

GLOBALVIEW

MAINE INTERNATIONAL TRADE CENTER BI-MONTHLY NEWSLETTER

TABLE OF CONTENTS

Sustaining Members 2
 Roundtable Members 2
 Trade Show Wrap Up 2
 Canada Desk 3
 New Faces at MITC 4
 FEATURED MEMBER: UNE 5
 What's Ahead 6

NEW MEMBERS

- Blue Water Dynamos
Gray, ME
- Camden National Bank
Portland, ME
- Cheverus High School
Portland, ME
- City of Bangor
Bangor, ME
- City of Portland
Portland, ME
- Diligistics, LLC
Yarmouth, ME
- K.J. Bancroft
Raymond, ME
- Lyman-Morse Boatbuilding, Inc.
Thomaston, ME
- Marine Parts Express
Edgecomb, ME
- Marinevest
Newport, RI
- S.A. Associates LLC
Portland, ME
- Sea Salt, LLC
Saco, ME
- Soli DG, Inc.
South Portland, ME
- University of New England
Biddeford, ME

Dynamic Dignitaries of “The New North” Featured at Trade Day 2014

Canadian Ambassador Gary Doer and Greenland Minister Innuteq Holm Olsen

The 34th annual Maine International Trade Day on May 15th in Bangor will focus on developments in the North Atlantic and what these can mean for the state’s economy. For many countries, the concept of “The New North” isn’t new at all, but a vital economic asset and an integral part of national identity. Countries such as Canada, Iceland, and Greenland are adapting their economies and governance to prepare for major changes. In all, four million people living in the eight Arctic Council states (territories in the United States, Canada, Iceland, Denmark, Norway, Finland, Sweden, and Russia) call the region home.



As the nearest U.S. state to these emerging North Atlantic markets, Maine can play a vital role in development and create opportunities for Maine’s businesses and research institutions.

MITC is pleased to welcome two speakers representing key countries of “The New North” at Trade Day 2014:

Canada, currently serving the second year of a two-year term as chair of the Arctic Council (to be followed by the United States in 2015), has outlined several priorities for its time in leadership, which include strengthening the Council itself in response to rapidly changing events in the Far North. Canada’s theme “development for the people of the North” focuses on responsible Arctic resource development, safe Arctic shipping, and sustainable circumpolar communities. One of the activities suggested in Canada’s Arctic Council Program involves the establishment of a circumpolar business forum or Arctic Business Council, reflecting the belief that the business community should be engaged early to ensure economic development in the North is done properly. The Honorable Gary Doer, Ambassador of Canada to the United States, will be the keynote presenter at the morning session.

Greenland, which is a self-governing component of the Kingdom of Denmark, has similarly identified a number of priorities for development in and around its territory. These include an increase in the use of renewable energy sources, exploring new economic opportunities in the Arctic (in close cooperation with industry), and maintaining

Continued on page 2

GlobalView is sponsored by:



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

Sustaining Roundtable Members

Atlantic Canada Opportunities Agency
BerryDunn
Canadian Consulate General - Boston
Eaton Peabody
Eimskip
Emera Maine
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

“The Best of Maine” Expands Presence at Winter Fancy Food Show



Maine was again well represented at this year's 39th Winter Fancy Food Show in San Francisco. Following the success of our 2013 participants, MITC expanded the “Best of Maine” booth at this year's show, which set record levels for buyer attendance. Exhibiting companies this year were: Bixby & Co. (Rockland), Gelato Fiasco (Brunswick), Lucy's Granola (East Blue Hill), Northwoods Gourmet Girl (Greenville), Shucks Maine Lobster (Richmond), Sullivan Harbor Farm (HancockVillage).

New leads/
contacts made:
1,079

Estimated
6-month sales
reported:
\$200,000

One-on-one
meetings held with
international buyers
and distributors from:
Canada, Hong Kong,
Japan, Mexico,
Singapore, South
Korea, and the
United Kingdom

In addition to the trade show, the companies participated in one-on-one meetings with international buyers.

Well-known Chef/Restaurant Owner Gregorie Jacquet spent a day at the booth working the crowds for one of his favorite product lines – Sullivan Harbor Farm. Also exhibiting were Stonewall Kitchen (York), Bar Harbor Foods (East Machias), and Calendar Islands (Portland). Several Maine companies were also in attendance walking the show, sourcing products, and connecting with the industry.

Special thanks go out to our friends and partners at the Maine in Maine program for helping make this possible. Plans are already under way to continue to build on this success with an even larger State of Maine presence at the next Winter Fancy Food Show.

