

GLOBALVIEW

MAINE INTERNATIONAL TRADE CENTER BI-MONTHLY NEWSLETTER

TABLE OF CONTENTS

Canada Invests in Maine
Sustaining Members
Roundtable Members
President's Letter
Featured Member:
Eaton Peabody
Canada Desk
Unlimited Trade Assistance
New MITC Board Members

NEW MEMBERS

Bixby & Co
Belfast, ME

Environetix Technologies Corp.
Orono, ME

EOS Design, LLC
Westbrook, ME

Fat Andy's
Cumberland, ME

Harbor Technologies LLC
Brunswick, ME

Kennebec River Biosciences, Inc.
Richmond, ME

Lohmann Animal Health
International
Winslow, ME

Marine Ecological Habitats
Biddeford, ME

Stone & Associates, Inc.
Portland, ME

Sullivan Harbor Farms
Hancock, ME

CANADA INVESTS IN MAINE



A couple with roots in Newfoundland owns the largest hops farm in Maine. Krista Delahunty, a native of Kilbride, Newfoundland, and her husband started growing hops at their home in Northern Maine about five years ago. What began as a means to grow hops for their home-brewing hobby has grown into a four-acre operation. Today, Aroostook Hops is selling to such well known Maine microbreweries as Gritty McDuff's and Allagash Brewing.

Whether it is locally-grown agricultural development or large-scale industrial investments, the United States still represents the most important destination for Canadian direct investment abroad, totaling \$289 billion in 2012. There are Canadian-owned companies in 17,000 locations across the United States that employ more than 619,000 Americans.

Traditionally, Canadian investment in Maine has focused around the natural resource industries such as food and wood products. McCain Foods USA entered the U.S. market more than 30 years ago and is a leading supplier of frozen potato and snack food products for the foodservice markets. With over 4,300 employees and 10 production facilities, the company's operation in Easton, Maine employs approximately 550 people and is a major economic driver in the Aroostook region.

**There are over 40 businesses
in Maine with parent companies
headquartered in Canada.**

Cooke Aquaculture of Blacks Harbour opened their downeast processing plant in Machiasport in 2009. The company's Maine operation now employs approximately 200 people, adding much needed jobs and reinvigorating the salmon aquaculture industry in the state. Cooke Aquaculture has invested more than \$60 million in new equipment and technologies for their hatcheries, farms, and restructuring of the industry into bay management areas.

Canadian investment has also diversified into some of the Maine's emerging technologies. Nautel, Inc. of Halifax has developed into one of the world's largest manufacturers of radio broadcast transmitters with more than 12,000 deployments in 177 countries. In order to better serve the U.S. market, Nautel opened its Maine plant in 1975, and recently the Canadian headquarters made a \$500,000 investment in the Bangor facility.

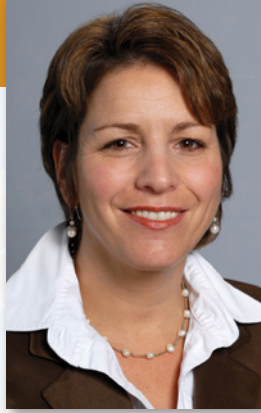
Continued on page 3/Canada Desk

GlobalView is sponsored by:



Phone: (207) 541-7400 • Email: info@mitc.com • Website: www.mitc.com

PRESIDENT'S PAGE



Dear Members and Friends of MITC,

We are truly appreciative of the number of MITC members who have renewed their membership already this year! Membership dues allow us to bring in stimulating program speakers; run a full-time trade assistance program helping Maine companies navigate international markets and regulations; and organize relevant trade missions and trade show opportunities to develop new markets and trade leads for your company and other Maine businesses. Our

growth over the past 10 years has been on the private sector front – attracting new members and increased sponsorship - and we thank you for all of your support in making MITC one of the most vibrant trade centers in the Northeast!

We would also like to thank Hancock Lumber Company and L.L.Bean for each providing a \$100 gift card as the prizes in our membership renewal drive. While the deadline for the prize drawing has passed, there's still time to renew your MITC membership for this fiscal year and continue to benefit from unlimited trade assistance, discounts, and access to grants to help increase exports.

