

MAINE STATE LEGISLATURE

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Maine International Trade Center
2017 Annual Report



What Trade Means to Maine



2,262 Maine companies exported
\$2.7 billion in goods and services to **176** 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
over **600%**



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

Our Role & 2017 Highlights

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



*MITC Staff (front row from left) Zeynep Turk, Maria McIntyre, Wade Merritt, Julia Munsey, Dana Eidsness
(back row from left) Tom Conley, Billie Cary, Patty Davis, Cheryl Rau, and Jeff Bennett*

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

\$96 million
in actual and projected sales
from **7** trade shows

Overall ROI of **204:1**
on export assistance grants
with over **\$25.6 million**
in reported actual sales

1,458 total
consulting/research
requests delivered

MITC STAFF

Wade Merritt
President and State Director
of International Trade

Jeffrey Bennett
Canada Desk Director
and Senior Trade Specialist

Billie Cary
Trade Information Specialist

Thomas Conley
Trade Specialist

Patty Davis
Director of Finance & Administration

Dana Eidsness
Director, Maine North Atlantic
Development Office

Maria McIntyre
Managing Director, Invest in Maine

Julia A. Munsey
Director, Membership and
Corporate Development

Cheryl Rau
Director of Marketing & Communications

Zeynep Turk
StudyMaine Director and
Senior Trade Specialist

BOARD OF DIRECTORS

Dan Beressi
IDEXX

Brenda Garrand
GarrandPartners and Honorary Consul
of Canada

Raymond (Chip) Kelley
KeyBank

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

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OCEANAIR

Dennis Leiner (Treasurer)
Leiner Optics

Don Maier
Maine Maritime Academy

Wade Merritt
Maine International Trade Center

Bill Pond

Alan Richardson
Emera Maine

Carl Spang (Chair)
Kestrel Corporation

Larry Wold
TD Bank

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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 MITC Members and Friends,

As we look ahead to the New Year, I'm pleased to present this report outlining our exciting, eventful, and productive 2017!

This year has been one of transition and change for our organization. After starting with MITC as a recent University of Maine graduate in 1996, I was honored to be asked to serve as MITC's fourth president, following Janine Bisailon-Cary's departure in mid-June. In November, we completed our new team with the addition of Julia Munsey as Director of Membership and Corporate Development.

Despite the turbulence that transitions can bring, the great work that MITC does has not slowed. In 2017, our excellent staff had impacts on businesses all over the state. Whether researching and solving problems or organizing Maine schools and companies for an international trade event, the MITC team, as always, rose to the occasion and continued to fulfill our mission to expand the state's economy through increased trade in goods and services.

The following pages tell our story of 2017 through highlights of overseas trade shows and missions, visits of international investors learning about our state, and Maine's leadership role in Arctic and North Atlantic affairs, as well as activities for Maine's international business community here at home. Our accomplishments only happen with your participation and engagement. Thank you for continuing to support MITC and our mission!

Best regards,

Wade Merritt, President and State Director of International Trade



MITC Board:
(front row) Kelly L'Heureux, Wade Merritt, and Carl Spang (second row) Raymond (Chip) Kelley, and Dan Beressi (third row) George Gervais, Amy Bassett, and Brenda Garrand (fourth row) Muriel Mosher, Adrian Kendall, and Larry Wold (back row) Jeffrey Porter, Alan Richardson, Dennis Leiner, and Bill Pond

MITC Members

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

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

Sustaining Roundtable Members





























President's Roundtable Members

Albatrans, Inc.	Maine Port Authority
Allen Insurance and Financial	Maine Technology Institute
Baker Newman Noyes	MEMIC
Bangor Savings Bank	Nomad Pictures
Barber Foods, Inc.	Norman, Hanson & DeTroy, LLC
BDN Maine	OCEANAIR Inc.
Camden National Bank	ON Semiconductor
Clanbro	People's United Bank
Dachser USA	Perkins Thompson
Diversified Communications	Pierce Atwood, LLP
Finance Authority of Maine	Puritan Medical Products Company
Gelger	Québec Government Office in Boston
Kepware Technologies	Reed Exhibitions
L.L.Bean, Inc.	Sprague Energy Corporation
Maine & Company	Tex Tech Industries
Mainebiz	Texas Instruments
Maine Composites Alliance	UK Department for International Trade
Maine Manufacturing Extension Partnership	U.S. Small Business Administration
Maine Maritime Academy	Verrill Dana, LLP

Located in

94 communities

in all 16 counties

Employing approximately

60,000

Maine workers

Representing

24 industry

sectors

Trade Assistance

The results of our 2017 International Business Needs Survey confirmed that MITC's one-on-one consulting assistance and research services are extremely important and highly valued by Maine businesses. Trade assistance covers a broad range of topics including logistics, tariffs, documentation, sourcing, and research reports on new markets.