Dynamic Dignitaries of “The New North”

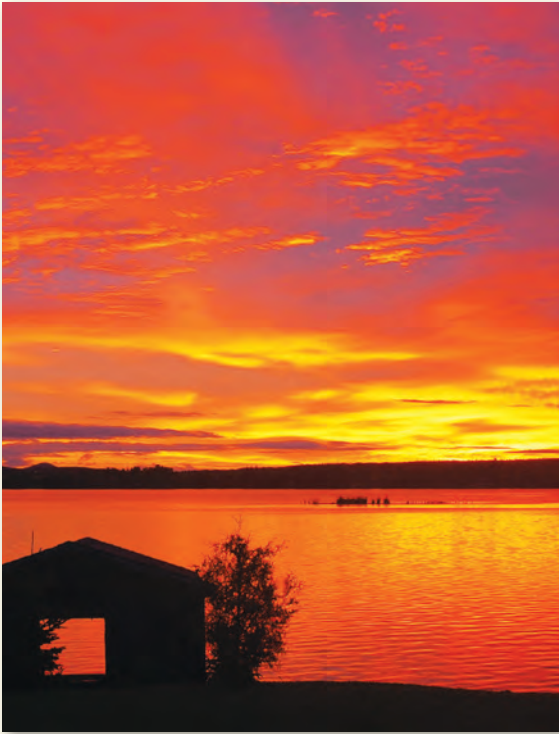
Continued from page 1

a leading role internationally in research relating to the Arctic. Denmark and Greenland's Arctic Strategy looks to new industries for development including hydropower, mining, tourism and exploration of other energy resources, as well as shipping, transport and new sea routes. The Honorable Innuteq Holm Olsen Minister Plenipotentiary for Greenland, Royal Danish Embassy, will be the keynote presenter at the luncheon.

In addition, Trade Day 2014 will include a morning panel session focused on opportunities for Maine businesses with representatives from Cianbro, Eimskip, and Harbor Technologies. The afternoon session will explore successful attraction strategies and marketing insights from cultural and tourism experts in Maine, New Brunswick, and Iceland.

Registration for Trade Day 2014 is now open at www.mitc.com

CANADA DESK



Economic Component Added to 2014 World Acadian Congress

Business leaders from Maine, New Brunswick, and Quebec will come together in August to share best practices, network, and listen to speakers on economic development in the Acadian region. Participants will discuss emerging economic opportunities in the region, address the practical aspects of trade between Canada and the US, and hear from an industry panel covering sectors of importance in this part of the world.

Businesses from Maine and Canada are invited to attend a conference on August 20, 2014. The one-day program will be held as part of the World Acadian Congress, a festival of Acadian culture, history, and economy that is held every five years.

Maine International Trade Center (MITC) is teaming up with Maine Department of Economic and Community Development, the Northern Maine Development Commission, and the Aroostook Partnership for Progress to develop this program to be held at the University of Maine at Fort Kent. Breakout discussions and one-on-one sessions will cover the basics of exporting, international education, and other topics of interest. Registration information will be available shortly.

For more information, please contact Lucy Sommo at sommo@mitc.com or 207-553-7713

The Canada Desk is sponsored by



Maine Education Mission to Kazakhstan Announced



With an ever expanding middle class, Kazakhstan is poised to become a major player in the international student demographic in the US. Join StudyMaine/MITC for an education mission to Kazakhstan in September to reach this growing market. Registration deadline is May 9th. **Learn more at www.mitc.com or contact Lucy Sommo at sommo@mitc.com or 207-553-7713.**

Marine Equipment Trade Show in Amsterdam

The Marine Equipment Trade Show (METS) is the biggest and best attended B2B leisure marine equipment show in the world. Limited exhibit space is available in the “Best of New



England” booth. MITC is coordinating participation in the trade show with Commerce RI, the National Marine Manufacturers Association, and the U.S. Commercial Service. Registration deadline is May 15th. **Details at www.mitc.com or contact Hannah Webb at webb@mitc.com or 207-553-7708.**

MITC Welcomes New Interns for Spring 2014

The Future Global Leaders program is the backbone of MITC's Trade Assistance support team. As Research Assistants, our interns gain practical experience researching international markets and assisting Maine businesses. With support from our sponsors, MITC offers paid, part-time internships. We are pleased to welcome the following new interns:



Anders Christian Beal

Anders is a graduate student at the School of Policy & International Affairs at the University of Maine studying International Trade & Commerce. Prior to being accepted to the Future Global Leaders Program at MITC, he worked at the American-Chilean Chamber of Commerce (AmCham Chile) as staff

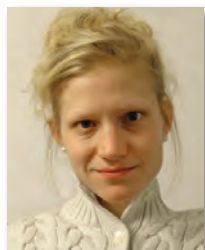
assistant to the U.S.-Chile Energy Business Council and also as a graduate intern to the Commercial Section of the United States Embassy in Santiago. As an undergraduate and graduate student, he worked for the Knowledge Transfer Alliance at the University of Maine, an initiative to assist and provide consulting services to businesses and communities throughout the state. His primary research interests relate to development in Latin America, global competitiveness of U.S. renewable energy technology and public policies for export promotion. He holds a B.A. in Spanish & Economics from the University of Maine.



Kyle Webb

Kyle is currently in the middle of his junior year at Loyola University in Maryland. He is double majoring in Global Studies and Spanish. He has just returned from a semester in Madrid, Spain where he took all his classes in Spanish at the Universidad de Alcala de Henares. After two months with MITC,

Kyle will leave for his second semester abroad in Santiago, Chile, where he will take classes in economics, history, and international politics in Spanish at the Universidad Alberto Hurtado. He hopes to become fluent in Spanish and looks forward to learning about new cultures. As a Brunswick native, he is excited to have the opportunity to work with Maine businesses and learn more about Maine's global economy.