We welcome our new MITC board members Susan Scully of IDEXX, Carl Spang of Falcon Performance Footwear, and Don Maier of Maine Maritime Academy. We would also like to recognize departing board members and thank for their service Bill DeWitt of Maine Maritime Academy, Tim Harper of UNUM, and Laurenz Schmidt of Beltane Solar. We look forward to continuing to work with them and their organizations in the future.

We look forward to seeing you at upcoming programs and events.

Sincerely,

Janine Bisailon-Cary, President

Sustaining Roundtable Members

Atlantic Canada Opportunities Agency
Bangor Hydro Electric Company
BerryDunn
Canadian Consulate General - Boston
Eaton Peabody
Eimskip
Emera, Inc.
Fairchild Semiconductor
IDEXX Laboratories
Key Bank
Maine Department of Economic
& Community Development
Maine Lobster Promotion Council
Midcoast Regional Redevelopment Authority
Oxford Networks
TD Bank
Tex Tech Industries
Unum

President's Roundtable Members

Bangor International Airport
Bangor Savings Bank
Bank of America Merrill Lynch
Barber Foods, Inc.
BDN Maine
Bernstein Shur
Burgess Advertising & Marketing
Cianbro
Diversified Business Communications
Finance Authority of Maine
Hardwood Products Co./
Puritan Medical Products
Hussey Seating Company
L.L.Bean, Inc.
Mainebiz
Maine Center for Creativity
Maine Manufacturing Extension Partnership
Maine Maritime Academy
Maine Port Authority
Maine Technology Institute
Nomad Pictures
OCEANAIR Inc.
Pierce Atwood, LLP
Sappi Fine Paper North America
Sprague Energy Corporation
UK Trade & Investment
University of Maine
UPS
Verrill Dana, LLP
Woodland Pulp, LLC



(Top photo) Larry Wold (center), President of TD Bank, Maine, and his team accept the Service Provider of the Year Award.



(Bottom photo) Bigelow Laboratory for Ocean Science's Executive Director and President Dr. Graham Shimmield accepts the Innovator of the Year Award from Governor Paul LePage, MITC President Janine Cary, and Paul Delva (left) of Fairchild Semiconductor.

CANADA DESK



Emera, Inc. was recently recognized as Foreign Direct Investor of the Year by MITC at Maine International Trade Day on May 31, 2013. Chief Operating Officer Rob Bennett (left) accepted the award on behalf of Emera, Inc. from MITC President Janine Bisailon-Cary and Governor Paul LePage.

Emera, Inc., of Nova Scotia is focused on the transformation of the electricity industry to cleaner power generation and delivery of that clean energy to market. Bangor Hydro/Maine Public Service was acquired by Emera, Inc. in 2001 to provide a secure source of electricity for 117,000 customers in Eastern Maine. This past year, Bangor Hydro launched an innovative Heat Pump Pilot Program providing financial incentives for residential and small commercial customers to install energy efficient ductless heat pumps. On the community development front, the company invested \$1 million dollars in the University of Maine for a new astronomy center and observatory. Emera, Inc. won MITC's Foreign Direct Investor of the Year award this year in recognition of their dedication to Maine and recent investments.

There are over 40 businesses in Maine with parent companies headquartered in Canada. These Canadian-owned companies employ 7,200 Mainers and represent a diverse number of industry sectors: from engineering and banking groups; to energy providers and food processors. In addition to being our largest foreign investor country, Canada continues to be our largest export market purchasing \$1.3 billion of Maine goods per year.

For more information about Canada's investment in Maine, please visit www.investinmaine.net or contact Jeff Bennett, Canada Desk Director, at 207-553-7709 or jbennett@mitc.com

Canadian-Owned Maine Businesses Include:

