

Building Maine's Global Connections



What Trade Means for Maine

Maine companies exported over **\$3 billion** in goods and services to 165 markets last year.

84% of Maine exporters are small- and medium-sized businesses.

International trade supports **1 in 5** (170,300) Maine jobs.

Among international employers, companies from the Netherlands, Canada, and the United Kingdom support the largest number of Maine jobs.

Foreign-owned companies are important customers for local goods and services and employ **37,300** Maine workers.

Sources: US Census Bureau, "How Maine's Economy Benefits from International Trade & Investment" from Business Roundtable, and "Investing in America" from Global Business Alliance

Our Role

Maine International Trade Center (MITC) is Maine's leading source for international business assistance. MITC offers customized consulting, research, and an extensive network of connections across Maine and around the world to help businesses expand global markets for their products and services.

A public-private partnership, MITC activities are supported by nearly 300 businesses and organizations, corporate sponsors, and the Maine Department of Economic & Community Development (DECD). MITC members include manufacturers, service providers, and educational institutions located in all 16 Maine counties. While our members support the organization through annual membership dues, MITC provides assistance to any Maine business whether members or non-members. We work with both exporters and importers.

Key Partners



President's Letter

Dear MITC Members, Partners, Clients, and Friends:

In 1996, MITC was formed with a mission to “enhance the competitive advantage of state businesses desiring to compete in the international market.” While the world has changed dramatically and how we do the work continues to evolve, our core mission remains the same.

During 2024, MITC intentionally worked to strengthen collaborations with long-standing partner organizations to better benefit the state, Maine’s international business community, and individual companies. For example, our team began holding quarterly joint strategy meetings with Maine Manufacturing Extension Partnership, Maine Technology Institute, and The Roux Institute.

As a statewide organization, our renewed focus on rural engagement for economic development to connect more companies outside of the Greater Portland area with new opportunities for growth continued through the Maine DTEP funding program (see page 3), the theme for Trade Day 2024 where we honored award winners in Pembroke and Trenton (see page 5), and our new Sector Spotlights event series (see page 7).

While we continued our work with several key growth sectors such as composites (see page 6) and offshore wind (see page 4), the outdoor recreation sector saw increased engagement with MITC and interest in international opportunities during 2024. Our team provided one-on-one assistance and research regarding Scandinavian and Asian markets for Maine outdoor brands and presented at the Maine Outdoor Economy Summit to share our experiences supporting Maine outdoor recreation companies to reach global customers.

During 2024, two new MITC staff – Parker Dinsmore and Olivia Dooley – joined our small-but-mighty team of nine. We invested in staff professional development including State International Development Organizations (SIDO) Level Two training, focused on best practices in international trade, and Certified Global Business Professional (CGBP) training. In addition, we welcomed three new members to the MITC Board of Directors: James J. Beaupré, Ph.D., University of Maine; Doug Sisko, Adapt USA; and Jonathan Wilcox, Montalvo Corporation.

At the end of the day, our impact depends on the success of Maine companies doing business in markets around the globe, which in turn supports jobs in Maine and strengthens the state’s economy. Thank you for your support of MITC, our community, and our mission.

All the best for 2025,



Wade Merritt
Maine International Trade Center President
and State Director of International Trade



Supporting Maine Businesses

One-on-One Assistance

Our team is dedicated to helping Maine companies succeed in global markets. MITC's trade specialists meet businesses wherever they are in their international business development phase to provide customized information, guidance, and referrals.

During a typical month in 2024, MITC received an average of 16 requests for one-on-one assistance. MITC Trade Specialists responded to a total of 193 requests for assistance from Maine companies and organizations with 42% of requests from MITC members.

Last year overall, MITC provided one-on-one assistance to 312 Maine companies in all 16 counties through in-person or virtual meetings, phone calls, emails, and research to respond to requests received for assistance.

312
Maine organizations
in 16 counties assisted in 2024

"We could not have done it without all the support from your organization. Having this resource so close to home was one of the keys to finalizing the technical and legal details of an exclusive partnership with a Japanese distributor. Thank you again for sharing resources, knowledge, and contacts in such an accessible way. You provide an amazing service to small businesses like us!"

Nichole Heady, Sales & Marketing Manager, Flowfold (Gorham, ME)

Trade Assistance Requests

Top Countries

Australia, Canada, China, France, Italy, Japan, Mexico, Sweden, and the United Kingdom

Frequent Topics

Business Development Grants
Contact & Referral Requests
Export Documentation & Certifications
Logistics & Shipping
Tax & Tariff Rates
Trade Statistics

Funding for Small Business Growth

The State Trade Expansion Program (STEP) grant initiative of the U.S. Small Business Administration provides funding to increase the number of businesses that export. Administered by MITC, the objective of the STEP Financial Assistance Award is to encourage Maine companies to seek new international sales through financial support for costs associated with export growth activities.