Chelsea Leeman

Chelsea graduated from the University of Maine in 2011 with a degree in Business Management. During her junior year, she took international marketing courses in Bangalore, India. She is currently enrolled in the MBA program at the University of Southern Maine. Her interest in international

business stems from a longtime passion for traveling abroad. Chelsea's other interests include running, hiking, reading, and photography. She is looking forward to providing assistance to Maine companies as they explore the opportunities and challenges present in international markets.



Richard Whitehouse

Richard moved from Mississippi to Maine in late 2012 to serve as an AmeriCorps VISTA at the Finance Authority of Maine (FAME), where he developed an appreciation for improving economic opportunity in Maine. He continues this work at Maine International Trade Center and at the United Way of

Greater Portland. Richard completed his studies at the University of Mississippi in 2011, where he studied Chinese and International Studies. As part of his language education, Richard studied at Nanjing University, Qingdao University, and the Harbin Institute of Technology. His interests include economic development, language education, and Chinese affairs.

The Future Global Leaders program is sponsored by:



www.divbusiness.com



www.go-worldlee.com



Welcome Back, Dana

In January, Dana Eidsness returned to MITC as the Director of the Maine North Atlantic Development Office (MENADO). Announced in December, this new initiative will focus on growing trade and investment, as well as cultural and tourism relations, with our Northern European, Eastern Canadian, and Arctic neighbors. Dana's first project is coordinating the State of Maine Trade Mission to Iceland & the United Kingdom on June 8 - 14. Welcome back, Dana. As you hit the ground running, we anticipate exciting developments for Maine!

Global Education Program Reaches New Milestone with Opening of Morocco Campus

According to University of New England (UNE) President Dr. Danielle Ripich, students must have a global experience – “to experience another culture, another country firsthand” – in order to be properly educated in this century. In January 2014, UNE achieved a new milestone in the long-range strategy to provide a global education as the first group of students arrived at the university’s newly constructed campus in Morocco.

Since Dr. Ripich’s arrival in 2006, UNE has seen tremendous growth. Student enrollments have grown 70 percent, and UNE’s two campuses in Maine have expanded to include seven new buildings and three new colleges, including the dental school which opened last year. Under President Ripich’s leadership, the university has embraced a commitment to educate and prepare UNE students for a global society.



Since her arrival in 2006, President Danielle Ripich has guided UNE to unprecedented growth.

“Less than 1% of science students study abroad,” Dr. Ripich explained. “When we asked what the obstacles were, our students said the cost and the ability to still have good science while abroad. So we tried to remove those barriers by creating - first in Spain and now Morocco - a campus with state-of-the art organic chemistry, physics, and biology labs while making the experience available to our students at no additional cost.”

“We believe that the world is connected,”
Dr. James Koelbl, Provost and Senior Vice

President, said. “As students go forth from UNE into whatever field or endeavor they choose, they’re going to encounter more of a global economy and deal with a diverse group of people, whether colleagues at work or patients in their medical practice or students that they teach. We believe very strongly that these global experiences are extremely important.”

Dr. Koelbl, who joined UNE in 2011 to found the dental school, assumed the role of Provost in 2013.

“This step of building the campus in Morocco will remove some of the challenges that students face in studying abroad and still complete their degree requirements here,” Dr. Koelbl added. “We feel that having our own facility there will allow us to carry the quality of UNE programs to Tangier.”



Founded in 1831, the University of New England (UNE) has internationally recognized scholars in the sciences, health, medicine and humanities. As the largest educator of health care professionals for the state with Maine’s only medical school and northern New England’s only dental school, UNE has taken the lead in advancing an inter-professional model for health education. For the 2012-2013 academic year, total student enrollment at UNE was 9,681, including all degree and non-degree seeking, full-time and part-time, and online students. UNE’s two Maine campuses are located in Biddeford and Portland. UNE was the 26th largest employer in Maine and the 7th largest employer in York County, employing a total of 1,059 people last year. Formerly a long-time MITC Member, UNE rejoined in January 2014.



The most recent milestone in UNE’s global education strategy was the construction of the new campus in Tangier, Morocco, which welcomed its inaugural group of students in January 2014. (Photo courtesy of University of New England)

WHAT'S AHEAD



May 15 • 8:30 AM – 3:30 PM
Cross Insurance Center • Bangor, ME

WHAT'S INSIDE

The New North – Trade Day 2014
Canada Desk: 2014 World Acadian Congress
Maine Education Mission Announced
Best of New England Booth at METS
FEATURED MEMBER: University of New England
Winter Fancy Food Show Wrap Up
New Faces at MITC

The Southern
Maine Program
Series is
sponsored by



The Greater
Bangor Region
Program Series
is sponsored by:



The Central
Maine Program
Series is
sponsored by



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

