



Eaton Peabody is a statewide law firm with a long history of serving clients in New England and Atlantic Canada. Founded in 1939, the firm conducts a broad-based practice and today employs more than 50 attorneys, consultants, and paralegals and a total staff of over 100. In addition to its headquarters in Bangor, the firm also has offices in Augusta, Brunswick, Ellsworth, and Portland, the newest location which opened in the Spring of 2013. Eaton Peabody has been a MITC Member since 1997.

Maine-Based Law Firm's Expertise Guides Canadian Businesses Entering the US Market

For Eaton Peabody, building a cross-border international business practice was both a strategic decision and a logical result of geography, according to Daniel McKay, Shareholder and Chair of the Cross Border Transactions Practice Group.

“When the Canadian-American Free Trade Agreement - the precursor to NAFTA - was signed in 1988, we formed an alliance with a law firm in Saint John, New Brunswick to facilitate cross-border trade,” McKay explained. “We focused on the issues that firms in Atlantic Canada face when contemplating doing business in the US.”

One common issue for Canadian businesses looking to enter the US

market is the business structure through which to conduct US operations. According to McKay, attorneys in the Cross Border Transactions Practice Group provide guidance on the business and tax implications of each option.

“We also discuss other differences in law between the two countries which may affect the conduct of business here, including issues related to employment law and employee benefits such as health insurance,” McKay explained. “Because of our background and expertise, we are able to advise our clients as to legal issues they are likely to encounter and how the law related to those issues differs from what they are accustomed to in Canada.”



“International trade is an economic opportunity for Maine. If trade succeeds, that is good for all of us.”

Daniel McKay, Shareholder and Chair of the Cross Border Transactions Practice Group



Bangor headquarters office

David Austin, Shareholder and Managing Partner, agrees that the firm's depth of experience working with Canadian firms doing business in the US, natural cultural alignment with Atlantic Canada, and strong presence in the timberland and aquaculture industries are key elements of Eaton Peabody's international business practice success.

"We don't make widgets," Austin noted. "Our opportunities, as far as emerging markets, are driven by our clients. I'm very proud of the firm's reputation for being client driven and listening to where our clients want to take their business next."

While Eaton Peabody emphasizes local, Maine-based service, the firm has been affiliated with

TAGLaw, a consortium of globally focused independent law firms, since 2004. This affiliation provides its clients with access to more than 7,500 attorneys in nearly 100 countries worldwide.

For businesses struggling to find qualified employees for crucial and impossible-to-fill (when recruiting only within the US) positions, Eaton Peabody's Immigration Practice Group represents employers and foreign professionals in securing the necessary employment authorization.

According to Matthew Raynes, Shareholder and Chair, Labor & Employment and Immigration Practice Groups, the firm assists employers in sponsoring foreign workers who are primarily physicians, research scientists,

and IT professionals. Aside from Canada, most of these professionals are coming from India and China, which is not surprising to Raynes, because of the emphasis on STEM (science, technology, engineering, or mathematics) education in those countries, as well as the growth of the under-age-30 population compared to the US.

The immigration practice area has grown over the past several years, and Raynes thinks it will continue to grow in the future.

"We've helped with immigration visas for a wide range of positions from fish vaccinators to violin instructors," Raynes said. "We're bringing highly talented and diverse professionals here, which I believe is good for Maine."



Matthew Raynes, Shareholder and Chair, Labor & Employment and Immigration Practice Groups