



# International Trade as a Component of the State's Economic Strategy

State International Development Organizations  
(SIDO)

# Enhancing State and Local EDD Engagement to Support COVID-19 Recovery and Resiliency



# Today's Presenters

**Bob Isaacson**, *Senior Vice President*  
Center for Regional Economic Competitiveness

**Heather Johnson**, *Commissioner*  
Maine Department of Economic Community Development  
State Economic Development Executives

**Barrett Haga**, *Senior Engagement Administrator*  
Economic Development Administration

**Wade Merritt**, *President and Director of International Trade*  
Maine International Trade Center

**Gabrielle Gerbaud**, *Executive Director and Chief Protocol Officer*  
State of Minnesota Trade Office

**Nicole Griensewic**, *Executive Director*  
Region Nine Development Commission, State of Minnesota



# Economic Development Role for Trade

**Wade Merritt**

MITC President and State Director of International Trade, Maine DECD

January 2022



Maine International  
Trade Center



# Maine's Strategic Goals

- Equitably grow the real average annual wage
- Drive the real dollar value-added contribution per job
- Attract 75,000 people to Maine's workforce

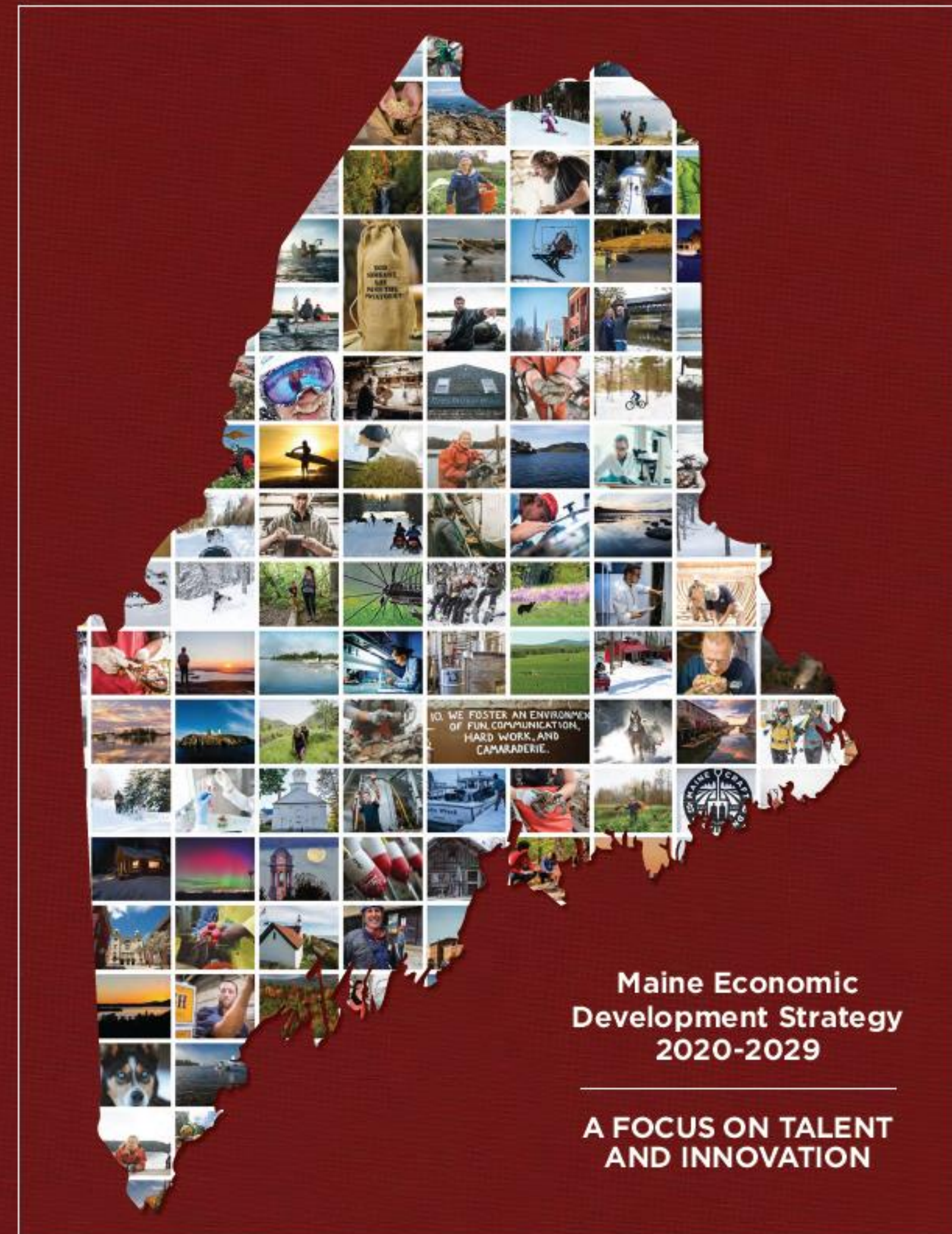




# Maine's Strategic Goals

## Statewide Economic Plan

1. Grow local talent
2. Attract new talent
3. Promote innovation
4. Build connections
5. Provide supporting infrastructure
6. Maintain stable and predictable business rules
7. Promote hubs of excellence





# MITC's Unique Purpose

## Mission Statement

“The mission of the Maine International Trade Center is to expand the state’s economy through increased international trade in goods and services, and related activities.”





# Industry Sector Focus

- Relative international strength of cluster
- Staff experience
- State economic development goals

Food and Beverage  
Life Sciences  
Education  
Defense  
Composites  
Forest and Blue Economies  
Renewables





# Working with EDDs

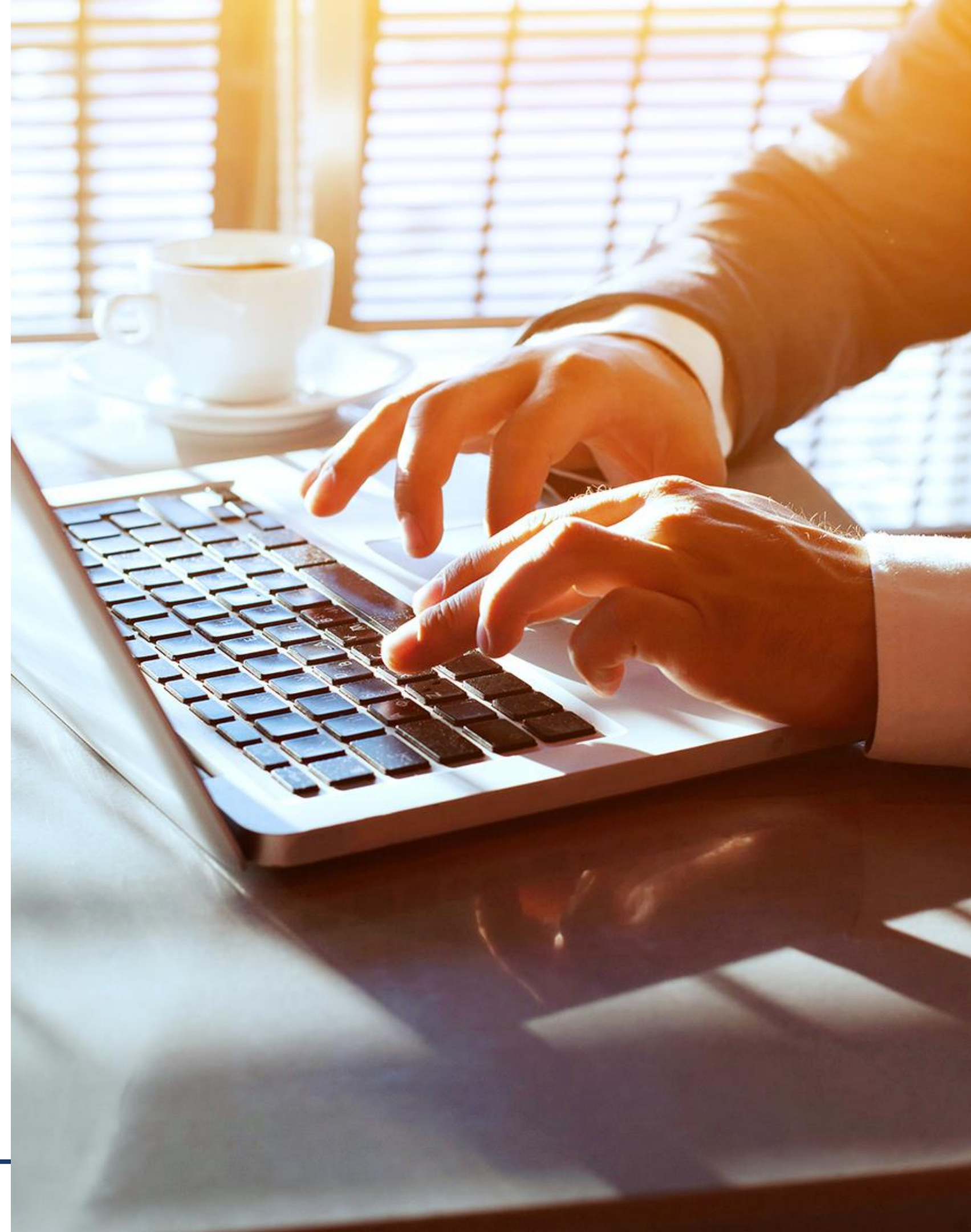
- Identify regional and shared priorities
- Connect with local communities for investment attraction and trade development
- What could we do better?





