 MINUTES

Montana District Export Council

July 17, 2018 | Bozeman, 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 Richard Hegger

Barry – Wood’s Powr Grip

Joel – Ascent Vision

Mara – Enell

Bill – MacBride Law

Kyle & Shari – Agmor

Linda – PDT

Tibor – Resodyn

Katie – Spika

## DEC Guests

Scott – Rocky Mountain Bank

Webb – Montana Chamber of Commerce

## Export Resource Partners

Angie – ExportMontana, Montana Department of Commerce

# Next Meeting

* **September 6**, 2-4 pm, Montana Manufacturing Extension Center, Bozeman
  + Call in: 866-899-4679, 116-079-269
* **October 4** (tentative), 2-4 pm, Kalispell (adjacent to [Flathead Manufacturing Day](https://kalispellchamber.com/programs/flathead-manufacturing-day/))
  + Call in: 877-309-2073, 500-367-085

# 301 Investigation

Carey provided an informational presentation on the 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”. The DEC discussed the investigation and imposition of tariffs and concluded that the **DEC will send a position paper to Montana’s Congressional Delegation** indicating the anecdotal impacts the retaliatory tariffs and other trade impacts this has on Montana companies. Additionally, the **DEC will provide a form letter** for impacted Montana exporters to do the same.

# Exporter of the Year Award

The DEC discussed the Montana Exporter of the Year award, concluding that the application and requirements should be revised from the 2018 award process. Montana Exporter of the Year Guidelines will be as follows:

## Required qualifications:

* Be a company with principal operations in Montana
* Export products with significant Montana added value to outside the US

## Preferred qualifications:

* Export revenue has grown over the last few years
* Number of employees has grown of the last few years, especially in Montana
* Multiple export countries
* Significant economic or social impact on local or Montana communities

## Required information:

* company narrative (limit: 1000 words)
* total revenue from exports for the last few years
* export revenue as a percentage of total revenue for the last few years
* countries exported to, and rough percentage of each of revenue
* total employment numbers for the last few years
* Montana employment numbers for the last few years

## Schedule:

* January – EOTY application process opens (Angie will send out to DEC and MT exporters)
* February – applications due (Angie will process)
* March – DEC will interview top candidates
* April – DEC chooses winner
* June – award ceremony at winner’s home town

# DEC Website

The DEC website, housed within the Montana Department of Commerce’s 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

The DEC will review the “MT DEC Draft Website Outline” (page 4) and provide feedback at the September DEC meeting.

# 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.

# Upcoming Events

| Date | Event | Location | Sponsor |
| --- | --- | --- | --- |
| 8/15-16/2018 | [Riddle of the Exporter](http://www.riddleoftheexporter.com/) Seminar | Bozeman / Missoula | ExportMontana |
| 8/21/2018 | [Food Safety HACCP and/or FSMA](https://www.cvent.com/c/calendar/700cb892-30b6-4cda-b69e-81cb87f265e1) | Great Falls | MMEC |
| 8/29/2018 | [ISO 9001](https://www.cvent.com/c/calendar/65b7142f-2211-4138-aab4-2014b30d1002): 2015 Standard | TBD | MMEC |
| 9/6/2018 | DEC meeting, 2-4 pm   * Call in: 866-899-4679, 116-079-269 | MMEC, Bozeman | DEC |
| 9/18/2018 | [SME Lean Bronze Fall 2018](https://www.cvent.com/c/calendar/169d2d06-d387-466a-b9ff-0461a6c6eae7) | Kalispell | MMEC |
| 9/26/2018 | [SME Lean Bronze Fall 2018](https://www.cvent.com/c/calendar/169d2d06-d387-466a-b9ff-0461a6c6eae7) | Bozeman | MMEC |
| 10/2/2018 | [SME Lean Bronze Fall 2018](https://www.cvent.com/c/calendar/169d2d06-d387-466a-b9ff-0461a6c6eae7) | Missoula | MMEC |
| 10/4/2018 | DEC meeting, 2-4 pm   * Call in: 877-309-2073, 500-367-085 | TBD, Kalispell | DEC |
| 12/10-12/2018 | [IQA ISO 13485](https://www.cvent.com/c/calendar/65b7142f-2211-4138-aab4-2014b30d1002) | TBD | MMEC |
| 12/19/2018 | Preventative Controls Qualified Individual PCQI 2018 | Bozeman | MMEC |

MT DEC Draft Website Outline

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Contact Us

Adam Stern, DEC Chair

BD Erickson, DEC Vice Chair