**1,458 total
consulting/research
requests delivered**

MITC staff have a combined total of 88 years of international trade experience.

With many years of experience comes a depth of knowledge and strong connections in key industry sectors including aerospace, agriculture, biotech, composites, consumer goods, defense, education, food & beverage, forest products, life sciences, logistics, renewable energy, seafood, and textiles.

In addition, our team has developed expertise and valuable contacts in export markets in Asia, Canada, and the High North/North Atlantic. Through our connections with OCO Global and Tractus Asia, we have access to most major global markets.



During 2017, MITC staff shared their knowledge as presenters or panelists at numerous conferences and seminars such as "America's Arctic Economic Ambitions" at the Council for Strategic & International Studies in Washington, DC, the Seafood Buyers Mission at Seafood Expo Global in Brussels, the NAFSA XI Regional Conference, Greenlight Maine, Leadership Maine, Lift360, the Maine Forest Products Council Annual Meeting, the Food Export USA meeting in Chicago, and the SBA Export Conference.

For continued professional development, our staff attended conferences, trainings, and trade shows relevant to their roles throughout the year. The Arctic Circle Assembly in Reykjavik, Iceland, Alibaba Gateway 2017 in Detroit, 11th International Conference & Workshop on Lobster Biology and Management, Biotech 101: The Science & Business of Biotech, and Introduction to NAFTA Training are a few examples.

Working with our team of Trade Specialists, some of Maine's best and brightest undergraduate and graduate students serve as Research Assistants in MITC's Future Global Leaders internship program.



TOP 10 MAINE EXPORT MARKETS

Canada
Germany
China
Malaysia
Japan
Republic of Korea
Taiwan
Belgium
United Kingdom
Netherlands

TOP 10 MAINE EXPORTS

Fish, Crustaceans & Aquatic Invertebrates
Aircraft, Spacecraft & Computers
Paper & Paperboard
Electric Machinery
Wood & Articles of Wood
Mineral Fuel, Oil
Wood Pulp & Recovered Paper
Industrial Machinery, Including Computers
Optic, Medical or Surgical Instruments
Vehicles & Parts

"Maine International Trade Center worked with us on our first ever exports to Europe and Asia. The research team's knowledge of documentation and experience with logistics enabled us to efficiently get the job done, so we could stay focused on what we do best—processing premium seafood."

Peter Handy, President & CEO, Bristol Seafood

Programs & Events

Throughout the year, MITC holds trade education programs. Content is developed to address current topics of importance and highest need for Maine businesses based on trends in trade assistance requests, business survey responses, and expert input on emerging markets. In addition, MITC collaborates with other organizations across the state to co-host seminars on topics of common interest whenever possible. This year's trade education programs included: India Market Briefing (webinar); International Business Forum: Attracting Investment & Workers; E-commerce Forum; Mastering Export Compliance: What You Don't Know Can Hurt You; and Introduction to NAFTA Training.



In May, the 37th annual **Maine International Trade Day** was held at the Cross Insurance Center in Bangor. The theme for Trade Day 2017 was “Charting a Course in the Changing EU,” and the event featured a keynote presentation by Matt Tripodi from Euromonitor International, an interactive panel discussion, and for the third year a New Product Global Showcase. During the annual International Trade & Investment Awards luncheon, the following awards were presented:

718 attendees
at **11** education programs
& events

- Exporter of the Year** – Yale Cordage (Saco)
- Innovator of the Year** – Advanced Structures & Composites Center, University of Maine (Orono)
- Service Provider of the Year** – Verrill Dana, LLP (Portland)
- Foreign Direct Investor of the Year** – C&L Aviation Group (Bangor)
- President’s Award** – MITC Board Treasurer Joe Mooney, TD Bank, and MITC Board Chair John Wolanski, GAC Chemical Corp.
- Future Global Leader Award** – Luke Middleton (Thomas College)



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 Shows

Offering valuable exposure to international distributors and buyers in a cost-effective way for small- and medium-sized companies, MITC coordinates group participation and one-on-one meetings at major industry trade shows. MITC also works with participating companies to make the most of the experience before, during, and after the show. During 2017, MITC coordinated participation for Maine companies in seven trade shows.