# Emerging Themes

- Blurring of international-domestic lines
- Supply chain management
- E-commerce best practices





# Thank You



## **Wade Merritt**

MITC President and State Director of International Trade

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# R9

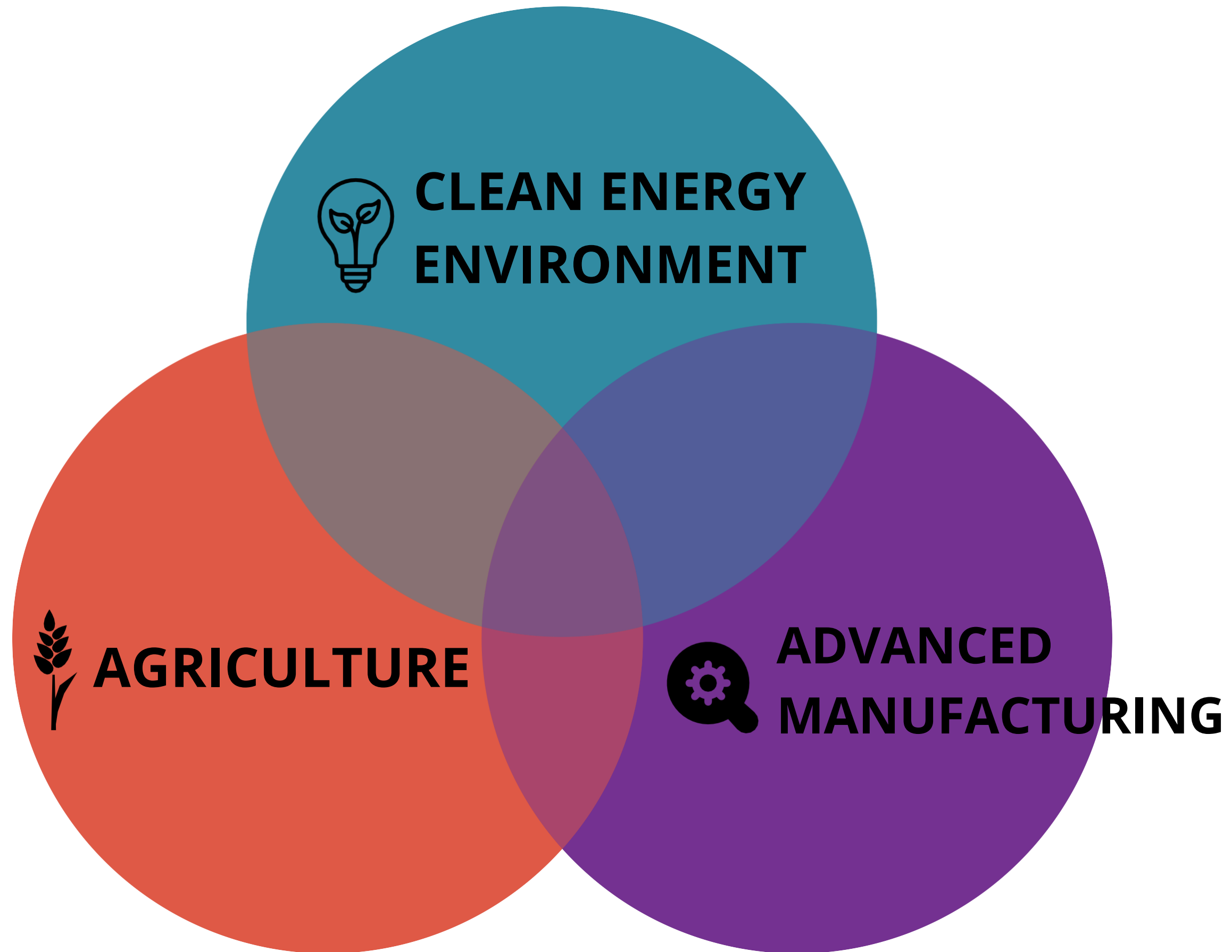
## REGION NINE

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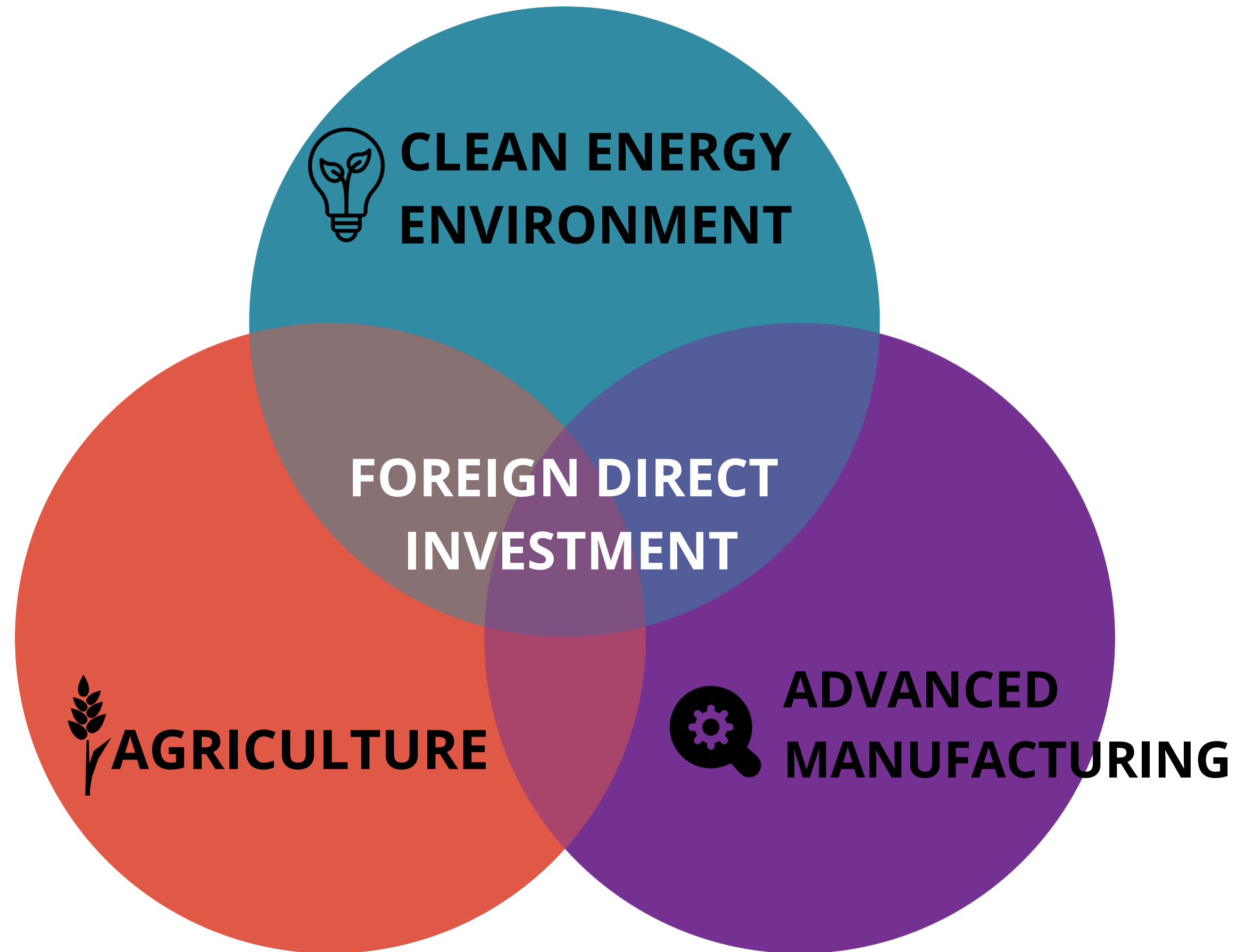


