development around the State helped identify 10 investment projects across several sectors including biofuel, aquaculture, forest products, clean technology, and food/beverage. Tractus's deliverables included outreach to 45 Chinese companies, resulting in 39 investor meetings, and an investor visit from a prominent Chinese food company.

## 2016 Event Highlights



### JEC World International Composites Event (Paris, France)

In March, MITC and Maine Composites Alliance co-organized a Maine booth in the U.S. Pavilion for the first time at the world's largest composites show. With a cross-section of the State's composites and advanced materials companies represented, Invest in Maine also exhibited and held investment meetings with businesses from the UK, France, Germany, and Italy. Invest in Maine Managing Director Maria McIntyre held a total of 20 meetings with potential investors from the aerospace, transportation, and advanced materials supply chain sectors.

**32,400 Mainers**  
work for companies with foreign ownership

SelectUSA China Road Show (Mianyang, China)

Invest in Maine participated in the fourth annual Science and Technology Expo in Mianyang, in September. A collaboration between the province of Sichuan and the U.S. Embassy, the event and included a SelectUSA Road Show to Beijing and Shenzhen. Information on Maine's key industry sectors was presented to attendees and made available at Maine's exhibit. Other states participating included Florida, New York, South Carolina, Illinois, and Virginia.

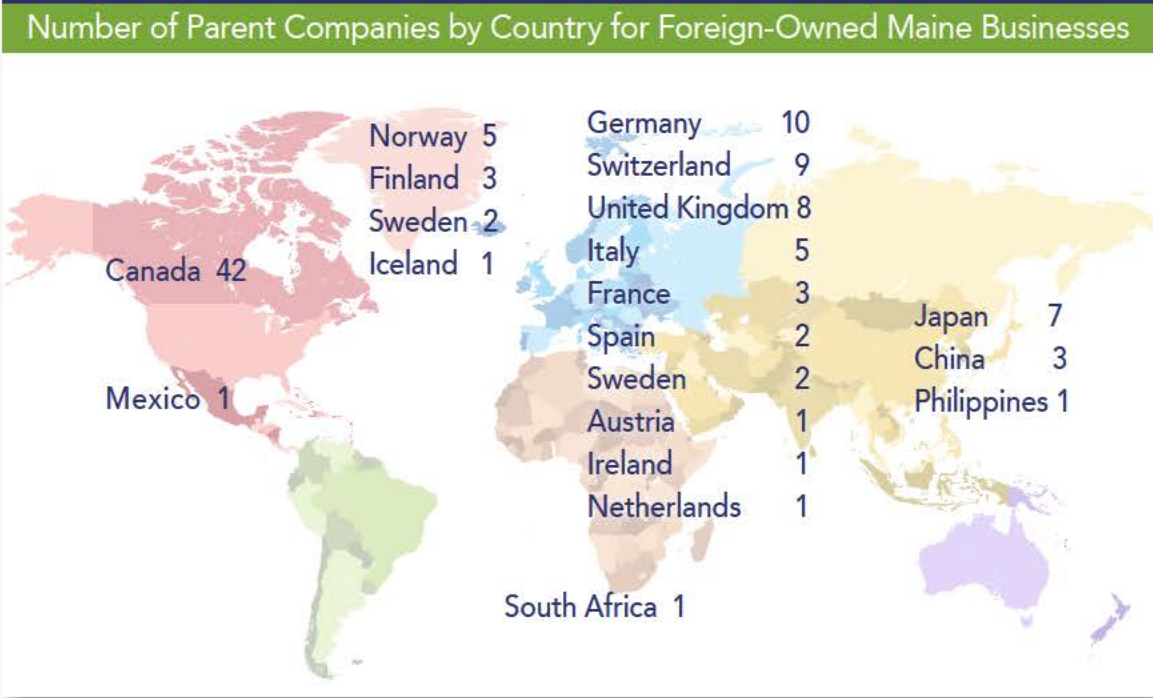
Maine Healthcare and Bioscience Forum (Boston, MA)

The Boston area health and biotech community was introduced to Maine's growing life sciences industry sector during an October afternoon event attended by approximately 50 participants. The event was a collaborative effort with Maine & Company with support from Focus Maine and Verrill Dana. Speakers from HLM Ventures, athenahealth, and Mölnlycke Health Care presented on Maine's attributes in the healthcare supply chain and bioscience areas. Attendees represented Boston-based and international firms in the biopharma, biotech, and medical products manufacturing sectors.



Over **450** potential investor contacts  
**84** investor meetings  
**6** investor visits

Who's Investing?





