 MINUTES

Montana District Export Council

February 20, 2019 | Billings, 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

B.D. – Satic USA, DEC Vice Chair

Mara – Enell

Barry – Wood’s Powr Grip

Diana – TowHaul

Tibor – Resodyn

Richard – The Law Office of Richard Hegger

Bill MacBride – MacBride Law, PLLC

Joel – Ascent Vision Technologies

## Guests

Susan – Tabletree Juice

Dave – Ideal Mfg.

## Export Resource Partners

Wayne – Small Business Administration – Montana

Carey – US Commercial Service – Montana

Angie – ExportMontana, Montana Department of Commerce

Brigitta – Montana World Trade Center

# Next Meeting

**2-4 pm, Wednesday, May 15**, adjacent to **Montana Exporter of the Year Award Ceremony**

**In person**: To be determined; dependent upon Exporter of the Year Award recipient’s home town. Area exporters will be invited as guests for future DEC membership. Additionally, each DEC member will invite at least one exporter of their acquaintance to attend the DEC meeting to encourage future DEC membership.

**Call-in**: TBD

Agenda items will include:

* Exporter of the Year Award ceremony
* USMCA update
* NADEC update
* Exporter webinars update
* STEP grant FFY 19 update

# 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.

# USMCA

The proposed replacement for NAFTA, [US-Mexico-Canada Agreement](https://ustr.gov/trade-agreements/free-trade-agreements/united-states-mexico-canada-agreement/agreement-between) (USMCA), is currently under consideration by Congress.

The [Montana Fact Sheet](https://ustr.gov/sites/default/files/files/Press/fs/USMCA/USMCA_Montana.pdf), created by the Office of the US Trade Representative, provides a Federal perspective on potential impacts. Additionally, Brigitta will send additional information on the Montana World Trade Center’s March 28th webinar for more insights.

# Exporter of the Year Award

The official DEC members reviewed the 5 Montana Exporter of the Year award applications from:

* ClassOne Technology
* H-E Parts International - Mining Solutions
* R.L. Winston Rod Co.
* HCR, Inc.
* Burgi Engineers

DEC deliberated on the applications and decided to utilize a scoring matrix to determine the EOTY winner. DEC members will submit scores to Angie for recording by February 21, and Angie will return the results to DEC membership for final deliberations and to determine the EOTY winner by early April.

DEC decided that the EOTY award ceremony will take place mid-May in the home town of the winner. Angie will coordinate with the winner on the date and location and update the DEC, as well as coordinate a press release and local media invitation.

# NADEC Trade Policy Advocacy Liaison

DEC appointed Richard Hegger as its National DEC Trade Policy Advocacy Liaison.

# Continuing Education Seminars

DEC will support the following export training topics via webinar:

* International Shipping (ExportMontana)
* Free Trade Agreements & Tariffs (USCS)
* International Standards, e.g. CE Mark, etc. (USCS)
* International Risk Management & Payment Methods (SBA)
* Foreign Exchange (MWTC)
* USMCA (MWTC)

# Montana STEP Grant Plans

Angie presented ExportMontana’s draft plan for the Federal FY19 STEP grant application:

* 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:
  + Nov 2019, Milipol Paris, security and defense industry
  + Mar 2020, IWA Outdoor, outdoor and hunting industry
  + Jun 2020, Global Petroleum Show, oil fields and oil sands industry
  + 2020, (show TBD via Montana Photonics Industry Alliance), photonics industry

DEC indicated support for the plan and will help disseminate program information to Montana exporters.

# 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.

# New DEC Membership

DEC membership is capped at 30 members and should represent a cross-section of the state’s export industries.

To encourage new DEC membership, Angie will encourage exporters local for each DEC meeting to attend in person. Additionally, DEC members will each invite at least one exporter to the May DEC meeting.

Official DEC membership can be accepted in June in even-numbered years.