MINUTES

Montana District Export Council

April 5, 2018 | Missoula, MT

# In Attendance

Adam – Resonon, DEC Chair

B.D. – Satic, DEC Vice Chair

Carey – US Commercial Service – Montana, DEC Executive Secretary

Joel – Ascent Vision

Canon – ExportMontana, Montana Department of Commerce

Brigitta – Montana World Trade Center

Bill – MacBride Law

Dianna – TowHaul

Mara – Enell

Angie – ExportMontana, Montana Department of Commerce

Dave – US Commercial Service – Pacific NW Region

Richard – The Law Office of Richarch Hegger

Wayne – Small Business Administration – Montana

Barry – Wood’s Powr Grip

Wendy – Diversified Plastics

Tibor – Resodyn

Katie – Spika

# Montana Exports Overview

Carey Hester, US Commercial Service – Montana, provided an overview of Montana Exports.

* Montana manufactured exports reached an all-time high in 2017: $1.7 billion (from $400 million in 1998). These numbers are not necessarily reflective of Montana’s complete export picture, in that bulk ag commodities exports (e.g. wheat), tourism exports, service exports, and education exports are not included.
* (Adam, does the DEC want to publish a press release announcing this and the new members? I have a draft ready if so.)
* Montana’s top exports markets in 2017 were Canada, Korea, China, Belgium, Taiwan, Mexico, Japan, Colombia.

# Purpose of the DEC

* Advocate on trade issues on behalf of the state’s exporters
* Support the state’s exporters
* Support National DEC initiatives
* Support export education

## Export Education

The Montana DEC will provide a collective Montana exporter voice to advise on export education needs and disseminate education opportunities to its collective networks.

## Export Policy Advocacy

The Montana DEC will provide a collective Montana exporter voice to advise policy makers on export policies under consideration and provide suggestions for future legislation.

**DEC Export Policy Advocacy Plan:**

* Advise on export policies

1. DEC members will bring policies to the meetings for consideration.
2. DEC decides whether or not to address the issue.
3. To address the issue, DEC will form a subcommittee.
4. Subcommittee will review the issue and report out to DEC.
5. DEC will decide whether or not to take action.

* Send a representative to the [National DEC meeting](http://www.districtexportcouncil.org/event/2018-annual-nadec-legislative-summit/)
* May 21-22, 2018: Washington DC
* Encourage individuals to speak out via op-ed pieces and policy position papers
* Host an annual DEC round table with the congressional district directors

## Action Items

* Prior to the next meeting, Adam will email survey DEC members to determine their obstacles to exporting and suggestions for export education topics.
* Adam will send a policy position paper template to the DEC members.

# Policy Committees

Subcommittees will report findings during next meeting.

## Policies currently under consideration

* **Korea FTA & NAFTA**: Subcommittee will include Bill, Richard, Tibor, Wendy, Mara, Diana, Barry
* **Solar panel import tax:** Subcommittee will include Adam and BD
* **ExIm reauthorization:** Subcommittee will include Wayne and Brigitta
* **IC-DISC reauthorization**: This has been accomplished
* **Miscellaneous tariff bill**: Tabled until next meeting
* **ITA funding**: Tabled until next meeting
* **Steel & aluminum tariffs**: Tabled until next meeting

## Future legislation

* No legislation suggestions currently being considered

## Action Items

* Canon will coordinate with Brigitta on future IC-DISC training.

# Exporter of the Year 2017

DEC members reviewed the Exporter of the Year applications and chose the winner: **SRS Crisafulli**.

This award is in recognition of a Montana company for their contribution to the state’s economic growth and prosperity through the sale of Montana products or services abroad.

The award will be presented during the Manufacturing & International Trade Day event, May 22, in Missoula.

## Action Items

* Angie will notify SRS Crisafulli
* Angie will work with Adam on the PR
* Carey will order the award

# Upcoming Events

|  |  |  |  |
| --- | --- | --- | --- |
| Date | Event | Location | Sponsor |
| May 3 | Introduction of SBA international financing & USCS export promotion tools to Montana bankers | Billings | SBA – Montana & US Commercial Service |
| May 4 | International Business Symposium | Bozeman | SBA – Montana & US Commercial Service |
| May 8 | Exporter Roundtable | Missoula | SBA – Montana, US Commercial Service, Montana World Trade Center |
| May 21 | DEC meeting | Highlander Brewery (Conference Room), Missoula | DEC |
| May 22 | Manufacturing & International Trade Day Symposium | Holiday Inn Downtown, Missoula | Montana Chamber of Commerce |
| May 23 | International Business Symposium | Kalispell | SBA – Montana & US Commercial Service |
| May 24 | TechEx: Montana SaaS firm Submittable & select members of our TechEx team discuss EU GDPR | UM Missoula College | Montana World Trade Center |
|  | Jenni – MMEC add events/training here |  |  |

# Next Meeting

**Monday, May 21, 2-4 pm**, location TBD

*(NOTE: this is the day before the Montana Chamber’s Manufacturing & International Trade Day; Exporter of the year will be presented in Missoula on the 22nd – DEC members are requested to attend.)*

**Topics**:

* + DEC funding
  + Obstacles to exporting – leading to export training suggestions
  + Reports from policy committees
  + Recruiting additional exporters (especially Ag exporters) to attend DEC meetings (Adam, what about a bring-a-friend suggestion for the next DEC meeting?)

## Action Items

* Carey will get all DEC members signed up for the National DEC news alerts.
* BD will secure next DEC meeting location.