In September, MITC received an additional \$275,000 in federal money from the U.S. Small Business Administration to continue funding under this program for two more years.



Funding for Small Business Growth (cont.)

During 2024, a total of 41 Maine small businesses in 10 counties were approved for projects to grow export sales in international markets with [STEP Financial Assistance Awards](#). With a total of \$2 million in actual sales and \$5.4 million in projected sales for the next 12-18 months, these projects generated a 25:1 actual ROI and 66:1 projected ROI for funds awarded last year.

\$5.4 million
in projected sales
for the next
12-18 months

“MITC’s continued support has been a huge benefit to our internal business growth targets. Our brand is rising in European markets thanks to MITC assistance.”

*Jonathan Wilcox, Marketing Manager,
Montalvo Corporation (Gorham, ME)*

“NaviTour has experienced transformative growth thanks to the support from the Maine International Trade Center’s STEP Financial Assistance Award. The program not only expanded our reach into international markets but also strengthened our ability to showcase the unique allure of Maine and New England, making it an indispensable part of our marketing strategy.”

Shay Bellas, CEO, NaviTour (South Portland, ME)

Funded by the Maine Jobs & Recovery Plan (MJRP) through a contract with the Maine Department of Economic & Community Development (DECD), MITC administers the [Maine Domestic Trade Expansion Program](#) (DTEP), providing financial support to help companies diversify and grow markets within the United States.



Other organizations awarding similar grants included Eastern Maine Development Corporation, Greater Portland Council of Governments, Maine Made, and Maine Technology Institute. The mid-term report of the statewide initiative highlighted that the funding resulted in increased sales, national exposure in television/social/print media, and new wholesale agreements.

Focusing on the aerospace & defense, food & beverage, and renewable energy industries, MITC awarded funds to 67 Maine small businesses in 14 counties for projects to grow domestic sales through market expansion projects. At least 10 of these companies indicated interest in expanding internationally.

“As a small business, Gneiss Spice has always operated with a frugal mindset, carefully managing expenses to ensure sustainability. Without the support from the State of Maine, we likely wouldn’t have committed to a \$6,000 budget for performance ads. This opportunity allowed us to test the effectiveness of targeted ads, achieving a return on ad spend (ROAS) of over 4x...Additionally, we highly value working with Maine-based service providers and appreciate the expertise of the agency that conducted our audits. While their services have proven beneficial, they represent a significant investment that we would not have made without the support of MITC. Moving forward, we hope to find a sustainable balance that enables us to continue collaborating with these local experts while ensuring the ads provide sufficient returns to justify their costs.”

Bethany Weisberger, Owner, Gneiss Spice (Bethel, ME)

Global Offshore Wind Industry

Maine was well represented at the **International Partnering Forum** hosted by Oceanic Network in April with a delegation led by Governor Janet Mills to make valuable connections with the global offshore wind industry, including the UK, Denmark, and Norway. The Maine delegation included representatives from MITC, Maine Governor's Energy Office, Maine Department of Marine Resources, Maine Port Authority, DeepWater Buoyancy, Inc., Kelson Marine Co., Main(e) International Consulting Group, Preti Flaherty, and University of Maine. As Maine works toward research and commercial leases in the Gulf of Maine, MITC is readying the local supply chain and finding opportunities for Maine businesses to partner both nationally and globally.



In September, MITC participated in the second annual **AFloat - American Floating Offshore Wind Technical Summit** in Portland. The event brought together national and international developers, policy makers, and stakeholders for the floating offshore wind industry. With assistance from our contractor Xodus Group, MITC hosted a Maine-Norway Roundtable and introduced several Maine businesses to Norwegian partners and policy makers in the offshore wind industry who were attending the conference.

In October, Governor Janet Mills led the **State of Maine Mission to Norway and Denmark** to promote and position Maine as a world leader in the responsible development and deployment of offshore wind. The mission was organized by MITC with support from the Maine Governor's Energy Office (GEO), the Maine Governor's Office of Policy Innovation and the Future (GOPIF), the Maine Department of Economic and Community Development (DECD), the Maine Department of Transportation, and Maine Port Authority. The group engaged in three industry roundtable sessions with Norwegian and Danish private sector companies of all sizes. The mission itinerary included engagement with parliamentary and municipal government officials, policymakers, and researchers, as well as firsthand visits to wind turbine sites.



