



MINUTES

Montana District Export Council

June 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 September 26.
2. Provide suggestions for international webinars and trainings.

DEC Fall 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 September 26. Meetings will be up to 2 hours.

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

Topics:

- Guest Speaker: National Association of DECs discusses DEC best practices and international trade update
- DEC business
 - NADEC-hosted website
 - DEC membership terms and new member recruitment
 - DEC elections 2024
- 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.

Dianna – TowHaul, Chair

Linda – PDT, Vice Chair

Brigitta – Montana World Trade Center,
Treasurer

Carey – US Commercial Service, Executive
Secretary

Katie – Spika

Jeff – R.L. Winston Rod

Richard – Hegger Law

Jenni – Montana Manufacturing Extension
Center

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

Montana DEC Exporter of the Year

Dianna presented the **Montana DEC Exporter of the Year 2022 award** to SRS Crisafulli in Glendive.



DEC LinkedIn page

Angie reported that on the [Montana DEC LinkedIn page](#) there were 2 posts on the page in the last 12 months, with 59 followers.

National DEC

As a \$1,500 in-kind donation to the DEC, Angie will attend the [2023 NADEC Conference](#) in May in Washington DC, on the DEC's behalf.

NADEC provided information on **future Free Trade Agreements**:

- Taiwan
- United Kingdom
- European Union
- Kenya
- Countries to the Abraham Accords
- Vietnam
- Philippines

Information on current FTAs is available through [Trade.gov](#).

NADEC offers **DEC website hosting** (more information on [video](#) and [PPT presentation](#)). Angie will make a mock-up for DEC member consideration.

NADEC featured a panel on upcoming **US Commercial Service Programs**:

- [eCommerce Innovation Lab](#): focuses on advancing the expertise and knowledge of cross-border ecommerce and digital strategy among all US small and medium-sized businesses.
- [Advocacy Center Services](#): The Advocacy Center helps U.S. companies to win foreign government contracts across the globe. We work with your company to pursue foreign government contracts when you are competing against foreign firms.
- [Trade Winds](#) – Access Europe and Eurasia: Explore Business Opportunities in Türkiye and Beyond.
- [Discover Global Markets](#) (DGMs): This September, Discover Global Markets will take place in seven cities throughout the U.S. These one-day business forums will feature opportunities to connect with industry leaders, schedule one-on-one meetings with U.S. commercial diplomats and specialists based in key European markets, and network with fellow exporters.

Export Service Provider updates

Export Service Providers provided updates:

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

Upcoming International Trade Activities

Montana Pavilions at trade shows:

- [DSEI](#), September 12-15, 2023, London, United Kingdom, defense and security products
- [BioJapan](#), October 11-13, 2023, Yokohama, Japan, biotech, regenerative medicine, and health products and services
- [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)

Montana Sales Missions:

- Taiwan, tentative October/November 2023 (not available for public sharing yet)
- India, tentative February 2024
- Brazil, tentative April 2024
- United Kingdom, April/May 2024
- Norway & Sweden, May/June 2024

International Webinars & Trainings

The DEC will support export webinars and trainings.

- Enhanced screening of partners abroad, Carey's idea
- IC-DISC by UANTITAX
- Export Factoring by Rosenthal & Rosenthal
- EXIM Insurance
- FTZs, include the FTZs in Montana by Blue Tiger International