



MINUTES

Montana District Export Council

September 27, 2023

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.

DEC Member To-Do Items

1. [Click on this link](#) to indicate your availability the week of January 2.
2. Provide suggestions for international webinars and trainings.

DEC Winter Meeting

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

Date: [Click on this link](#) to indicate your availability the week of January 2. Meetings will be up to 2 hours.

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

Topics:

- DEC business
- Export Service Provider updates
- Webinars & trainings

Attendees

Official DEC Members

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

Linda – PDT, Vice Chair

Brigitta – Montana World Trade Center,
Treasurer

Carey – US Commercial Service, Executive
Secretary

Richard – Hegger Law

BD – Satic USA

Barry – Wood’s Powr Grip

Rebecca – Montana Dept of Commerce-Export
MT

Angie – Montana Dept of Commerce-Export
MT

Treasurer’s Report

Brigitta reported a balance of \$579.31. To **send donations to the DEC**, mail a check to the treasurer:

Brigitta Miranda-Freer, DEC Treasurer

c/o MT WTC, GBB, Ste 257

University of Montana – Missoula, MT 59812

National DEC

Guest speaker, Tom Dustman, International Sales Director for Sunnen, and NADEC education & outreach committee chair, provided an update on their outreach efforts and how the Montana DEC can capitalize on them.

DEC LinkedIn Page

This year, the [DEC LinkedIn page](#) has 63 followers, 2 posts, and 33 page views. Angie will push more content on the page, including upcoming trainings, trade missions, and trade shows.

DEC Membership

Carey provided an update on DEC membership, as follows:

- DEC membership expires 12/31/23:
 - Tibor
 - BD
 - Kyle

- DEC membership expires 12/31/25:
 - Clay
 - Eleanor
 - Mara

- Montana regions not represented:
 - Butte
 - Miles City & Eastern MT
- Montana regions underrepresented:
 - Kalispell
 - Great Falls & Hi-line
 - Billings

Carey and Angie will conduct additional DEC recruitment before June 2024.

Exporter of the Year Awards

There are 3 Exporter of the Year Awards available for Montana businesses:

1. SBA's [Small Business Exporter of the Year Award](#), due December 7, 2023
2. The [President's e-Award](#), due December 29, 2023
3. Montana DEC's [Exporter of the Year Award](#), due March 15, 2024

Angie will send out an invitation for Montana exporters to apply in late October, with regular reminders before key deadlines.

Montana DEC Exporter of the Year Award

DEC members reviewed the Montana Exporter of the Year Award 2023 application and provided suggestions for improvement. The application is due March 15, 2024. Angie will send out a general invitation to apply with subsequent personalized invitations to apply. Additionally, Angie will ask MMEC and SBDC regional staff to encourage local exporters to apply. DEC will review submissions in the April 2024 meeting.

The award will be celebrated at 2 events:

1. Montana World Trade Center's International Trade & Investment Day, May 2024
2. DEC-hosted award ceremony at the winner's facility, May or June 2024

DEC Request: support for Billings FTZ

The DEC was requested to provide lobbying support for the proposed [Foreign Trade Zone](#) in Billings. However, Carey noted that the current non-profit status of the DEC prevents it from lobbying activities. Brigitta indicated that the Montana World Trade Center would take this on, and Angie introduced her to the firm who is working on it.

Export Service Provider updates

Export Service Providers presented updates:

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

Upcoming International Trade Activities

Export MT's Montana Pavilions at trade shows:

- [Medica](#), November 13-16, 2023, Dusseldorf, Germany, medical products and services
- [IWA Outdoor](#), March 1-3, 2024, Nuremberg, Germany, outdoor products and services
- [Global Energy Show](#), June 11-13, 2024, Calgary, Canada, energy products and services (oil sands, hydrogen, wind, solar, petrochemicals, gas and LNG, electrification and nuclear)

Export MT's Montana Sales Missions:

- India, tentative February 2024
- Brazil, tentative April 2024
- United Kingdom, tentative May 2024
- Norway & Sweden, June 2024

International Webinars & Trainings

The DEC will support export webinars and trainings.

- Export MT's [\\$10,000 Grants for International Marketing](#), October 19, 2023
- MWTC's [Navigating Regulated Exports & Strategies](#), November 9, Bozeman
- Export MT's Export 101 ([video from 2023](#)), January 2024