 MINUTES

Montana District Export Council

September 6, 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

Carey – US Commercial Service – Montana, DEC Executive Secretary

Mara – Enell

Bill – MacBride Law

Linda – PDT

Wendy – Diversified Plastics

Barry – Wood’s Powr Grip

Katie – Spika Welding

## Export Resource Partners

Angie – ExportMontana, Montana Department of Commerce

Christy – Marketing Bureau, Montana Department of Agriculture

Jenni – Montana Manufacturing Extension Center

Wayne – Small Business Administration – Montana

# Next Meeting

* **Thursday, November 1,**  2-4 pm, Montana Department of Commerce, 301 S. Park Ave., Helena, Room 226 (call Angie if you are having access issues: 431-5075), Call in: 877-309-2073, 500-367-085
* **Tuesday, January 15**, 2-4 pm, TBD, Kalispell (adjacent to Riddle of the Exporter training & ExporTech Session 1), Call in: 877 309 2073, 900-351-405

# New Member

The DEC welcomed a new member: Christy Clark, the bureau chief of the Marketing Bureau in the Montana Department of Agriculture.

# DEC Position Paper: Chinese Tariffs

The DEC reviewed the **draft position paper on the imposition of Chinese tariffs**. The final draft will be sent to all DEC members for final review and then sent to Montana’s Congressional Delegation. See *Attachment 1* for the final draft.

# 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. The final draft of the website is in *Attachment 2*.

# 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:

* **Chinese tariffs**. DEC position paper drafted.

## 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.

# Exporter of the Year Award

The DEC reviewed the Montana Exporter of the Year application and guidelines. Final draft of both are available in *Attachment 3*.

# Upcoming Events

| Date | Event | Location | Sponsor |
| --- | --- | --- | --- |
| 10/2/2018 | [SME Lean Bronze Fall 2018](https://www.cvent.com/c/calendar/169d2d06-d387-466a-b9ff-0461a6c6eae7) | Missoula | MMEC |
| 11/1/2018 | DEC meeting, 2-4 pm* Call in: 877-309-2073, 500-367-085
 | Montana Dept of Commerce, Helena | 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 |
| 1/15/2016 | DEC meeting, 2-4 pm* Call in: 877 309 2073, 900-351-405
 | Kalispell | DEC |
| 1/16/2019 | [Riddle of the Exporter](http://www.riddleoftheexporter.com/) Training / [ExporTech](https://www.nist.gov/exportech) Session 1 | Kalispell | MMEC, ExportMontana |

Attachment 1: DEC Position Paper

ADAM INSERT FINAL DRAFT HERE.

Attachment 2: MT DEC Draft Website

# Home

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## Montana DEC Mission

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.



