 MINUTES

Montana District Export Council

January 15, 2019 | Kalispell, MT

# DEC Mission Statement

The Montana DEC will **support Montana exporters** and **provide a collective Montana exporter voice** to advise on **export education** needs and disseminate education opportunities to its collective networks; and to **advise policy makers on export policies** under consideration and provide suggestions for future legislation.

# In Attendance

## Official DEC Members

Adam – Resonon, DEC Chair

Mara – Enell

Wendy – Diversified Plastics

Barry – Wood’s Powr Grip

Diana – TowHaul

## Guests

Tom – Glacier Hops Ranch

Gary & Susan – Tabletree Juice

Todd – Mountain Meadow Herbs

## Export Resource Partners

Angie – ExportMontana, Montana Department of Commerce

Katie – ExportMontana, Montana Department of Commerce

Brigitta – Montana World Trade Center

# Next Meeting

**2-4 pm, Wednesday, February 20**

**In person**: Wood’s Pow-r Grip, 908 W Main St, Laurel (factory tour follows). Area exporters will be invited as guests for future DEC membership.

**Call-in**: 866-899-4679, Access Code: 249-445-853

Agenda items will include:

* Exporter of the Year Award application reviews and award ceremony planning
* DEC outreach and referral
* National DEC priorities
* USMCA summary and DEC encouraging it to pass
* Bannockburn to present on foreign exchange
* Exporter survey
* Montana STEP grant and additional exporter resources
* Additional DEC member recruitment and future activities

# Minutes

Minutes were presented and approved.

# Treasurer’s Report

Treasurer’s report was presented and approved with $337 as the balance.

# Public Comments

Time for public comment was offered; none provided.

# Presidential E-Award

The Presidential E-Award provides Presidential recognition for achievements in growing exports. The DEC encourages Montana companies to apply. The deadline is January 25. See attached.

# Exporter of the Year Award

The Montana Exporter of the Year Award applications are due DATE. Angie will encourage exporters to apply, and the DEC will review the applications at the February meeting.

# Policy Initiatives for Building Human Capital in Montana

DEC attendees provided input:

* **Shipping consolidation for better rates**: DEC members would like to explore this at future meetings.
* **International shipping training**: ExportMontana is preparing training on international shipping, including topics such as carriers, expediters, customs brokers, best practices, etc. The training will be recorded and offered on-demand on the DEC website.

# 301 Position Paper

The 301 Position Paper, representing the DEC’s position against the use of tariffs to settle trade disputes, was sent to Montana’s Congressional offices. No response has been received yet; Adam will confirm receipt and encourage response.

Angie will add the paper to the DEC website.

# California DEC Activities for Consideration

Differences and similarities between the Montana and California DECs were presented. Most notably, CA DEC is not political and focuses mostly on supporting US Department of Commerce’s activities.

# DEC Website

There is a temporary DEC website available at <http://marketmt.com/Export/MontanaDEC>. Upon restructuring of the ExportMontana website, additional resources for exporters will be available.

# Survey

The Montana exporter survey has been tabled until a future meeting.

# USMCA

The proposed replacement for NAFTA, US-Mexico-Canada Agreement (USMCA), is currently under consideration by Congress. At the next meeting, DEC will urge Congress to pass the renegotiated agreement. In the meantime, the DEC encourages members to individually contact their legislators to do the same.

Katie and Brigitta will send their summaries of the agreement and its impact on Montana exporters. Brigitta will send additional information on the Montana World Trade Center’s upcoming webinar.

# New DEC Membership

To encourage new DEC membership, Angie will encourage exporters local for each DEC meeting to attend in person. Official DEC membership can be accepted in June annually.