 MINUTES

Montana District Export Council

*December 10, 2019 | Helena, 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.

# Next meeting

**Wednesday, April 1, 2 – 4 pm**,

**In person**: Missoula (location details forthcoming), adjacent to the MT World Trade Center's 25th Anniversary and European Consuls General event (details forthcoming)

**Via Webinar**: This will be a webinar, not just a call-in, so you will need to register at <https://attendee.gotowebinar.com/register/1078019877468146443>

See Attachment 1 for the next DEC meeting agenda.

# Attendees

## Official DEC Members\*

BD – Satic USA, Chair

Barry, Woods’ Powr Grip, Vice Chair

Carey – US Commercial Service, Executive Secretary

Joel – Ascent Vision

Tibor – Resodyn

Katie – Spika Welding

Richard – The Law Office of Richard Hegger

Angie – Montana Dept of Commerce-ExportMontana

Brigitta – MounTerra & Montana World Trade Center

Jenni – Montana Manufacturing Extension Center

*\*Official DEC membership, controlled by the US Department of Commerce, can be accepted in June in even-numbered years.*

## Guests

Webb Brown

# Exporter Awards

ExportMontana notified all Montana exporters of the option to apply for up to 3 exporter awards. DEC members are encouraged to promote these to their exporter colleagues.

## The President's “E” and “E Star” Awards

*No Montana applicants to date.*

Due Date & Application: December 10, 2019  |  Application is [available for download here](https://lnks.gd/l/eyJhbGciOiJIUzI1NiJ9.eyJidWxsZXRpbl9saW5rX2lkIjoxMDAsInVyaSI6ImJwMjpjbGljayIsImJ1bGxldGluX2lkIjoiMjAxOTExMDYuMTI1MjMyNzEiLCJ1cmwiOiJodHRwczovL2J1aWxkLmV4cG9ydC5nb3YvYnVpbGQvaWRjcGxnP0lkY1NlcnZpY2U9RE9XTkxPQURfUFVCTElDX0ZJTEUmUmV2aXNpb25TZWxlY3Rpb25NZXRob2Q9TGF0ZXN0JmREb2NOYW1lPWVnX21haW5fMDIxMjA4In0.47BeLLwBvtGjAjgg9KZarEKIRYK69vlnWQ38Z0r8XkQ/br/71007042044-l).

Questions? The [Program Manual is available for download here](https://lnks.gd/l/eyJhbGciOiJIUzI1NiJ9.eyJidWxsZXRpbl9saW5rX2lkIjoxMDEsInVyaSI6ImJwMjpjbGljayIsImJ1bGxldGluX2lkIjoiMjAxOTExMDYuMTI1MjMyNzEiLCJ1cmwiOiJodHRwOi8vYnVpbGQuZXhwb3J0Lmdvdi9idWlsZC9pZGNwbGc_SWRjU2VydmljZT1ET1dOTE9BRF9QVUJMSUNfRklMRSZSZXZpc2lvblNlbGVjdGlvbk1ldGhvZD1MYXRlc3QmZERvY05hbWU9ZWdfbWFpbl8wNDIyNDgifQ.AnXbNuBF0rwtp8wYdGEikjGktZqgRE_q2YI7gwR0XzQ/br/71007042044-l).  The US Department of Commerce will host monthly conference calls in November and December for potential applicants or trade specialists to review the application process and answer questions. Registration for the calls is required.  To register for the conference calls or ask questions, please email [Eawards@trade.gov.](mailto:Eawards@trade.gov.)

How to submit the application: No later than December 10, 2019, send application to ExportMontana, who will work with the [US Commercial Service – Montana](https://lnks.gd/l/eyJhbGciOiJIUzI1NiJ9.eyJidWxsZXRpbl9saW5rX2lkIjoxMDIsInVyaSI6ImJwMjpjbGljayIsImJ1bGxldGluX2lkIjoiMjAxOTExMDYuMTI1MjMyNzEiLCJ1cmwiOiJodHRwczovLzIwMTYuZXhwb3J0Lmdvdi9tb250YW5hL2NvbnRhY3R1cy9pbmRleC5hc3AifQ.bdfWwheMuPSw_-rzPKkc7CIpiVzv8pA58Z1PIUKy3B0/br/71007042044-l) office to submit them to the Review Committee for consideration.