Events & Trade Shows

MITC hosted our signature annual event – **Trade Day 2024** – on May 16 and 17 in Bangor. The theme was “Evolution: The Future of Maine’s Heritage Industries.” With 170 attendees over the two days, the event included a keynote presentation by Luke Holden from Luke’s Lobster, and a panel discussion featuring David F. Erb, Jr. of Edward H. Best & Co; Claire Hawkins of Maine Department of Agriculture, Conservation & Forestry; Audrey Hodgdon of Hodgdon Yachts; and Melissa LaCasse of Tanbark Molded Fiber Products. The event concluded with an awards ceremony to honor this year’s winners.



2024 Award Winners

Exporter of the Year
Tempshield (Trenton, ME)

Foreign Direct Investor of the Year
Medix Biochemica (Espoo, Finland) /
ViroStat (Westbrook, ME)

Innovator of the Year
Gulf of Maine, Inc. (Pembroke, ME)

Service Provider of the Year
Bangor International Airport (Bangor, ME)

President’s Award
Sal Savatteri, Jr., Esq. (Savatteri Law Firm, P.C., Portland, ME)

Future Global Leader Award
Sophia Di Risi (The Roux Institute at
Northeastern University, Portland, ME)





MITC coordinated the State of Maine exhibit at **JEC World**, the largest international composites show with attendees from over 100 countries, in April 2024 in Paris. Located in the US Pavilion, the Maine booth hosted a delegation from the University of Maine’s Advanced Structures and Composites Center, Compotech, Inc., and Maine Department of Economic and Community Development. US Ambassador to France Denise Campbell Bauer inaugurated the US Pavilion in a ribbon-cutting ceremony and stopped by the State of Maine booth to meet our delegation. During the three-day show, MITC staff held 13 B2B meetings with pre-qualified foreign companies interested in Maine. The Maine delegation also met with representatives from Norwegian Circular Materials Technology (NCMT) to continue discussions on potential collaboration.



In 2024, Maine was well represented at the 11th annual **Arctic Circle Assembly** in Reykjavik, Iceland with a delegation of 29 participants and a closing “Maine Night Reception” sponsored by Eimskip, University of New England, Hancock Lumber, Gulf of Maine Research Institute, Maine Port Authority, Allen Insurance and Financial, and MITC. Maine North Atlantic Development Office Director Dan Berger proposed, organized, and moderated two panel sessions as part of the new Business Forums added to the conference this year: “Greenland’s Trade Horizons” and “Ocean Data & AI.” Panelists from several Maine companies and organizations were front and center at this international event including Hancock Lumber, Gulf of Maine Ventures, Allen Insurance and Financial, New England Ocean Cluster, Bowdoin College Schiller Coastal Studies Center, University of New England, University of Southern Maine, and University of Maine School of Law.

In 2024, MITC launched a new **Sector Spotlights** event series to feature industry leaders and provide partnership opportunities through in-person connections at locations across the state. The sectors selected were Aerospace & Defense, Education, Forest Products, Life Sciences, and Renewables. Throughout the year, MITC hosted or co-sponsored a total of five Lunch & Learn members-only events (Augusta, Arundel, Bangor, Brunswick, and Ellsworth) and five Networking Events (Bath, Ellsworth, Farmington, Orono, and Skowhegan) which drew a total of nearly 300 attendees from 14 Maine counties.

Sector Spotlights



“At MITC’s March networking event, I met a slew of professionals from diverse backgrounds and came away with solid opportunities for continuing conversations that eventually resulted in formal business relationships. It was an easy decision to sponsor the Aerospace & Defense event - key market sectors for Deer Brook in support of new cybersecurity regulations. The MITC team was genuinely interested in making these introductions and connections possible.”

Brendan Travis, VP of Development, Deer Brook (New Gloucester ME)



Internship Program

MITC's **Future Global Leaders (FGL) internship program** is open to college students and recent college graduates. We offer international market research internships, which provide practical experience for interns and assist Maine businesses.

These paid, part-time internships are located in our Portland office. In addition to providing international trade research support, students contribute to ongoing MITC initiatives to highlight members, strategize member outreach, and strengthen the FGL alumni network.

MITC has been very fortunate over the years to welcome over 200 amazing interns. Around 30% of our former interns are still in Maine, and about 10% are working internationally around the globe (e.g., Belgium, China, Germany, Mexico, Turkey, and United Kingdom). In 2024, our FGLs had the opportunity to network with former MITC interns, from economic data analysts and litigators to seafood sales specialists and renewable energy professionals.



Last year, a total of 27 applications for internship spots were received from students representing 15 colleges and universities. A total of 7 interns were hosted during 2024 representing American University, Bates College, Bowdoin College, University of Maine School of Policy and International Affairs (SPIA), and University of Southern Maine.