Winter Fancy Food Show (San Francisco, CA)

With financial assistance from the Maine Department of Economic and Community Development (DECD) and the Maine Department of Agriculture, Conservation and Forestry, MITC organized participation in the Winter Fancy Food Show for the fourth straight year. In addition to the trade show, the four Maine exhibitors participated in meetings with international buyers from Canada, China, France, Mexico, Hong Kong, Singapore, South Korea, and United Kingdom.

IDEX International Defense Exhibition and Conference (Abu Dhabi, United Arab Emirates)

The International Defense Exhibit (IDEX) is the world's largest defense trade show. MITC contracted with Channels GCC Trade & Export Services to offer business-to-business matchmaking services for 8 to 12 pre-arranged, pre-vetted meetings with buyers and distributors for Maine companies attending IDEX 2017.

JEC World International Composites Event (Paris, France)

For the second year, MITC organized a Maine booth in the U.S. Pavilion at the world's largest composites show with 5 Maine companies and organizations exhibiting. The collaboration between private companies and public organizations during the show worked to promote the state's unique proposition as an R&D and industry leader.

Seafood Expo North America (Boston, MA)

Working with Food Export USA, MITC coordinated the Buyers Mission (one-on-one international buyers meetings), port tours, and education seminars; hosted incoming delegations; and staffed USA trade booth. Ten Maine dealers and processors participated and held meetings with buyers from China, France, Germany, Netherlands, Poland, Korea, Taiwan, Thailand, and UAE.



Seafood Expo Global (Brussels, Belgium)

Seafood Expo Global is the world's largest seafood trade event. The event continues to attract many buyers and distributors from outside of Europe, especially the Far East. With 6 exhibiting companies, Maine had the highest number of exhibiting companies within the US Pavilion in recent memory.

CAMX – Composites and Advanced Materials Expo (Orlando, Florida)

With over 550 exhibitors and 8,000 attendees from more than 50 countries, the show brings together companies from across the globe in the aerospace, defense, marine, medical, and transportation industries. MITC organized a double booth space with 7 Maine companies and organizations exhibiting. Postponed due to Hurricane Irma, the September show was held in December.

MEDICA (Düsseldorf, Germany)

For the twelfth consecutive year, MITC participated in the “Best of New England” booth at MEDICA 2017, the largest international medical trade show. Three Maine companies, two returning and one 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 eight years.

37 participating
organizations

\$26 million
in actual/onsite sales

\$70 million
in projected sales

Invest in Maine is a partnership between Maine International Trade Center and the Department of Economic and Community Development (DECD) established to attract business investment and encourage job creation. The three-year grant from the Economic Development Administration (EDA) with matching funds from DECD that allowed the initiative to significantly ramp up efforts in Asia and Europe expired in September 2017.

Invest in Maine welcomed more than 15 delegations representing businesses, government officials, and academia from Europe and Asia during 2017. Industry sectors of greatest interest were advanced materials, food/beverage, and forest products.

32,400
Mainers work
for companies
with foreign
ownership

OCO Global continued to provide lead generation and on-the-ground support in Europe. Business attraction services in Shanghai focused on raising Maine's profile were provided by Tractus. Three Chinese delegations from Fuzhou, Shanghai, and Anhui visited Maine. In addition, a steady increase in interest from New York's large Chinese community on investment opportunities in the state was noted.

Invest in Maine coordinated outreach in advance of trade shows in key industry sectors: Tissue World (Milan), Seafood Expo North America (Boston), JEC World (Paris), and CAMX (Orlando). Tractus contacted companies attending the CAMX event. Although Chinese companies are represented by the sales division rather than company executives, establishing a personal dialogue is a step forward in introducing Maine and its capacity in the sector. Combined efforts with OCO Global resulted in nearly 50 meetings with potential investors at the four venues. While this was the first foray to Tissue World, meetings held in Milan resulted in 3 companies conducting introductory visits to Maine in 2017.