# About Us

## Current Members

**Resonon, Inc. | Bozeman**

Adam Stern Chair

406-586-3356 x116 | stern@resonon.com

www.resonon.com

**U.S. Commercial Service, Montana Export Assistance Center | Helena**

Carey Hester Executive Secretary

406-370-0097 | carey.hester@trade.gov

**Satic USA | Missoula**

B.D. Erickson Vice Chair

406-493-1861 | bd@saticusa.com

www.saticusa.com

**Agmor Inc. | Belgrade**

Kyle Lukes

406-388-4403 | kylelukes@hotmail.com

www.agmorinc.com

**Ascent Vision Technologies, LLC | Belgrade**

Joel Pineiro

443-286-9326 | j.pineiro@ascentvision.com

www.ascentvision.com

**Crowley Fleck PLLP | Bozeman**

Samuel Frederick

406-522-4547 | sfrederick@crowleyfleck.com

www.crowleyfleck.com

**Diversified Plastics, Inc. | Missoula**

Wendy Koster

406-543-6653 | wkoster@diversifiedplastics.net

www.diversifiedplastics.net

**Enell, Inc. | Havre**

Mara Osborne

406-265-8250 | mara.osborne@enell.com

www.enell.com

**ExportMontana - Montana Department of Commerce | Helena**

Angelyn DeYoung

406-841-2783 | adeyoung@mt.gov

exportmontana.com

**MacBride Law, PLLC | Bozeman**

William MacBride

406-577-2777 | wlm@macbridelaw.com

www.macbridelaw.com

**Montana Manufacturing Extension Center | Bozeman**

Jennifer West

406-994-3876 | jenniwest@montana.edu

www.montana.edu/mmec

**MounTerra, Inc. | Missoula**

Brigitta Miranda-Freer

406-544-0127 | brigitta@mounterra.com

**PDT, Inc. | Missoula**

Linda Miller

406-544-2620 | lindam@pdtdental.com

www.pdtdental.com

**Resodyn Acoustic Mixers | Butte**

Tibor Egervary

406-497-5401 / 406-565-2363 (C) | tibor.egervary@resodyn.com

www.resodynmixers.com

**Spika Design & Manufacturing, Inc. | Lewistown**

Katie Spika

406-535-5678 | katie.spika@spikamfg.com

www.spikamfg.com

**The Law Office of Richard Hegger | Somers**

Richard Hegger

406-890-4678 | Richardhegger@heggerlaw.com

**TowHaul Corporation | Belgrade**

Dianna Kegel

406-388-3424 | dkegel@towhaul.com

www.towhaul.com

**Wood's Powr-Grip Co., Inc. | Laurel**

Barry Wood

406-628-8231 | barryw@wpg.com

www.wpg.com

## **Beco**me a Member

Contact *Carey Hester, U.S. Commercial Service, Montana Export Assistance Center*, to inquire about Montana District Export Council membership.

## Archives

DEC meeting minutes

DEC position papers

# Upcoming Events

*Link to ExportMontana’s upcoming events page*

## Exporter of the Year

In recognition of Montana companies for their contribution to the state’s economic growth and prosperity through the sale of Montana products or services abroad, the Montana District Export Council is proud to award Exporter of the Year annually.

## Guidelines & Application

*links to cover letter/application/guideline (see Attachment 3)*

## Past Awardees

Year  |  Company Name (hyperlink to website), City

# Export Resources

## 8 Steps to Exporting

Click on the topics below to learn more about the 8 steps to exporting.

1. Getting Started
2. Market Research
3. Market Entry
4. Legal
5. Compliance
6. Transportation
7. Payment and Finance
8. Cultural

## Montana Exporter Support

Montana is lucky to have a great group of export partners, ready to help Montana companies with their international sales and marketing plans.

**ExportMontana**

The Montana Department of Commerce’s ExportMontana helps Montana exporters with getting started, market research, market entry, legal, compliance, transportation, and cultural considerations.

 <http://marketmt.com/export>

**Export-Import Bank (ExIm) – Western Region**

The Export-Import Bank of the United States (EXIM) is the official export credit agency of the United States, offering export financing tools and export credit risk insurance.

 <https://grow.exim.gov/sandra-donzella>

**Montana Chamber of Commerce**

The Montana Chamber of Commerce promotes legislation that supports Montana businesses, and offer programs, services and action to educate members, improve their businesses and accelerate change. They also provide [Certificates of Origin for Exporting](https://www.montanachamber.com/membership/membership-programs/other-programs/) (scroll down the page a bit).

 <https://www.montanachamber.com/>

**Montana Department of Agriculture**

The Montana Department of Agriculture’s International Marketing Office helps Montana companies selling agricultural products by providing training on entering international markets, developing personalized export development plans, organizing trade missions, and assisting in the attendance of international trade shows. They also link Montana agricultural companies to the [WUSATA program grants](https://www.wusata.org/whatwedo/fundmatchprogram/) for international marketing.

 <https://agr.mt.gov/>

**Montana District Export Council**

The Montana District Export Council supports Montana exporters and provides a collective Montana exporter voice to advise on export education needs and disseminate education opportunities to its collective networks; and advises policy makers on export policies under consideration and provide suggestions for future legislation.

 [*link to this page*](#_Montana_District_Export)

**Montana Manufacturing Extension Center**

MMEC is a statewide manufacturing outreach and assistance center that helps manufacturers succeed by assessing their operations and providing insight and solutions to help them grow, innovate and enhance their businesses.

 <http://www.montana.edu/mmec/>

**Montana Small Business Development Centers**

The SBDC network supports ten centers around the state, focusing on counseling in areas such as financial analysis, business planning, training and workshops and loan packaging assistance to help small businesses achieve their goals of growth, expansion, innovation and success.

 <http://sbdc.mt.gov/>

**Montana World Trade Center**

The Montana World Trade Center provides Montana companies with actionable information, prescriptive export strategies, on-demand project management, and long-term strategic guidance.

 <http://www.mwtc.org/>

**National Association of District Export Councils**

The National Association of District Export Councils (NADEC) increases awareness and understanding of the importance of exports to the US economy through education, legislative outreach and engagement with DECs and other relevant stakeholders.

**** <http://www.districtexportcouncil.org/>

**US Export Assistance Center – Montana**

The US Export Assistance Center – Montana provides trusted market intelligence, practical advice and business tools to help you understand how to export, connect with foreign buyers, and expand operations in new markets.

