



# MINUTES

Montana District Export Council

*May 4, 2022*

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## DEC Mission Statement

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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.

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## DEC Member To-Do Items

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1. For the Fall DEC meeting, [click on this link](#) to indicate your availability.
2. Consider sending donations to the DEC to increase the Treasury balance.
3. Follow the DEC's new [LinkedIn page](#) to increase our reach.

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## Next Meeting

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More information, including the agenda, will be sent at least 2 weeks prior to the meeting.

### DEC Fall Meeting

**Date:** [Click on this link](#) to indicate your availability the weeks of August 8 or 22. Meetings will be 2 hours.

**Virtual:** via Microsoft Teams (link to be provided once dates are final)

**Topics:**

- Guest Speaker: Arizona DEC member to discuss subcommittees and roles
- DEC business
- Export Service Provider updates
- Southbound Trade Initiative update
- Webinars & trainings

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## Attendees

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### Official DEC Members

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

Dianna – TowHaul, Chair

Linda – PDT, Vice Chair

Carey – US Commercial Service, Executive Secretary

Joel – Ascent Vision

Harold – Diversified Plastics

Richard – The Law Office of Richard Hegger

Barry – Wood’s Powr-Grip

Jenni – Montana Manufacturing Extension Center

Angie – Montana Dept of Commerce-ExportMontana

*\*New DEC members*

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## DEC Membership

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*DEC membership is comprised of volunteer exporters and service providers. Members are expected to participate in quarterly meetings (in person or virtually), offer guidance to export service providers, provide mentorship to exporters when called upon, and provide input on relevant international trade policies.*

DEC membership **recognized and welcomed newly elected Executive Committee members:**

- Chair, Dianna Kegel
- Vice-Chair, Linda Miller
- Treasurer, Brigitta Miranda-Freer
- Secretary, Carey Hester (appointed)

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## DEC Exporter of the Year Award

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The DEC celebrated Wood’s Powr-Grip, the 2021 Montana DEC Exporter of the Year. Governor Gianforte presented the award later in the day.

DEC members also attended the official award ceremony, May 26, at Wood’s Powr-Grip in Laurel. Representatives from Daines’ and Tester’s offices attended, as well as the Laurel Chamber of Commerce. Congratulations, WPG!

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## DEC LinkedIn page

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[Montana DEC LinkedIn page](#)

Angie reported that there were 19 posts on the page in 2022, with 88 visitors. Angie will ask the AZ DEC for their LinkedIn guidelines as a template for Montana's and determine how DEC Executive Committee could be given rights to publish. Approved content will include:

- Export trainings and events
- Notices of technical issues (e.g. changes to EAR, etc.)
- International marketing opportunities (e.g. trade shows, missions, grants, etc.)
- Exporter resources (e.g. useful websites, etc.)
- Member recruitment
- Exporter of the Year recruitment

No opinions, sales information, etc. will be permitted as posts.

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## DEC Non-Profit Status

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Carey and Richard will look into the DEC's non-profit status, need to register with the Montana Secretary of State, etc.

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## National DEC

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Angie is attending the [2022 NADEC Annual Export Conference](#), 19-20 May 2022, Washington DC, on the DEC's behalf. The organizers are setting up meetings with the Congressional delegation.

Angie and Carey also attended the April Pacific Northwest DEC meeting.

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## Export Service Provider updates

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Export Service Providers provided updates:

- MWTC
- Montana Manufacturing Extension Center
- ExportMontana
- US Commercial Service

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## Webinars & Trainings

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The DEC will support export webinars and trainings.

- **Pending:**
  - Looking for suggestions from the DEC.
- **Completed:**
  - STEP grant opportunities, with ExportMT & USCS, Oct 2021 – DEC members presented
  - Leveraging EXIM, with MWTC, Nov 2021

- SBA export loan programs webinar, Nov 2021
- IBT Online website localization webinar, with ExportMT, Oct 2021
- Supply Chain Crisis, with ExportMT & USCS, Dec 2021 – DEC members presented
- Exporter Payment Term Challenges, with ExportMT, Dec 2021 – DEC members presented
- Foreign Trade Zones, with MWTC, March 2022
- International Trade & Investment Day, with MWTC, May 2022
- The Best Employee You'll Ever Hire: Your Website, May 2022
- 5 Things You can Do to Juice Up Your Website, May 2022