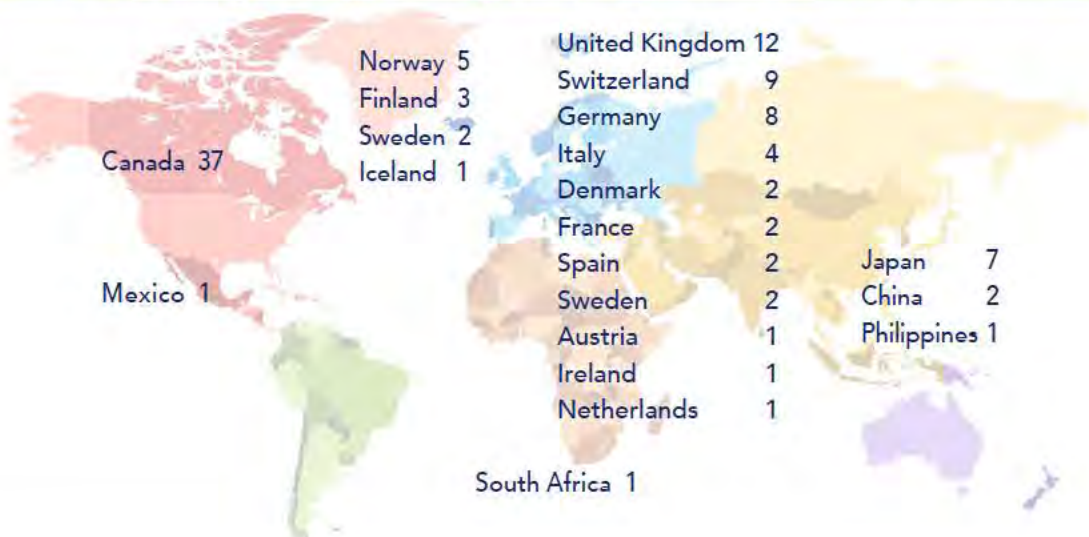


"MITC enabled us to visit a number of undoubtedly helpful locations and future business partners. They were incredibly helpful with every kind of question we had, and it was honestly a pleasure to work with them. Needless to say, we are very thankful for their help and appreciate the corporate connection and even friendship that we have built with them during our visits."

Thomas Estle, Owner, TEL-Gründenhof, Kuppenheim, Germany

Who's Investing?

Parent Companies by Country for Foreign-Owned Maine Businesses





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 2017, MENADO organized participation in 6 North Atlantic/Arctic trade and policy conferences for over 70 Mainers; hosted 7 visiting delegations, international experts, and networking events; and presented on the theme of "Maine and the Arctic" at 11 domestic and international programs. Here are few highlights:

U.S. Senate Arctic Caucus Conference

MENADO Director Dana Eidsness presented at the Center for Strategic & International Studies in Washington, DC on the topic of America's Arctic Ambitions. Other conference speakers included co-chairs of the U.S. Senate Arctic Caucus Senators Murkowski and King; the former Arctic Economic Council Chair and Executive Director of Alaska's Arctic Slope Regional Corporation, a VP from Maersk Shipping, and a representative from the Bureau of Ocean and Energy Management.

Arctic Economic Council

MENADO was accepted to join the Arctic Economic Council (AEC). The mission of AEC is to facilitate sustainable Arctic economic and business development. Membership will ensure that Maine has representation at the table for key conversations regarding plans for Arctic infrastructure, maritime transportation, and development projects. MENADO is the first U.S. AEC member coming from the lower 48 states.

Norway Delegation Visit

MENADO organized meetings and events for an incoming delegation of 12 businesses along with economic development officials from Tromsø, Norway in October. Representatives from Tromsø's aquaculture, food and beverage industries, and port officials came to Maine an effort to increase trade and collaboration activity between Maine and Tromsø, which are connected via Eimskip liner service. The visit was a result of Ramboll's collaboration with MENADO and other partners to organize port cities in Maine, Canada, Greenland, Iceland, the Faroe Islands, and Norway for joint business development.