Abilis NE
Albarrie Environmental Services
American Steel and Aluminum Corporation
Bangor Hydro/
Maine Public Service
Boralex
Cascades Auburn Fiber, Inc.
Cavendish Agri Services, Ltd.
Cavendish Farms
Chadwick-BaRoss, Inc.
Cherryfield Foods, Inc.
Cooke Aquaculture
Douglas Brothers Stainless Steel
Federal Marine Terminals
Great Lakes Hydro America, LLC
Heritage Memorials, Ltd.
Highland Lumber Company
Irving Forest Products
Irving Lumber Company
Irving Oil Corporation
Irving Woodlands, LLC
Fraser Sawmills,
AKA Ashland Lumbermill
Katahdin Forest Management, LLC
Katahdin Timberlands, LLC
McCain Fertilizers, Ltd.
McCain Foods USA, Inc.
Moose River Lumber Company
Nautel
Orion Rope Works
Padinox Inc., DBA Chaudier
Pepin Lumber Company
Portbec D&G Forest Products
St. Croix Courier
Stantec
Stratton Lumber, Inc.
TD Bank
T4G Limited Saco

The Canada Desk is sponsored by



Emera Companies

Member Benefit: Unlimited Trade Assistance

Your company is ready to begin selling internationally. How do you determine the best markets to enter?

You've been approached by an international buyer. What are your best options for logistics and payment terms?

You've set a goal to increase exports to a specific region.

How can you focus limited resources on making the right connections and participating in the best opportunities?

As a Maine International Trade Center (MITC) member, you have access to unlimited one-on-one counseling and trade assistance to help your business successfully enter new markets and grow in those already established.

Trade assistance is supported by the entire MITC team's international experience, network, and research skills. Trade Specialists have expertise in a broad range of industry sectors, such as aerospace, boat building, biotechnology, food, and wood products. Research Assistants, part of our Future Global Leaders program, gather information and produce reports on market trends, trade flow, cultural customs, qualified trade leads, and regulations for specific countries.

"As a small Maine company, we used MITC's research team to find specific information on international markets and trade leads that we simply didn't have the expertise or staff to conduct ourselves," Sonia Turanski, Marketing & Communications Manager at RainWise Inc., explained. "The focused report they prepared allowed our newly expanded International Sales team to hit the ground running."

"Whether we have asked questions on trade leads, regulations or shipping," Turanski continued, "each member of the MITC staff has taken a personal interest in the success of our company, and as such they have proved to be invaluable partners."



To request trade assistance, contact Hannah Webb, Trade Assistance Manager, at webb@mitc.com or 207-553-7708.

MITC Welcomes New Members to Board of Directors

This spring Maine International Trade Center (MITC) held elections for three board positions with each member company eligible to cast ballots. We are delighted to welcome and look forward to working with our new board members.

Susan Scully, a Customs Specialist at IDEXX Laboratories, was elected for her first term. Prior to joining IDEXX, she was employed at Fairchild Semiconductor. As one of the few Licensed Customs Brokers in the Portland area, Susan will be a valuable resource to MITC and our members for import/export guidance.

Carl Spang, President of Falcon Performance Footwear, also joins our board as a new member. Carl has been committed to developing international markets his company and participated in two MITC Trade Missions (Canada in 2008 and Chile/Brazil in 2011). He views MITC's mission as

critical for sustainable economic growth in Maine and hopes to further develop programs that help Maine's manufacturing companies take advantage of opportunities in international markets.

In addition to the two newly elected members, Kathleen Robinson, Senior Manager, International Marketing & Operations, L.L.Bean, was re-elected to her second term.

The three board members elected this year will serve through June 30, 2016.

MITC would like to thank three departing board members for their valuable service: Bill DeWitt from Maine Maritime Academy, Timothy Harper from Unum, and Laurenz Schmidt of Beltane Solar. Bill recently retired and his term will be completed by Don Maier at Maine Maritime Academy. Laurenz will join our Emeritus Board and continue to serve on the Board of Directors for Invest in Maine.

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.”



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.

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.”

Read the full article at www.mtc.com

WHAT'S AHEAD

SAVE-THE-DATE
TRADE DAY 2014
May 15th

Cross Insurance Center
Bangor, ME

WHAT'S INSIDE

Canada Invests in Maine

Member Benefit:
Unlimited Trade Assistance

FEATURED MEMBER:
Eaton Peabody

MITC Welcomes
New Board Members

The Southern
Maine Program
Series is
sponsored by



Unlock your possibilities

The Greater
Bangor Program
Series is
sponsored by



The Central
Maine Program
Series is
sponsored by



America's Most Convenient Bank®

Non-Profit Org.
Presort Standard
U.S. Postage
PAID
Portland, ME
Permit No. 218

