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STATE OF NEW HAMPSHIRE  
DEPARTMENT of RESOURCES and ECONOMIC DEVELOPMENT  
DIVISION OF ECONOMIC DEVELOPMENT  
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December 21, 2012

Her Excellency, Governor Margaret Wood Hassan  
and the Honorable Executive Council  
State House  
Concord, New Hampshire 03301

**REQUESTED ACTION**

Authorize the Department of Resources and Economic Development, Division of Economic Development to make a payment to Eastern Trade Council (ETC) (VC #177712) in the amount of \$10,000 for membership dues required as part of the State Trade and Export Promotion (STEP) Grant II awarded to the Department upon Governor and Executive Council approval. 100% Federal Funds

Funding is available in account titled, State Trade and Export Promotion (STEP) Grant, as follows:

		<b><u>FY 2013</u></b>
03-35-35-351010-33360000-102-5000731	Organizational Dues	\$10,000

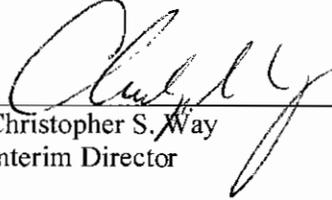
**EXPLANATION**

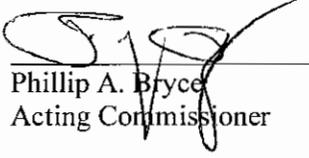
In November 2012, the Fiscal Committee and the Governor and Executive Council approved the acceptance of \$293,692 in federal funds from the US Small Business Administration -- State Trade and Export Promotion Grant II Program. The purpose of the grant is to assist the Office of International Commerce (OIC) efforts in assisting New Hampshire small businesses to prepare for new markets, comply with trade regulations, access export financing, and attend trade missions.

The membership with ETC was approved by the US Small Business Administration as the "Regional Cooperation Export Initiative" element of the grant which will enable the ETC to support the OIC development of best practices in regional export trade research and related trade development programs and services.

Respectfully submitted,

Concurred,

  
\_\_\_\_\_  
Christopher S. Way  
Interim Director

  
\_\_\_\_\_  
Phillip A. Bryce  
Acting Commissioner



Listed below are answers to standard questions required for Governor and Council organization dues and membership approval submissions:

1. How long has this organization been in existence and how long has this agency been a member of this organization?

The New Hampshire Office of International Commerce has been a member of the Eastern Trade Council for over 15 years. DRED is currently not a member of the International Economic Development Council (IEDC).

2. Is there any other organization which provides the same or similar benefits which your agency belongs to?

There is no other agency that provides the same or similar benefits as the ETC. The IEDC provides unique benefits as well.

3. How many other state's belonging to this organization and is your agency the sole New Hampshire state agency that is a member?

Nine other states all located in the Northeast belong to the ETC. It is unclear how many other states belong to the IEDC however its membership base consists of various state, county and city economic development organizations.

4. How is the dues structure established? (Standard fee for all states, based on population, based on other criteria, etc)

The ETC dues structure is the same for all participating states. IEDC Dues structure for public agencies is based upon population.

5. What benefit does the state receive from participating in this membership?

Membership includes SIDO (State International Development Organizations, Inc.) membership, travel to the annual SIDO meeting and travel to ETC quarterly meetings. The IEDC provides a number of various databases as well as research and advisory services for economic development agencies.

6. Are training or educational/ research materials included in the membership? If so, is the cost included? Explain in detail.

Yes. Participation in the Eastern Trade Council also includes access to trade statistics databases allowing for research to be conducted on market trends.

The IEDC provides courses and web based training sessions covering various topics to its members at significantly discounted prices

7. Is the membership required to receive any federal grants or required in order to receive or participate in licensing or certification exams? Explain.

Membership to either the ETC or IEDC is not required to receive federal grants or to be able to participate in licensing or certification examinations.

8. Is there any travel included with this membership fee? Explain in detail any travel to include the number of employees involved, the number of trips, destination if known and purposes of membership supported trips.

Yes. Travel to the annual SIDO meeting and travel to ETC quarterly meetings (5 trips total) for one individual is included. The annual SIDO meeting is held in Washington D.C. and the ETC quarterly meeting is located in one of the 10 northeastern States. Travel costs are not included for IEDC membership.

9. Which state agency employees are directly involved with this organization? (Indicate if they are members, voting members, committee members, and/or officers of the organization.)

The Office of International Commerce Program Manager is a voting member of the Eastern Trade Council. IEDC programs and services are available to any member of DRED who wishes to participate.

10. Explain in detail any negative impact to the State if the Agency did not belong to this organization.

The Office of International Commerce would have very limited access to statistical information and other sources of research that it could not afford without membership to ETC. Not being able to participate as a member of the IEDC would also restrict the number of critical information sources available to the agency.



December 13, 2012

Tina Kasim  
International Trade Resource Center  
Department Program Manager  
172 Pembroke Road  
Concord, NH 03301

## New Hampshire

### INVOICE

Membership dues to support professional development for best practices in regional export trade research and related trade development programs and services .....\$10,000

**Amount Due: .....\$10,000.00**

*(Federal Identification Number: 36-6000818)*

Please make check payable to **Eastern Trade Council** and send to:

Council of State Governments  
Eastern Regional Conference  
100 Wall Street, 20<sup>th</sup> Floor  
New York, NY 10005  
*Attention: Melanie Lopez*

***Thank You For Your Continued Support.***