## DEVELOPMENT COMMISSION



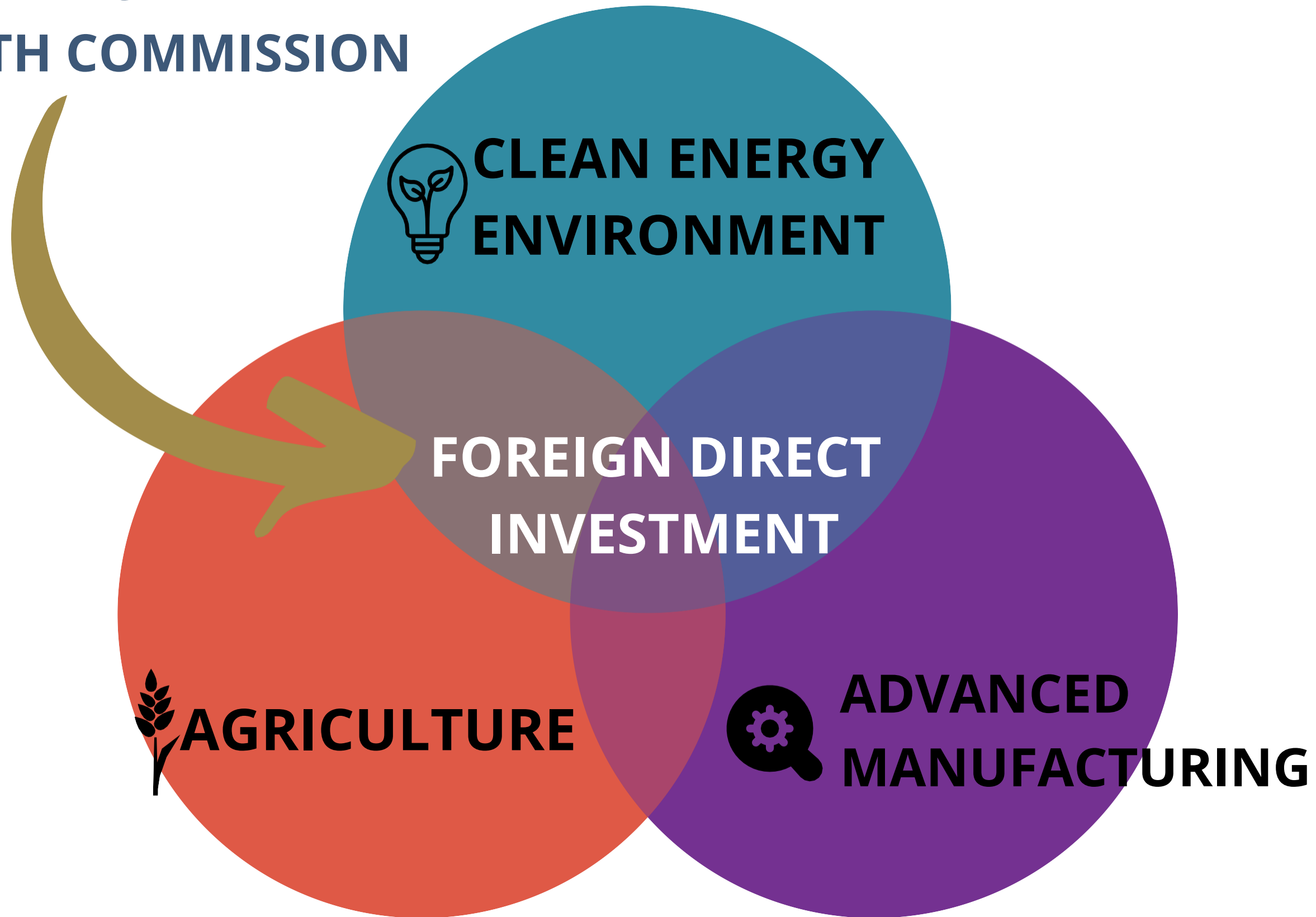








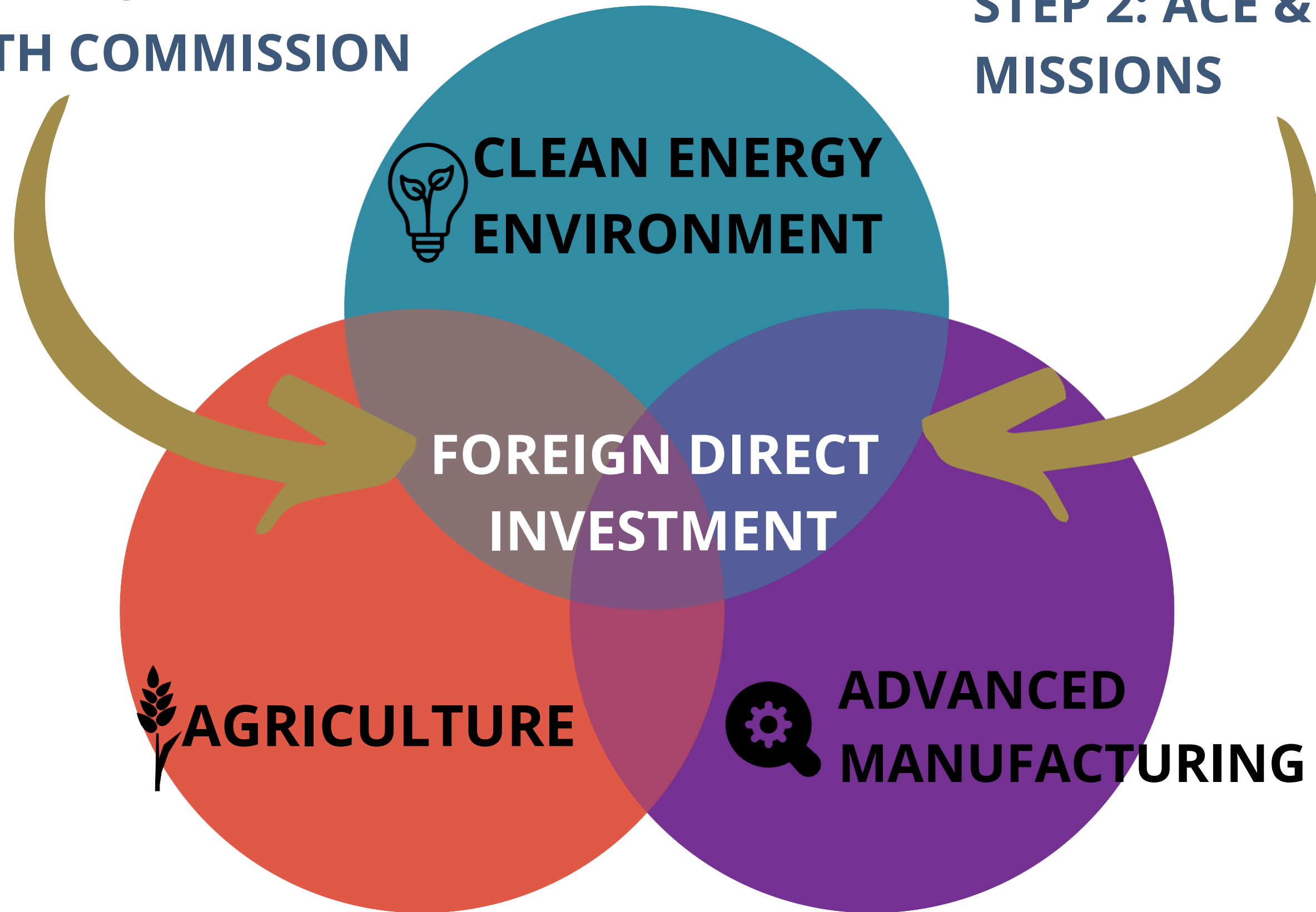
## STEP 1: CONNECT TRADE OFFICE WITH COMMISSION





**STEP 1: CONNECT TRADE  
OFFICE WITH COMMISSION**