## The Small Business Exporter of the Year Award

Due Date & Application: January 7, 2020  |  Application is [available for download here](https://lnks.gd/l/eyJhbGciOiJIUzI1NiJ9.eyJidWxsZXRpbl9saW5rX2lkIjoxMDMsInVyaSI6ImJwMjpjbGljayIsImJ1bGxldGluX2lkIjoiMjAxOTExMDYuMTI1MjMyNzEiLCJ1cmwiOiJodHRwczovL3d3dy5zYmEuZ292L3NpdGVzL2RlZmF1bHQvZmlsZXMvMjAxOS0wOC8zMzAyXy1fU21hbGxfQnVzaW5lc3NfRXhwb3J0ZXJfb2ZfdGhlX1llYXJfTm9taW5hdGlvbl9Gb3JtX0ZpbmFsXzUwOC5wZGYifQ.U00IXCiRxmGZX_TnmgyE92VJGma6wqo6eVUpkCCiTgU/br/71007042044-l).

Questions? Review the [Guidelines](https://lnks.gd/l/eyJhbGciOiJIUzI1NiJ9.eyJidWxsZXRpbl9saW5rX2lkIjoxMDQsInVyaSI6ImJwMjpjbGljayIsImJ1bGxldGluX2lkIjoiMjAxOTExMDYuMTI1MjMyNzEiLCJ1cmwiOiJodHRwczovL3d3dy5zYmEuZ292L3NpdGVzL2RlZmF1bHQvZmlsZXMvMjAxOS0wOS8yMDIwJTIwTlNCVyUyMEF3YXJkcyUyMEd1aWRlbGluZXMucGRmIn0.Z4pqBzpfS46Y5oB1VpobX4Ee7BiSW1_ASEPk1NI4Baw/br/71007042044-l) (pages 7-8) for qualification and submission information.  Consult the [Montana SBA district office](https://lnks.gd/l/eyJhbGciOiJIUzI1NiJ9.eyJidWxsZXRpbl9saW5rX2lkIjoxMDUsInVyaSI6ImJwMjpjbGljayIsImJ1bGxldGluX2lkIjoiMjAxOTExMDYuMTI1MjMyNzEiLCJ1cmwiOiJodHRwczovL3d3dy5zYmEuZ292L29mZmljZXMvZGlzdHJpY3QvbXQvaGVsZW5hIn0.oKCy5yF4tIu3c-A0TDmEpnavMZenvVibzmeQ5W8OrlU/br/71007042044-l) if you have questions.

## The Montana Exporter of the Year Award

Due Date & Application: March 1, 2020  |  Application is [available for download here](https://lnks.gd/l/eyJhbGciOiJIUzI1NiJ9.eyJidWxsZXRpbl9saW5rX2lkIjoxMDYsInVyaSI6ImJwMjpjbGljayIsImJ1bGxldGluX2lkIjoiMjAxOTExMDYuMTI1MjMyNzEiLCJ1cmwiOiJodHRwczovL21hcmtldG10LmNvbS9Qb3J0YWxzLzEyOS9zaGFyZWQvRXhwb3J0TVQvZG9jcy9FT1RZJTIwYXBwbGljYXRpb24lMjAyMDE5LmRvY3g_dmVyPTIwMTktMTAtMDgtMTkyNTQxLTAxMyJ9.1objTUNJYhvakHhu9WkgC98gIVBoDKle26jVaajarfk/br/71007042044-l).

Questions? Review the guidelines (page 5).  If there are any questions about the nomination process, please contact ExportMontana: 406-841-2783, [exportmontana@mt.gov](mailto:exportmontana@mt.gov).