“My time at MITC was a profound journey of professional learning and personal growth. As an international student in Maine, MITC provided me with an unparalleled platform for delving into the practical world of international trade. Engaging in market research, staff meetings, site visits, and so on, my experience at MITC has broadened my perspective and deepened my appreciation for the impact of local businesses on the international stage. Throughout my internship, I also had the privilege of getting to know an amazing group of MITC staff and peers. Learning from their professional paths and stories enriched my experience at MITC, and I really enjoyed every one of my conversations with them.”

Kasei Oma, former MITC Research Assistant 2024, Bowdoin College

2024 MITC Sponsors & Supporters

President's Circle \$10,000 and up



Director's Circle \$5,000 and up



CITY OF BANGOR



Sustaining Circle \$1,500 and up

Acadia Benefits
Bangor International Airport
Bangor Savings Bank
Camden National Bank
Deer Brook
Eaton Peabody
Finance Authority of Maine
FirstPark
GAC Chemical Corporation
Geiger
IDEXX Laboratories

L.L. Bean, Inc.
Lanco Integrated
Maine Port Authority
Nomad Pictures - Film & Video
Nornman, Hanson & DeTroy, LLC
Preti Flaherty
Puritan Medical Products Company, LLC
Sabre
Sprague Energy Corporation
Stone & Associates
University of Maine

2024 MITC Members & Partners

MITC members include exporters and importers, manufacturers and service providers, educational institutions, industry associations, and economic development partners. Our members are located in all 16 Maine counties, and 75% have fewer than 25 employees.

A.N. Deringer, Inc.
Acadia Benefits, Inc.
Adapt USA
Advanced Instruments
Allagash Brewing Company
Allen Insurance and Financial
Alternative Manufacturing, Inc.
American Rheinmetall Systems, LLC
Androscoggin Valley Council of Governments
Auburn Manufacturing, Inc.
Baker Company, Inc.
Baker Newman Noyes
Bangor International Airport
Bangor Region Chamber of Commerce
Bangor Savings Bank
Bank of America Merrill Lynch
Bean Maine Lobster Inc.
Beechwood Film, LLC
Belle Cove, LLC
Bernstein Shur
BerryDunn
Bigelow Laboratory for Ocean Sciences
Bioscience Association of Maine
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Blaze Partners
Blue Barn, LLC dba BLUET
Blue Lobster Consulting LLC
Brant & Cochran
Bristol Seafood Holdings, Incorporated
Brooks Trap Mill, Inc.
BTX Global Logistics
Camden National Bank
Camoin Associates
Canadian Consulate General
Caron Engineering
Casco Bay Molding, Ltd.
Cascon Inc.
Central Maine Growth Council
Central Maine Power Company
CGIS Solutions
CH Powell
City of Auburn
City of Bangor
City of Portland
Civil Arms Inc.
Coastal Enterprises, Inc. (CEI)
Combined Management, Inc.
Compotech, Inc.
Cote Crane & Rigging
Cozy Harbor Seafood, Inc.
Custom Composite Technologies, Inc.
Dalegip America
DeepWater Buoyancy, Inc.
Deer Brook Consulting
Dental Lace, Inc.
Dirigo Strategies
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Down East Innovation, LLC
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E2Tech - Environmental & Energy Technology Council of
Maine
Eastern Maine Development Corporation
Eaton Peabody
Eclipse Media Group
Edward H. Best & Co.
Eimskip USA
ElleVet Sciences
Elmet Technologies
EnviroLogix Inc.
Evolutions in Business
Exhibit Source of Maine, Inc./Nimlok Maine
eXp Realty Maine
Finance Authority of Maine (FAME)
Finsulate USA
First Impact New York
Fjord Defence
Flowfold
Four Directions Development Corporation
Fox Forestry
Foxcroft Academy
Front Street Shipyard
Fryeburg Academy
GAC Chemical Corporation
Gazelle Capital
Geiger
Global Secure Shipping
Global Tides Consulting, LLC