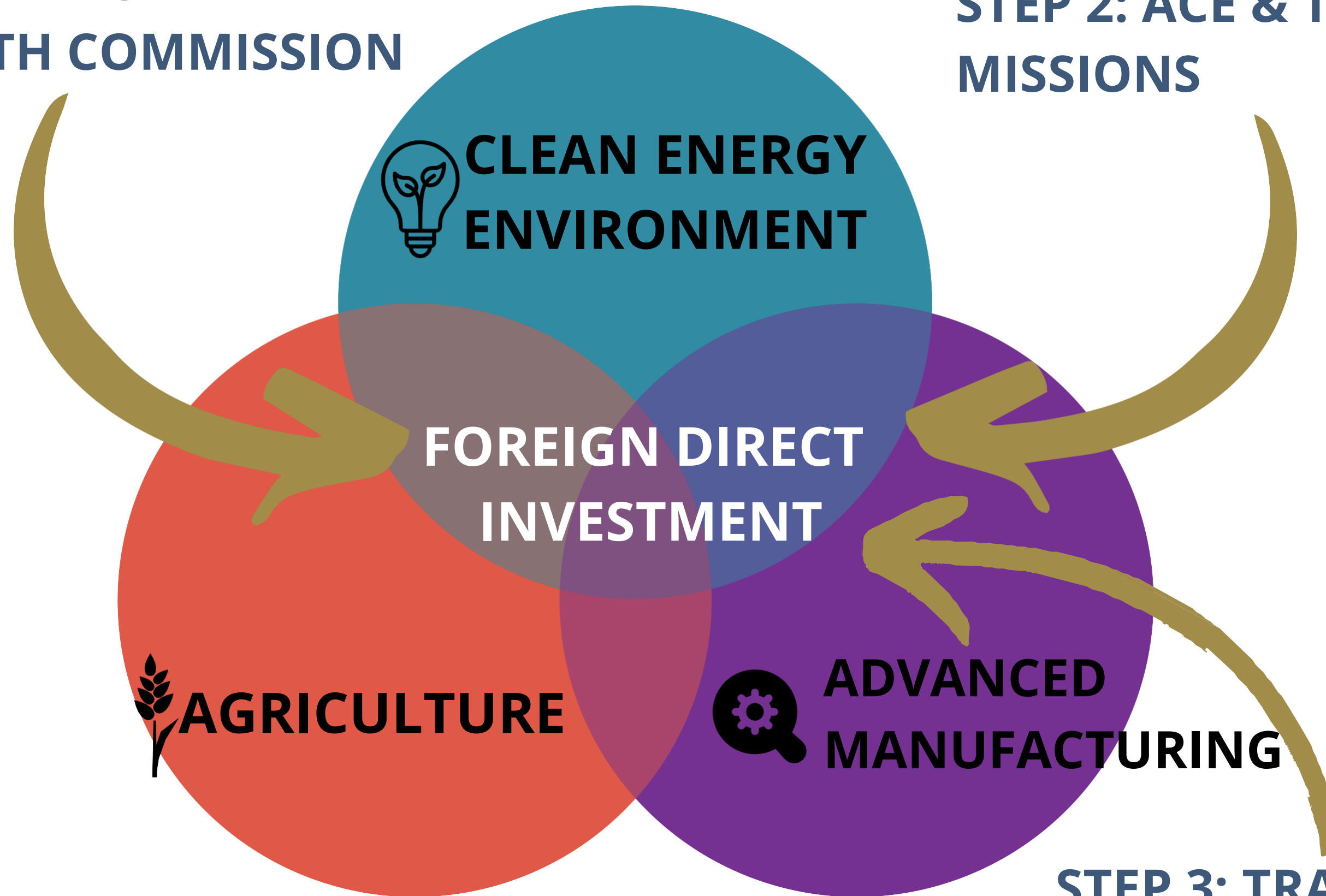
**STEP 2: ACE & TRADE  
MISSIONS**





**STEP 1: CONNECT TRADE  
OFFICE WITH COMMISSION**

**STEP 2: ACE & TRADE  
MISSIONS**

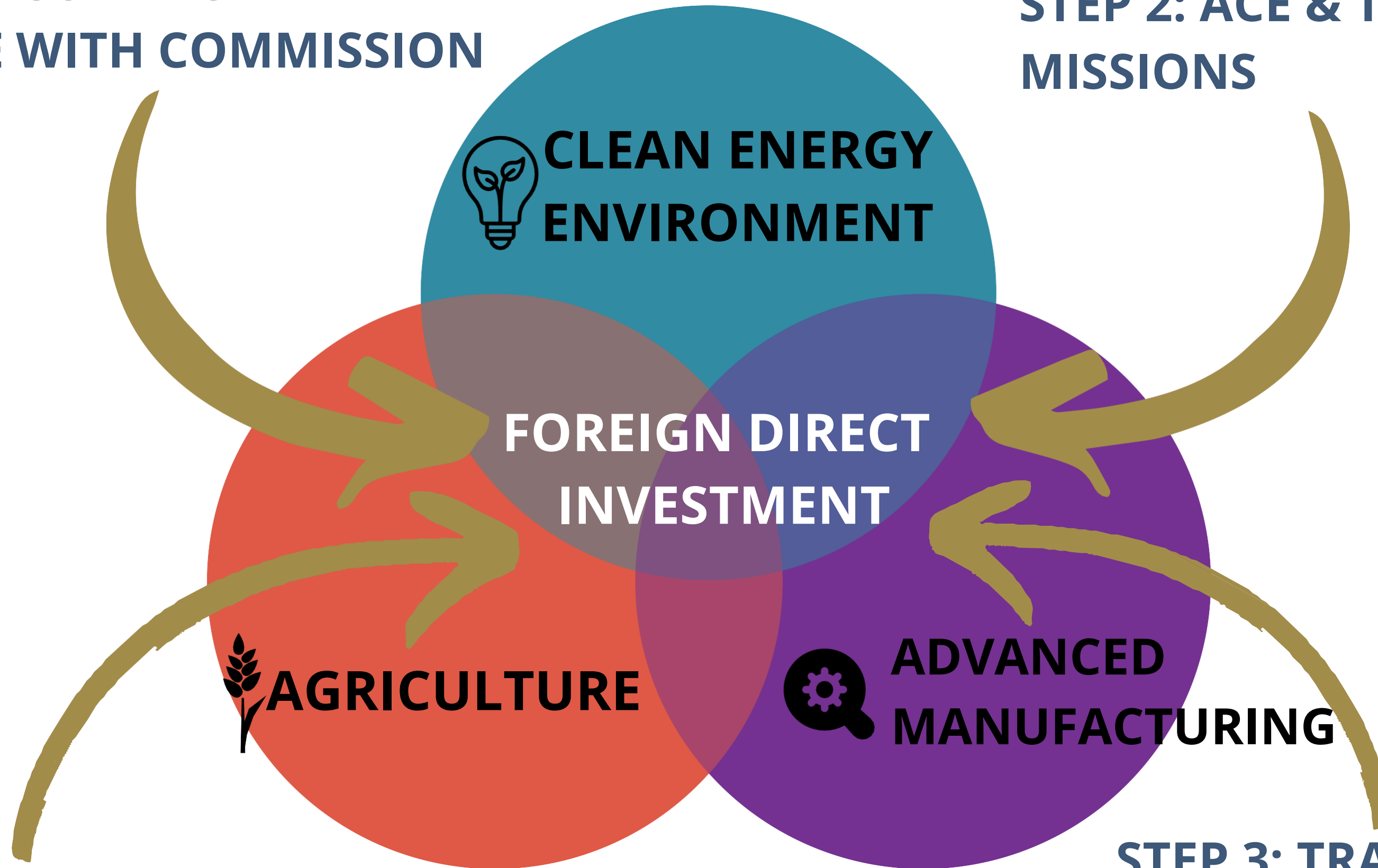


**STEP 3: TRADE OFFICE &  
REGIONAL INDUSTRY  
CONFERENCE**



**STEP 1: CONNECT TRADE  
OFFICE WITH COMMISSION**

**STEP 2: ACE & TRADE  
MISSIONS**



**STEP 4: COMMUNITY READINESS  
ASSESSMENTS & STRATEGIES**

**STEP 3: TRADE OFFICE &  
REGIONAL INDUSTRY  
CONFERENCE**





**REGION NINE**



**DEVELOPMENT  
COMMISSION**

**STAY CONNECTED**

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