How to submit the application: No later than March 1, 2020, send application to ExportMontana, who will submit them to the [Montana District Export Council’s](https://lnks.gd/l/eyJhbGciOiJIUzI1NiJ9.eyJidWxsZXRpbl9saW5rX2lkIjoxMDcsInVyaSI6ImJwMjpjbGljayIsImJ1bGxldGluX2lkIjoiMjAxOTExMDYuMTI1MjMyNzEiLCJ1cmwiOiJodHRwczovL21hcmtldG10LmNvbS9FeHBvcnQvTW9udGFuYURFQyJ9.gdb8i1NE72g6yu8-3yzWXu8TRwjnLjp6PZ4k08qXWaI/br/71007042044-l) Review Committee for consideration.

**Angelyn will send DEC members the applications to review in early March.**

# Exporter Trainings

Export service providers asked for recommendations for exporter trainings to host. Future trainings will include:

* Summary on US-Japan FTA
* **Selling Products / Services in Canada** – pilot; export service providers will present on basics of selling products / services to Canada, and a panel of local exporters will talk about their experiences exporting to Canada.

Scheduled trainings are listed in the [Upcoming Events section](#_Upcoming_Events). To suggest additional exporter trainings, contact Angelyn with ExportMontana: 406-841-2783, [adeyoung@mt.gov](mailto:adeyoung@mt.gov).

# Trade Policy Updates

Carey provided an update on current trade policies:

* [USMCA](https://ustr.gov/usmca)
* [Section 301](https://ustr.gov/issue-areas/enforcement/section-301-investigations/section-301-china)
* Section 232
* US – Japan Trade Policy: [full text](https://ustr.gov/countries-regions/japan-korea-apec/japan/us-japan-trade-agreement-negotiations/us-japan-digital-trade-agreement-text), [fact sheet](https://ustr.gov/about-us/policy-offices/press-office/fact-sheets/2019/september/fact-sheet-us-japan-trade-agreement)

# STEP Grant Update

Angelyn provided an update on [ExportMontana’s STEP grant](https://marketmt.com/steP). ExportMontana has been awarded $499,488 in funding for the US SBA’s STEP grant, Sept 30, 2019 – Sept 29, 2021 for:

* Funding grants for individual Montana exporters for:
  + International Trade Show Exhibition – up to $10,000 reimbursement + up to $2,000 travel stipend
  + Language Translation Services & Production Fees – up to $3,000 reimbursement
  + U.S. Commercial Service Programs – up to $5,000 reimbursement + up to $2,000 travel stipend
  + International Compliance Testing – up to $3,000 reimbursement
  + Montana Online Global Program – up to $3,000 reimbursement
  + International Travel Stipend – up to $2,000 reimbursement
* Hosting Montana Pavilions for Montana exporter industry groups:
  + (Completed) Nov 2019, France, Milipol Paris, security and defense industry
  + (Confirmed) Feb 2020, Canada, BuildEx Vancouver, building and construction products and services
  + (Recruiting) Mar 2020, Germany, IWA Outdoor, outdoor and hunting industry
  + (Confirmed) Mar 2020, Germany, EWF, flyfishing products and services
  + (Recruiting) May 2020, Sub-Saharan Africa, companies selling into South Africa, etc.

# DEC Exporter Mentoring

As part of DEC Membership, members agree to mentor other Montana exporters. Some recent examples of this include:

* Dianna from Towhaul helped a Missoula company to set up an export shipment to South Africa.
* Kyle from Agmor helped several Bozeman companies to better understand how to take advantage of the US Commercial Service’s Gold Keys.

The export service providers greatly appreciate DEC members’ time and effort on behalf of our State’s international sales!

# DEC Membership News

## New MMEC – Missoula

Montana Manufacturing Extension Center is looking for a **new Business Advisor in Missoula**, replacing Shane Cantrell, who is leaving to work as a manager for Lubrizol in Victor. If you know anyone who would be interested in the position, here is the link to the [position posting](https://jobs.montana.edu/postings/19103) and [recruitment article](http://www.montana.edu/mmec/news/article.html?id=19406).

## DEC Membership Drive

In June 2020, the DEC membership opens again. Please commit to encouraging at least one exporter to become a new DEC member this Spring. Angelyn will send you the email tool to do so in February.

