

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

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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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Don Maier
Maine Maritime Academy

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Maine International Trade Center

Bill Pond

Alan Richardson
Emera Maine

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Kestrel Corporation

Larry Wold
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U.S. Small Business Administration

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& 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



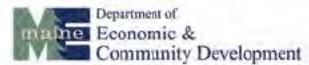
*MITC Board:
(front row) Kelly L'Heureux,
Wade Merritt, and Carl Spang
(second row) Raymond (Chip)
Kelley, and Dan Beressi
(third row) George Gervais,
Amy Bassett, and Brenda
Garrand (fourth row) Muriel
Mosher, Adrian Kendall, and
Larry Wold (back row) Jeffrey
Porter, Alan Richardson,
Dennis Leiner, 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.
 Allen Insurance and Financial
 Baker Newman Noyes
 Bangor Savings Bank
 Barber Foods, Inc.
 BDN Maine
 Camden National Bank
 Clanbro
 Dachser USA
 Diversified Communications
 Finance Authority of Maine
 Gelger
 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.
 ON Semiconductor
 People's United Bank
 Perkins Thompson
 Pierce Atwood, LLP
 Puritan Medical Products Company
 Québec Government Office in Boston
 Reed Exhibitions
 Sprague Energy Corporation
 Tex Tech Industries
 Texas Instruments
 UK Department for International Trade
 U.S. Small Business Administration
 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.

32,400
Mainers work
for companies
with foreign
ownership

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.

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, Sali 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 | North Yarmouth Academy |
| Foxcroft Academy | Orono High School |
| Husson University | Saint Joseph's College |
| Hyde School | Southern Maine Community College |
| John Bapst Memorial High School | Thomas College |
| Lincoln Academy | Thornton Academy |
| Maine Central Institute | Unity College |
| Maine College of Art | University of Maine |
| Maine Maritime Academy | University of New England |
| Maine School of Science and Mathematics | University of Southern Maine |
| Mt. Blue Campus | 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.”

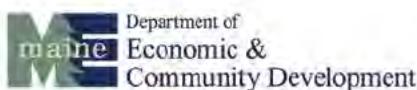
Carsten M. Steenberg, CEO, Rainwise, Inc., Trenton, ME

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.
 A.N. Deringer, Inc.
 Acadia Benefits, Inc.
 Ace Lingual Executives
 Advanced Infrastructure Technologies
 Albatrans, Inc.
 Allen Insurance & Financial
 American Rheinmetall Systems, LLC
 Androscoggin County Chamber
 of Commerce
 Androscoggin Valley Council
 of Governments
 Angel Secure Networks
 Arnold Farm Sugarhouse
 Arnson Environmental & Safety
 Apex Clean Energy, Inc.
 Artel, Inc.
 Asbury Law Office
 Atlantic Canada Opportunities Agency
 Auburn Manufacturing, Inc.
 Aventure Management LLC
 Baker Company, Inc.
 Baker Newman Noyes
 Bangor International Airport
 Bangor Region Chamber of Commerce
 Bangor Savings Bank
 Bank of America
 Barber Foods, Inc.
 Belleco, Inc.
 Bernstein Shur
 BerryDunn
 Bigelow Laboratory for Ocean Sciences
 Bioscience Association of Maine
 Bixby & Co.
 Black Dinah Chocolatiers
 Bristol Seafood Incorporated
 Broadreach Public Relations
 Brooks Trap Mill, Inc.
 Calendar Islands Maine Lobster Company
 Camden Hills Regional High School
 Camden National Bank
 Camoin Associates
 Cape Seafood
 Capricorn Products LLC
 Caron Engineering Inc.
 Cascon
 Cashstar, Inc.
 Central Maine & Quebec Railway
 Central Maine Growth Council
 Cerahelix
 Cianbro
 CIEE: Council on International
 Educational Exchange
 Citizens Financial Group, Inc.
 City of Bangor, Maine
 City of Portland, Maine

Civil Arms Inc.
 Combined Management, Inc.
 Compotech
 Consulate General of Canada in Boston
 Coral Hill, LLC
 Cornerstone HR
 Corson GIS Solutions
 Cote Corporation
 Cozy Harbor Seafood, Inc.
 Crane Worldwide
 Custom Composite Technologies, Inc.
 Dachser USA
 Deep Blue Design, LLC
 DeepWater Buoyancy, Inc.
 Direct Vet Marketing Inc.
 Dirigo Strategies
 Diversified Communications
 Downeast Economic Development
 E2Tech - Environmental & Energy
 Technology Council of Maine
 East Coast Biologicals, Inc.
 Eastern Maine Development
 Corporation
 Eaton Peabody
 Emskip
 Elmet Technologies
 Emera Maine
 Emo Trans, Inc.
 EnviroLogix, Inc.
 Exhibit Source of Maine, Inc./
 Nimlok Maine
 FHC, Inc.
 Fiber Materials, Inc.
 Finance Authority of Maine (FAME)
 Flowfold
 Fluent Global Consulting
 Fluid Imaging Technologies
 Ford Murray
 Forest Research, LLC
 Four Directions Development Corporation
 Foxcroft Academy
 Front Street Shipyard
 FutureMetrics
 GAC Chemical Corporation
 GarrandPartners
 Geiger
 Global Relief Technologies
 Gneiss Spice
 Greater Franklin Development Council
 Greenhead Lobster
 Group Marketshare, LLC
 Hancock Lumber Company
 Hodgdon Yachts
 House of Languages
 Howe and Howe Technologies
 Howell Laboratories, Inc.

Hoyle, Tanner & Associates, Inc.
 Husson University
 Hyde School
 IDEXX Laboratories, Inc.
 IIS Financial Services
 IMOS, LLC
 Inland Lobster
 Insulsafe Textiles, Inc.
 Interloqui
 iSagacity, Inc.
 ISF Trading, Inc.
 Jasper Wyman & Son/Wyman's of Maine
 Joseph Rousseau Consulting
 John Bapst Memorial High School
 Katahdin Forest Products Co., Inc.
 Kennebec Regional Development Authority
 - First Park
 Kennebec River Biosciences, Inc.
 Kennebec Valley Council of Governments
 Kenway Corporation
 Kepware Technologies
 Kestrel Corporation
 KeyBank
 Kibwe Howard
 Knife Edge Productions
 L.L.Bean, Inc.
 LaBree's Bakery
 Laurenz Schmidt
 Law Offices of Paula M. Connelly
 Lee International Business
 Development, LLC
 Leiner Optics
 Lewiston Auburn Economic Growth
 Council
 Lincoln Academy
 Liquid Wireless
 Live + Work in Maine
 Lucy's Granola
 Macpage LLC
 Maine & Company
 Mainebiz
 Main(e) International Consulting, LLC
 Maine Aquaculture Innovation Center
 Maine Biotechnology Services, Inc.
 Maine Center for Entrepreneurial
 Development
 Maine Central Institute
 Maine Coast
 Maine College of Art
 Maine Composites Alliance
 Maine Department of Agriculture
 Maine Department of Economic and
 Community Development
 Maine Department of Labor
 Maine Department of Transportation
 Maine Development Foundation

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

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.