<https://www.export.gov/>

**US Small Business Administration – Montana**

Most U.S. banks view loans for exporters as risky. This can make it harder for you to get loans for things like day-to-day operations, advance orders with suppliers, and debt refinancing. That’s why the SBA created programs to make it easier for U.S. small businesses to get export loans.

 <https://www.sba.gov/offices/district/mt/helena>

# Contact Us

Adam Stern, DEC Chair

BD Erickson, DEC Vice Chair

Carey Hester, DEC Executive Secretary

Attachment 3: Exporter of the Year Application

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**MONTANA DISTRICT EXPORT COUNCIL**

**10 West 15th Street, Suite 1100**

**Helena, Montana 59626**

DATE

Montana Exporter:

The Montana District Export Council (MDEC) is seeking nominations for the **YEAR State of Montana Exporter of the Year Award**. This award recognizes a Montana firm that has made a significant contribution to the economic growth and prosperity of the state through its international marketing activities. All Montana firms that sell products or services in foreign markets are encouraged to apply.

The official Montana Exporter of the Year nomination form is attached to this cover letter, but nominations may be submitted without this form if they include the data requested on the official nomination form. Exporters may nominate themselves for the award.

All nominations should be sent to Angelyn DeYoung, member of the MDEC, at ADeYoung@mt.gov.

**The deadline for nominations is DATE**.

If you have any questions about the nomination process, please contact one of the DEC officers below:

* Adam Stern, Resonon, MDEC Chair: 406-586-3356 x116 or stern@resonon.com
* BD Erickson, Satic USA, MDEC Vice Chair: 406-493-1861 or bd@saticusa.com
* Carey Hester, MDEC Executive Secretary: 406-370-0097 or Carey.Hester@trade.gov
* Angelyn DeYoung, Montana Dept of Commerce: 406-841-2743 or ADeYoung@mt.gov

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.

Sincerely,

*Signature here*

Adam Stern, MDEC Chair

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**YEAR MONTANA EXPORTER**

**OF THE YEAR AWARD**

*In recognition of Montana companies for their contribution to the state’s economic growth and prosperity through the sale of Montana products or services abroad*

**NOMINEE INFORMATION**

|  |  |
| --- | --- |
| **Company Name** |  |
| **Company Contact & Title** |  | **Phone** |  |
| **Email** |  | **Website** |  |
| **Are Company Headquarters in Montana?***Only exporters with principle operations in Montana will be considered.* |  | **Yes** |  | **No** |
| **Street Address** |  |
| **City, State, Zip** |  |
| **Number of Montana Employees***Montana Exporters with Montana employee growth will receive priority consideration.* |
| **2016** | **2017** | **2018** |
|  |  |  |
| **Product(s) / Service(s) Exported** |  |
| **What percent of the product’s / service’s value was added in Montana?***Only exporters whose products / services with significant value-added in Montana will be considered.* | % |

|  |
| --- |
| **Total Revenue from Montana Exports***Montana Exporters with Montana export revenue growth will receive priority consideration.* |
| **2016** | **2017** | **2018** |
| $ | $ | $ |
| enter export % of total revenue here | enter export % of total revenue here | enter export % of total revenue here |
| **Countries Montana Product Exported To**Please list the top 10 countries.*Montana Exporters selling Montana products to multiple countries will receive priority consideration.* |  |
| **Company Narrative** Please tell us about your company as a Montana exporter *(limit: 1000 words)*. *Montana Exporters with significant economic and/or social impact on local or Montana communities will receive priority consideration.* |
|  |
| **Other Comments** (optional) |
|  |

**NOMINATED BY** *(if different from nominee)*

|  |  |
| --- | --- |
| **Company / Organization Name** |  |
| **Contact & Title** |  | **Phone** |  |
| **Email** |  | **Website** |  |

**SUBMISSION**

**Due by**: DATE

**Send to**: Angelyn DeYoung

**Mail**: Montana Department of Commerce, PO Box 200505, Helena, MT 59620-0505

**Fax**: 406-841-2871

**Email**: adeyoung@mt.gov (no larger than 5 MB)

**Applicants may be contacted for additional details as needed.**

**EXPORTER OF THE YEAR GUIDELINES**

**Required Qualifications:**

* Only exporters with principle operations in Montana will be considered.
* Only exporters whose products / services with significant value-added in Montana will be considered.

**Preferred Qualifications:**

* Montana Exporters with Montana employee growth will receive priority consideration.
* Montana Exporters with Montana export revenue growth will receive priority consideration.
* Montana Exporters selling Montana products to multiple countries will receive priority consideration.
* Montana Exporters with significant economic and/or social impact on local or Montana communities will receive priority consideration.