

# Growing Maine's Global Footprint

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One-on-one consulting and research  
Trade education  
Overseas trade shows and missions  
International business and student attraction



# What Trade Means for Maine

In 2018, Maine exports were up 6% over the previous year.

2,087

Maine companies exported  
\$2.8 billion  
in goods and services to

169  
countries



Trade supports **157,300 Maine jobs** (nearly 1 in 5)

Trade-related jobs grew **10 times faster** than total employment  
in Maine during the same time period.

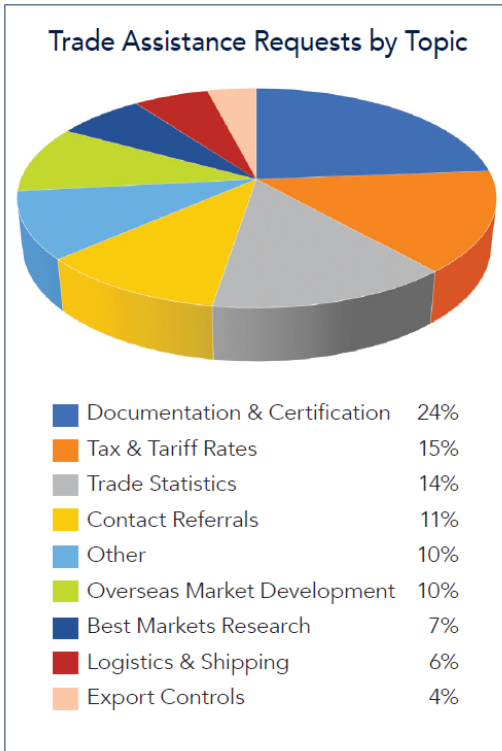
# MITC Members



Located in **92** communities  
in all 16 Maine counties

Representing  
**24** industry sectors

# Trade Assistance



- One-on-one consulting and research services
- Expertise and valuable contacts in Asia, Canada, Europe, and the High North/North Atlantic
- Team with a combined total of 96 years of international trade experience

# Trade Education



**Global U**  practical skills training  
logistics | finance | legal | marketing



# Trade Shows



In 2018, MITC coordinated group participation for Maine companies in 10 trade shows including:

JEC World International Composites Event (Paris, France)

Seafood Expo Global (Brussels, Belgium)

OutDoor Europe (Friedrichshafen, Germany)

China Fisheries and Seafood Expo (Qingdao, China)

DEFSEC Atlantic (Halifax, Nova Scotia)

MEDICA (Düsseldorf, Germany)



**52**  
participating  
organizations

**\$45 million**  
in projected  
sales

**792**  
serious leads  
and distributor  
agreements

# U.S. Department of Defense Diversification Project



**DEFENSE INDUSTRY**  
**MAINE**

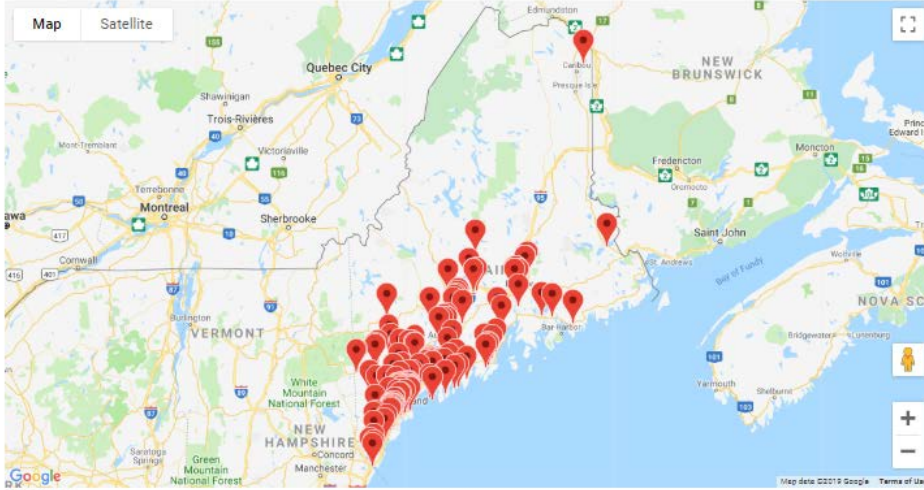
Up to \$14,000 per year for eligible  
Maine defense businesses for:

- Market Research
- Compliance and Certification
- Trainings and Industry Events

## Company Map

Filter By Industry Sector:

All



A

Advanced Infrastructure Technologies  
Amersco, Inc.  
Ammo and Bullet Manufacturing, Inc.  
Auburn Manufacturing, Inc.

Aizoon Usa, Inc.  
American Rheinmetall Systems  
Archer Machine  
Automation Integrators, Inc.

Albion Manufacturing Company  
American Steel & Aluminum Corp.  
Arundel Machine Tool

B

B&B Precise Products, Inc.

Bath Iron Works

Boothbay Harbor Shipyard, LLC

- Sector map with 153 identified companies
- Grant information
- International defense resources

[www.defenseindustrymaine.com](http://www.defenseindustrymaine.com)



# STEP Financial Assistance Award



U.S. Small Business  
Administration

Funded in part  
through a grant with the  
U.S. Small Business Administration

Up to \$15,000 per year for eligible Maine businesses for:

- International Business Development
- Export Skills Development
- Export Marketing Assistance

**STEP ROI**  
**72:1** with  
**\$12.8 million**  
in reported  
actual sales



Maine International Trade Center  
2 Portland Fish Pier, Suite 204  
Portland, ME 04101

[www.mitc.com](http://www.mitc.com)

207-541-7400