 MINUTES

Montana District Export Council

May 21, 2018 | Missoula, 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, DEC Vice Chair

Carey – US Commercial Service – Montana, DEC Executive Secretary

Brigitta – Montana World Trade Center

Dianna – TowHaul

Richard – The Law Office of Richarch Hegger

Barry – Wood’s Powr Grip

Wendy – Diversified Plastics

Jenni – Montana Manufacturing Extension Center

## DEC Guests

John – BGI Logistics, Portland

Scott – Rocky Mountain Bank

## Export Resource Partners

Wayne – Small Business Administration – Montana

Canon – ExportMontana, Montana Department of Commerce

Angie – ExportMontana, Montana Department of Commerce

# Export Obstacles

Montana DEC surveyed Montana exporters, asking about their obstacles to exporting.  Responses, summarized, were largely a need for learning how to export and assistance with navigating export policies and regulations.

To address these obstacles:

* DEC will reach out to Montana exporters to make them aware of export resources, as well as provide links to resources on the DEC website.  Additionally, DEC members will volunteer as export mentors.
* ExportMontana will continue to develop their Export Accelerator manual and share via ExportMontana.com and through one-on-one technical assistance.
* Montana World Trade Center will continue to offer TechEx and other trainings.
* US Export Assistance Center will continue to provide one-on-one technical assistance and to assist with trainings.

# DEC Website

The DEC website will provide Montana exporters with export resources in support of the DEC mission, including:

* Information necessary to provide advocacy on trade issues on behalf of the state’s exporters
* Export education resources and events
* Contact information for export mentors

## Action Items:

      By June 30, Angie will draft a website outline for review at the next DEC meeting.

      By June 30, Jenni will send Angie the DEC members group picture for the website.

# Export Policies

DEC is currently reviewing the following export policies to assess their impact on Montana exports and the need for providing input to policy makers.

## Currently under review:

* 301 Investigation. Properly titled “FINDINGS OF THE INVESTIGATION INTO CHINA’S ACTS, POLICIES, AND PRACTICES RELATED TO TECHNOLOGY TRANSFER, INTELLECTUAL PROPERTY, AND INNOVATION UNDER SECTION 301 OF THE TRADE ACT OF 1974”.

## For future review:

* Steel and aluminum tariffs.  Properly titled “Section 232 Investigation on the Effect of Imports of Steel on U.S. National Security”.
* Solar panel import tariffs.  Regarding a unanimous ruling by the International Trade Commission (ITC) that U.S. solar-panel producers have been damaged by imports of crystalline silicon photovoltaic (CSPV) cells.

## Action Items

      By mid-June:

* Carey will email to the DEC members information on the 301 Investigation.
* Jenni will provide any available information from the National DEC.
* Adam will request input from the Montana Manufacturers Association.
* Scott will provide information from Rocky Mountain Bank’s resources.
* ADAM, CAREY: IS THIS WISE?  WOULD IT BE HELPFUL?  DEC will survey Montana exporters to discover stories of how they were impacted by China’s practices related to tech transfer, IP, etc.

      By the end of June, Angie will host a webinar for DEC members in which Carey will provide a brief of the findings and the Office of the US Trade Representative’s proposed actions.

# DEC Fundraising

DEC determined to address fundraising and funded activities as needed.  Possible fundraising needs could include:

* Education. DEC could pay costs to for international trade specialists to travel to Montana to host trainings, as well as costs associated with hosting other trainings.
* National DEC.  DEC could pay for travel costs for a DEC member to attend future National DEC meetings and to travel to DC to advocate on behalf of Montana exporters.
* Interns.  DEC could hire interns to assist with DEC outreach and other DEC activities.
* Other.  DEC will address additional fundraising needs and activities as they arise.

# Montana Exporter of the Year Award

DEC will award the 2018 Exporter of the Year.  The plan is as follows:

* January.  ExportMontana will send out EOTY applications to Montana exporters.  DEC members will encourage their respective networks to apply.
* February.  Applications will be due.  DEC will choose the top 3-5 candidates for consideration.
* March. DEC will interview top candidates.
* April. At the DEC meeting, DEC will choose the awardee.
* May. DEC will announce the winner and recognize other applicants at the Montana Chamber’s Manufacturing & International Trade Day.  At this event, DEC will also introduce attendees to the DEC’s mission and encourage additional membership.
* June. DEC will host an award ceremony in the awardee’s home town.

## Action Items

      By the end of June, Angie and Adam will draft EOTY guidelines and present to DEC for consideration at the July meeting.

# Upcoming Events

| Date | Event | Location | Sponsor |
| --- | --- | --- | --- |
| 6/13/2018 | Food Safety HACCP and/or FSMA | Kalispell, Flathead Valley Community College | MMEC |
| 7/16/2018 | Intense Innovation | Billings | MMEC |
| 7/17/2018 | Essentials of Lean Workshop MSLA | Missoula College Room #112 | MMEC |
| 8/21/2018 | Food Safety HACCP and/or FSMA | Great Falls | MMEC |
| 8/29/2018 | ISO 9001: 2015 Standard | TBD | MMEC |
| 9/18/2018 | SME Lean Bronze Fall 2018 | Kalispell | MMEC |
| 9/26/2018 | SME Lean Bronze Fall 2018 | Bozeman | MMEC |
| 10/2/2018 | SME Lean Bronze Fall 2018 | Missoula | MMEC |
| 12/10-12/2018 | IQA ISO 13485 | TBD | MMEC |
| 12/19/2018 | Preventative Controls Qualified Individual )PCQI 2018 | Bozeman | MMEC |
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# Next Meeting

* Tuesday, July 17, 2-4 pm, Bozeman.
* September, 2-4 pm, Kalispell.  ADAM, I SUGGEST WE CONSIDER AN ALTERNATE DATE IN KALISPELL: FRIDAY, OCT 5.  That’s when the Kalispell Manufacturing Alliance hosts their Flathead Manufacturing Day.  We could co-locate, present at their meeting, and invite them as DEC guests (assuming Kalispell agrees; Angie can ask the SBDC in Kal).