# Upcoming Events

| DAte | Event | Location | responsible party |
| --- | --- | --- | --- |
| 2020 | | | |
| January 2 | Exporter of the Year application reminders go out to Montana exporters | Via email | ExportMontana |
| January 29 | Alcoholic Beverage Exports Webinar | Webinar | Montana World Trade Center |
| February 12-13 | Montana Pavilion at [BuildEx](https://www.buildexvancouver.com/en/home.html) for building & construction products/services | Vancouver, BC, Canada | ExportMontana |
| March 1 | Exporter of the Year applications are due | Via email | ExportMontana |
| March 6-9 | Montana Pavilion at [IWA Outdoor](https://www.iwa.info/en) for outdoor products/services | Nuremberg, Germany | ExportMontana |
| March 28-29 | Montana Pavilion at Experience the World of Fly-fishing for fishing products | Munich, Germany | ExportMontana |
| April 1 | District Export Council Meeting & Montana World Trade Center’s 25th Anniversary | Missoula | District Export Council / Montana World Trade Center |
| TBD (early May) | District Export Council Meeting & Exporter of the Year Award Ceremony | Awardee’s location | District Export Council |
| MAY 1 | Small Business Exporter of the Year Award Ceremony | TBD | SBA |
| May 20-22 | Ireland Trade Mission | Dublin, Ireland | Montana World Trade Center |
| May 25-29 | (tentative) Africa Sales Mission | South Africa | ExportMontana |
| JUne 1-2 | [Manufacturing & International Trade Day](https://www.montanachamber.com/events/manufacturing-and-international-trade-day/) | TBD | Montana Chamber of Commerce |
| TBD (mid-September) | District Export Council Meeting | TBD | District Export Council |

For a list of the Montana Manufacturing Extension Center’s trainings, [visit their Events Calendar](http://www.montana.edu/mmec/training/training-calendar.html).

Attachment 1

April 1 Meeting Agenda

Agenda items are:

* Presentation: Summary of US – Japan Trade Policy by Carey Hester, US Commercial Service ([full text](https://ustr.gov/countries-regions/japan-korea-apec/japan/us-japan-trade-agreement-negotiations/us-japan-digital-trade-agreement-text), [fact sheet](https://ustr.gov/about-us/policy-offices/press-office/fact-sheets/2019/september/fact-sheet-us-japan-trade-agreement))
* Montana DEC [Exporter of the Year](https://marketmt.com/Portals/129/shared/ExportMT/docs/EOTY%20application%202019.docx?ver=2019-10-08-192541-013) applications review and awardee decision
* SBA’s Exporter of the Year updates
* Trade Policy updates:
  + [USMCA](https://ustr.gov/usmca)
  + [Section 301](https://ustr.gov/issue-areas/enforcement/section-301-investigations/section-301-china)
  + Section 232
* STEP grant update and promoting [Montana Pavilions and Trade Missions](https://marketmt.com/STEP)
* Exporter trainings: suggestions, advise on current ideas
* Mentoring examples
* Member recruitment drive
* Review DEC Annual Road Map ([see Attachment 2](#_October))
* Next meeting
  + Location: Exporter of the Year awardee’s location
  + All DEC members are encouraged to attend
  + Export presentation: Montana Export Statistics

Attachment 2

DEC Meetings Annual Road Map

# October

**Attendance**: Local members may attend meeting, but most members will call-in

**Location**: TBD, co-locate with a Manufacturing Week event/tour

**Business**:

* DEC operating plan
* Clean up DEC membership and friend list
* NADEC participation

# January

**Attendance**: Local members may attend meeting, but most members will call-in

**Location**: Montana Department of Commerce, 301 S. Park Ave., Helena

**Business**:

* Election of officers
* Exporter of the Year nominations
* New member orientation

# April

**Attendance**: Local members may attend meeting, but most members will call-in

**Location**: TBD, adjacent to other international events, as possible

**Business**:

* Review Exporter of the Year applications

# May

**Attendance**: all DEC members are encouraged to attend, DEC friends are invited

**Location**: Exporter of the Year awardee’s hometown

**Business**:

* Exporter of the Year celebration
* Membership drive (new membership period opens June of even years)
* Review STEP grant plan