2024 MITC Members & Partners

GLOBEco Maine, LLC
Gneiss Spice
Gould Academy
Graffam & Associates
Grandy Organics
Greater Portland Council of Governments
Green Building Initiative
Greenhead Lobster
Grover Precision
Gulf of Maine, Inc.
Gulf of Maine Research Institute
Hancock Lumber Company
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Hebron Academy
Hehn Law
HiViz Swimwear
Home Grown Fuels
Howell Laboratories, Inc.
Hoyle, Tanner & Associates, Inc.
Huga Heat
Husson University
IDEXX Laboratories, Inc.
IIS Financial Services
ImmuCell Corporation
Interpres, LLC
Island Institute
Jackson Laboratory
Jasper Wyman & Son / Wyman's of Maine
JobsInME
John Bapst Memorial High School
JP Morgan Chase Bank
Jynx Productions, LLC
Katahdin Forest Products Co., Inc.
Kelson Marine Co.
Kennebec Regional Development Authority - First Park
Kennebec River Biosciences Inc.
Kennebec Valley Council of Governments (KVCOG)
Kents Hill School
Kestrel Corporation
KeyBank
Kinotek, Inc
KMA Human Resources Consulting, LLC
Lanco Integrated
Laurenz Schmidt
Lee International
Lewiston Auburn Metropolitan Chamber of Commerce
Lincoln Academy
Live + Work in Maine
LogiWorld, LLC
Luke's Lobster
Lynch Logistics
M&T Bank
Main(e) International Consulting, LLC
Maine & Company
Maine Center for Entrepreneurs
Maine Composites Alliance
Maine Department of Agriculture, Conservation & Forestry
Maine Department of Economic & Community Development (DECD)
Maine Department of Labor
Maine Department of Marine Resources
Maine Department of Transportation
Maine Development Foundation
Maine Forest Products Council
Maine Language Connect
Maine Lobster Marketing Collaborative
Maine Manufacturing Extension Partnership (MEP)
Maine Marine Composites
Maine Marine Trades Association
Maine Maritime Academy
Maine Maritime Museum
Maine Molecular Quality Controls, Inc.
Maine Office of Tourism
Maine Port Authority
Maine PTAC/APEX
Maine Small Business Development Centers (Maine SBDC)
Maine State Chamber of Commerce
Maine Technology Institute (MTI)
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Mohawk Global
Mologic
Montalvo Corporation
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Mt. Blue Campus
NaviTour
NaviTrade Structured Finance, LLC
NCS Accountants and Advisors

2024 MITC Members & Partners

Nomad Pictures - Film & Video
Norman, Hanson & DeTroy, LLC
North American Kelp
North Atlantic Cargo Line LLC
Northern Maine Development Commission
Ocean Renewable Power Company (ORPC)
Ocean Rescue Systems International
Ocean's Balance
OCEANAIR, Inc.
OEO Energy Solutions
Old Port Advisors
One Source Risk Management & Funding
Orion Technology Group, LLC
Orono Spectral Solutions, Inc.
Our Katahdin
Owl's Head Solutions, Inc.
P3RD.EARTH
PAF Transportation
Panda Rocket Punch, LLC
Penobscot Bay Regional Chamber of Commerce
Piscataquis County Economic Development Council
Planson International
Pole Star Maritime, LLC
Portland Regional Chamber of Commerce
Preti Flaherty
PTE Precision Machining
Puritan Medical Products Company
Rapid Assault Tools
Ready Seafood
Relax Infinity
River Birch Advisory, LLC
Rock Row
Rubb Building Systems
Saint Joseph's College
Salmonics, LLC
Sanford Regional Economic Growth Council
Saunders Electronics
Savatteri Law Firm PC
Scientific Solutions, Inc.
Scythe Supply
Sheila Adams
Shively Labs
Shucks Maine Lobster LLC
Southern Maine Community College
Southworth International Group, Inc.
Sprague Energy Corp.

Steamboat Road Consulting
SteriZign Precision Technologies, LLC
Stone & Associates
Stonewall Kitchen
Strainrite Companies/Lapoint Industries
Sunrise County Economic Council
Susan DeGozzaldi
Talus Corporation
Tanbark Molded Fiber Products
Tangram 3DS
TD Bank
Tekto Knives
Tempshield, Inc.
Tex Tech Industries
The Devil's Half Acre Distillery
The Dunham Group
The Landing School
The Roux Institute at Northeastern University
Thomas College
Thornton Academy
Town of Rumford
Tulpamancer
U.S. Commercial Service
U.S. Small Business Administration (SBA)
U.S. Small Business Administration Maine District Office
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University of Maine System
University of New England
University of Southern Maine
US Felt
Versa Gripops
Victoria Flynn Consulting
ViroStat, Inc.
Volk Paxit
Volo Fin USA
Washington Academy
Washington Federal Strategies
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Woodex Bearing Company, Inc. (MECO Seal)
World Affairs Council of Maine
Xuron Corp.
Yale Cordage, Inc.
Yokogawa Fluid Imaging Technologies, Inc.

For the most current list of MITC Members,
please visit the online **Member Directory** at mitc.com

2024 MITC Team

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Cheryl Rau
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