Arctic Circle Assembly

MENADO organized a delegation of over 50 Mainers, led Governor LePage, to the 2017 Arctic Circle Assembly in Reykjavik, Iceland. Marking the fourth year of participation in globally important discussions at this annual event, Maine was well represented with Governor LePage and 11 others who presented in breakout and plenary sessions. MITC President Wade Merritt advised and supported Governor LePage in meetings with the President and Foreign Minister of Iceland, as well as business development meetings during the trip. MENADO Director Dana Eidsness participated in an Arctic Circle Assembly Board Meeting, facilitated group discussion at a workshop organized by JoNAA (Journal of the North Atlantic & Arctic), and meetings with Greenland's government and business community to discuss plans for development of Nuuk (Greenland's capital), highlighting the opportunity for Maine to leverage newly expanded container service to Greenland via Eimskip.



(Photo credit: Chris Cary, Soli DG)



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 22 member schools in 2017, StudyMaine provided marketing and research reports, consulting services, and other assistance with strong support from the U.S. Commercial Service in Portland.

In late January and early February, MITC's StudyMaine initiative led seven educational institutions on an Education Mission to Russia and Ukraine. The trip included stops in Moscow, Kazan, Ekaterinburg, St. Petersburg and Kiev. The itinerary included educational and agent fairs, one-on-one meetings with agents, and school visits. School representatives had opportunities to meet with parents, students, and agents in all the locations. Based on the post-mission survey responses, participants reported an estimated dollar value of enrolled students at \$774,000. In addition, 64 agreements were signed with agents, and 4 agreements were signed with schools.



In 2017, StudyMaine Director Zeynep Turk was selected as the NAFSA: Association of International Educators Region XI State Representative. With more than 10,000 members worldwide, NAFSA: Association of International Educators is the leading organization committed to international education and exchange. As the Maine representative, Zeynep's responsibilities include: building a state-wide communication network; identifying state needs and planning relevant programming; serving as a conduit for discussion of issues of interest to state international educators, as well as important updates on NAFSA events, trainings, or special sessions.

StudyMaine Members

Camden Hills Regional High School
Foxcroft Academy
Husson University
Hyde School
John Bapst Memorial High School
Lincoln Academy
Maine Central Institute
Maine College of Art
Maine Maritime Academy
Maine School of Science and Mathematics
Mt. Blue Campus

North Yarmouth Academy
Orono High School
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 2017,
2,727 international
students
contributed an
estimated
\$108 million to
Maine's economy.

Export Assistance Grants

MITC was awarded \$145,000 in federal funding under the fifth 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 2016. The grant provided funds to small businesses across the state to support attendance at international trade events and training for workforce development.

STEP ROI
204:1

From the 2016-2017 grant, over 50 Maine companies received STEP Financial Assistance Awards, resulting in \$25.6 million in actual sales with an additional \$47 million projected in the next 12-18 months. These figures represent a 204:1 immediate return and a projected 375:1 future return on grant funds.

“MITC and the STEP Financial Assistance Awards were very helpful to our company's continued growth this past year. Over 30% of our product is exported, so international marketing and trade practices are critical. With MITC's help, we utilized the STEP funds to get additional training in Export Compliance and to exhibit in the largest international tradeshow since our inception.”

David Capotosto, Co-President and Director of Business Development, DeepWater Buoyancy, Inc., Biddeford, ME

“The ongoing support from MITC has contributed to a great international expansion of RainWise's most profitable product line, the PVmet weather stations for the commercial solar monitoring market. During the past year, we received two STEP Financial Assistance Awards to support our global marketing efforts, including trade show participation and website development, for a new integrated product. In the competitive worldwide PV solar market, the STEP funds helped RainWise take advantage of our product leadership. MITC is truly an amazing resource for all Maine companies with export products.”

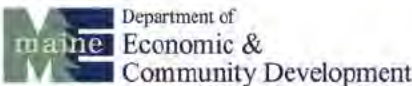
Carsten M. Steenberg, CEO, Rainwise, Inc., Trenton, ME

In October 2017, MITC was awarded a new \$195,000 STEP grant with funding available through September 29, 2018. Eligible businesses may receive reimbursements totaling up to \$10,500 per year for International Business Development, Advanced Export Skills Development, and Foreign Marketing Support.