# Export Assistance Grants

STEP ROI  
**91:1**

U.S. Small Business Administration



Your Small Business Resource

Funded in part through a  
Cooperative Agreement with the  
U.S. Small Business Administration

MAP ROI  
**155:1**



MITC was awarded \$161,000 in federal funding under the fourth round of the U.S. Small Business Administration's State Trade Expansion Program (STEP) grant initiative to increase the number of businesses that export, as well as the value of exports by small businesses in October 2015. The grant provided funds to small businesses across the state to support attendance at international trade events and training for workforce development. From the 2015 - 2016 grant, 45 Maine companies received STEP Financial Assistance Awards, resulting in \$2.3 million in actual sales with an additional \$14.7 million projected by the end of 2017. These figures represent a 14:1 immediate return and a projected 91:1 future return on grant funds. In October 2016, MITC was awarded a new \$145,000 STEP grant with funding available through September 29, 2017.

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 fairs, market research, and technical assistance. According to the most recent annual reporting available (2015), 26 Maine companies participated in 77 activities resulting in \$115 million in actual sales with an additional \$261 million in projected 12-month sales. Export sales generated per MAP dollar was 155:1. In addition, Maine companies established over 2,000 contacts with international buyers and formed 428 new distribution agreements.

In addition, seven companies received financial support from the Maine MEP to participate in MITC-organized activities. These grants allowed manufacturers from the biomedical, defense, and food processing industries to pursue opportunities in Canada, China, Germany, and Japan.

“The Composites Industry has become a critical focus for The Montalvo Corporation. Because of the STEP grant we were able to attend the largest European Composites Industry tradeshow, which gave us the opportunity to meet new key contacts in the industry while gaining insight into the industry, manufacturing processes, and needs of potential customers. The information gathered and customers gained will generate new exports for our organization while expanding our capabilities to develop products for this industry abroad.”

*Bryon Williams, Global Marketing Manager,  
The Montalvo Corporation*

“DEFSEC Atlantic 2016 provided the opportunity to directly interact with the three largest Canadian shipyards during lengthy one-on-one sessions. These large potential clients are otherwise hard to reach, and these sessions provided the information that I needed to market more effectively. I was very pleased and so were several of my smaller clients who rely upon shipyards for their success. This terrific opportunity would not have been available without the SBA STEP grant.”

*Brian D. Perkins, President,  
Dirigo Strategies*

## Legislative Outreach

MITC President Janine Bisailon-Cary, a key member of the Maine Department of Economic & Community Development (DECD) executive team, frequently advises the Governor on issues of international trade and investment. As part of our public-private mandate, MITC participates in economic development related discussions with legislators and other government officials at the state, federal, and municipal levels. On the federal level, MENADO/MITC worked closely with Senator Angus King's staff and the U.S. State Department to host the Arctic Council meetings this year (see page 8).



# MITC Members

Our nearly 300 member companies and organizations include manufacturers and service providers, educational institutions, industry associations, and economic development partners. We work with both exporters and importers. The majority of our members (82%) have 100 or fewer employees, while 69% have less than 25 employees.

Located in **94** communities  
in all 16 counties



Representing  
**24** industry sectors



Approximately **60,000**  
Maine workers employed

## Sustaining Roundtable Members

Atlantic Canada Opportunities Agency  
Bank of America Merrill Lynch  
BerryDunn  
CIEE: Council on International Educational Exchange  
Consulate General of Canada - Boston  
Eimskip  
Emera Maine  
IDEXX  
KeyBank  
Maine Department of Economic and  
Community Development  
One Source Risk Management and Funding, Inc.  
Reed Exhibitions  
Sappi Fine Paper North America  
TD Bank  
University of Maine Canadian-American Center

## President's Roundtable Members

Albatrans, Inc.  
Allen Insurance and Financial  
Baker Newman Noyes  
Bangor International Airport  
Bangor Savings Bank  
Barber Foods, Inc.  
BDN Maine  
Camden National Bank  
CBDC Charlotte-Kings  
Cianbro  
Dachser USA  
Diversified Communications  
Fairchild  
Finance Authority of Maine  
Geiger  
Hussey Seating Company  
Kepware Technologies  
L.L.Bean, Inc.  
Maine & Company  
Mainebiz  
Maine Composites Alliance  
Maine Manufacturing Extension Partnership  
Maine Maritime Academy  
Maine Port Authority  
Maine Technology Institute  
MEMIC  
Nomad Pictures  
Norman, Hanson & DeTroy, LLC  
OCEANAIR Inc.  
People's United Bank  
Perkins Thompson  
Pierce Atwood, LLP  
Puritan Medical Products Company  
Quebec Federation of Chambers of Commerce  
Québec Government Office in Boston  
Radius International  
Sprague Energy Corporation  
Tex Tech Industries  
Texas Instruments  
UK Trade & Investment  
Unum  
UPS  
U.S. Small Business Administration  
Verrill Dana, LLP





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