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 (2016), 25 Maine companies participated in 95 activities resulting in \$156 million in actual sales and \$441 million in projected sales. Export sales generated per MAP dollar was \$55,302:\$1.

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.



32North, Inc.	Civil Arms Inc.	Hoyle, Tanner & Associates, Inc.
A.N. Deringer, Inc.	Combined Management, Inc.	Husson University
Acadia Benefits, Inc.	Compotech	Hyde School
Ace Lingual Executives	Consulate General of Canada in Boston	IDEXX Laboratories, Inc.
Advanced Infrastructure Technologies	Coral Hill, LLC	IIS Financial Services
Albatrans, Inc.	Cornerstone HR	IMOS, LLC
Allen Insurance & Financial	Corson GIS Solutions	Inland Lobster
American Rheinmetall Systems, LLC	Cote Corporation	Insulsafe Textiles, Inc.
Androscoggin County Chamber of Commerce	Cozy Harbor Seafood, Inc.	Interloqui
Androscoggin Valley Council of Governments	Crane Worldwide	iSagacity, Inc.
Angel Secure Networks	Custom Composite Technologies, Inc.	ISF Trading, Inc.
Arnold Farm Sugarhouse	Dachser USA	Jasper Wyman & Son/Wyman's of Maine
Arnson Environmental & Safety	Deep Blue Design, LLC	Joseph Rousseau Consulting
Apex Clean Energy, Inc.	DeepWater Buoyancy, Inc.	John Bapst Memorial High School
Artel, Inc.	Direct Vet Marketing Inc.	Katahdin Forest Products Co., Inc.
Asbury Law Office	Dirigo Strategies	Kennebec Regional Development Authority - First Park
Atlantic Canada Opportunities Agency	Diversified Communications	Kennebec River Biosciences, Inc.
Auburn Manufacturing, Inc.	Downeast Economic Development	Kennebec Valley Council of Governments
Aventure Management LLC	E2Tech - Environmental & Energy Technology Council of Maine	Kenway Corporation
Baker Company, Inc.	East Coast Biologicals, Inc.	Kepware Technologies
Baker Newman Noyes	Eastern Maine Development Corporation	Kestrel Corporation
Bangor International Airport	Eaton Peabody	KeyBank
Bangor Region Chamber of Commerce	Eimskip	Kibwe Howard
Bangor Savings Bank	Elmet Technologies	Knife Edge Productions
Bank of America	Emera Maine	L.L.Bean, Inc.
Barber Foods, Inc.	Emo Trans, Inc.	LaBree's Bakery
Belleco, Inc.	EnviroLogix, Inc.	Laurenz Schmidt
Bernstein Shur	Exhibit Source of Maine, Inc./ Nimlok Maine	Law Offices of Paula M. Connelly
BerryDunn	FHC, Inc.	Lee International Business Development, LLC
Bigelow Laboratory for Ocean Sciences	Fiber Materials, Inc.	Leiner Optics
Bioscience Association of Maine	Finance Authority of Maine (FAME)	Lewiston Auburn Economic Growth Council
Bixby & Co.	Flowfold	Lincoln Academy
Black Dinah Chocolatiers	Fluent Global Consulting	Liquid Wireless
Bristol Seafood Incorporated	Fluid Imaging Technologies	Live + Work in Maine
Broadreach Public Relations	Ford Murray	Lucy's Granola
Brooks Trap Mill, Inc.	Forest Research, LLC	Macpage LLC
Calendar Islands Maine Lobster Company	Four Directions Development Corporation	Maine & Company
Camden Hills Regional High School	Foxcroft Academy	Mainebiz
Camden National Bank	Front Street Shipyard	Main(e) International Consulting, LLC
Camoin Associates	FutureMetrics	Maine Aquaculture Innovation Center
Cape Seafood	GAC Chemical Corporation	Maine Biotechnology Services, Inc.
Capricorn Products LLC	GarrandPartners	Maine Center for Entrepreneurial Development
Caron Engineering Inc.	Gelger	Maine Central Institute
Cascon	Global Relief Technologies	Maine Coast
Cashstar, Inc.	Gneiss Spice	Maine College of Art
Central Maine & Quebec Railway	Greater Franklin Development Council	Maine Composites Alliance
Central Maine Growth Council	Greenhead Lobster	Maine Department of Agriculture
Cerahelix	Group Marketshare, LLC	Maine Department of Economic and Community Development
Cianbro	Hancock Lumber Company	Maine Department of Labor
CIEE: Council on International Educational Exchange	Hodgdon Yachts	Maine Department of Transportation
Citizens Financial Group, Inc.	House of Languages	Maine Development Foundation
City of Bangor, Maine	Howe and Howe Technologies	
City of Portland, Maine	Howell Laboratories, Inc.	

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

Member Success Story

Fiber Materials, Inc. (FMI) designs, develops, and manufactures high temperature composite materials for air, land, sea, and space. While the core business is defense, FMI also plays a key role in the country's space program. In collaboration with NASA, they designed a heat shield system for the Mars 2012 rover mission and are currently working on new systems for the Mars 2020 rover mission and the New Frontiers program. Now, FMI is expanding into new commercial markets and seeking international opportunities.

"While the majority of our business is U.S. Defense and Space related, we have no restrictions that would limit our international sales growth plans," Dan Godbout, Director of Worldwide Sales and Marketing at FMI, said.

"We're growing right now, both in our core business and new business areas," Godbout noted. "We're looking for all types of people to support the growth of the business – mechanical and civil engineers, production workers, machinists, sales engineers, advanced materials experts, chemists, and scientists."

A privately-owned business for 42 years, FMI was sold to Graf-Tech International in 2011, becoming part of a public company. Godbout joined FMI two and a half years ago, after a 20-year career in Business Development at Fairchild Semiconductor, with the intent to grow and diversify the business. In December 2016, FMI was purchased by Edgewater Capital Partners and is now a private company again with a focus on growth.

"We want to diversify the business so that we have opportunities in other markets like commercial aerospace, high performance racing, and industrial applications," Godbout added. "The focus will be in extreme applications where you may have erosive/corrosive or high temperature environments that still require high strength but light weight material."

In March 2017, FMI was part of the Maine delegation organized by Maine International Trade Center (MITC) at JEC World International Composites Event in Paris, France. In addition to exhibiting in the Maine booth in the U.S. Pavilion, FMI held several one-on-one business matchmaking meetings, arranged by MITC's contractor in Europe OCO Global.

"MITC's engagement and encouragement to participate in JEC enabled us to make contacts in new markets and exhibit our new product," Godbout explained. "We are already seeing success."

The new product is a breakthrough 3D Polymer Matrix Composite (PMC) material, which earned FMI a 2017 Smaller Business Association of New England (SBANE) Innovation



Company: Fiber Materials, Inc.

Year Founded: 1969

Number of Employees: 180

Location: Biddeford, ME

MITC Member Since: 2014

Description: Fiber Materials Inc. (FMI) develops and manufactures high temperature materials and composites for use in industrial, commercial, and aerospace applications. FMI produces carbon/carbon & carbon/carbon SiC composites, rigid insulation, and advanced polymer matrix composites. As a recognized leader in the manufacture of high temperature composite materials, FMI produces components and products that serve a range of applications from industrial insulation and friction hardware, and from thermal protection systems (TPS) to rocket motors to missile nose tips. FMI materials can be found inside industrial furnaces, at the National Air and Space Museum, and on the surface of Mars.

Award, winning top honors in the for-profit category. The PMC material is a revolutionary solution for high performance products which require a high strength to weight ratio such as prosthetics, high performance race vehicles, and aerospace.

As a result of their JEC participation last year, FMI gained visibility in new markets and immediate export sales. While he could not name specific teams, Godbout said two high performance auto racing teams are evaluating the PMC materials for the 2018 season. He added that a company in Switzerland is also currently evaluating the product for use in high performance watch faces.



MITC Trade Specialist Tom Conley, who works with Maine companies in the advanced manufacturing sector, and Dan Godbout, Director of Worldwide Sales and Marketing at FMI.

While approximately 1% of FMI's sales were international in 2017, Godbout hopes to increase that number to 10% in 3 years and 20% in 10 years. FMI will be part of the Maine delegation again in the upcoming JEC World International Composites Event in March 2018 and continue working with MITC to identify other opportunities to expand their commercial markets in Europe.

