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STATE OF NEW HAMPSHIRE
DEPARTMENT OF BUSINESS AND ECONOMIC AFFAIRS
DIVISION OF ECONOMIC DEVELOPMENT
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TAYLOR CASWELL
Commissioner

WILDOLFO ARVELO
Director

April 11, 2018

His Excellency, Governor Christopher T. Sununu
and the Honorable Executive Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Business and Economic Affairs, Division of Economic Development, Office of International Commerce (OIC) to renew a **RETROACTIVE** membership with The Council of State Governments d/b/a Eastern Trade Council (ETC) (VC #177712), New York, NY in the amount of \$5,000 to provide regional export trade research and related trade development programs upon Governor and Executive Council approval through December 31, 2018. **100% General Funds**

Funding is available as follows:

03-22-22-220510-14490000
Office of International Commerce
026-500251 Organizational Dues

FY 2018

\$5,000

EXPLANATION

The ETC is the accelerator for regional international trade and policy development that leverages economies of scale, reduces costs, bolsters competitive advantages, and increases efficiencies. By working collaboratively as a regional organization, the mission is to increase exports, thereby creating and retaining jobs, and enhancing the region's global competitiveness.

ETC enhances state trade programs and increases exports by sharing trade development data and best practices, jointly promoting regional products and services, and collectively advocating for federal trade promotion programs and policies that benefit the region. The ETC is supported by annual appropriations from its 11 member jurisdictions.

Listed below are answers to standard questions required for Governor and Executive 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 organization has been in existence for eighteen (18) years; and OIC has been a member for 18 years.

2. Is there any other organization which provides the same or similar benefits which your agency belongs to? No, there are no other organizations that OIC belongs to which offers the same or similar benefits on the regional trade level. However, under a separate submittal, OIC is requesting approval for membership dues to the State International Development Organization (SIDO) which would provide representation on the national level.
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 (including all New England states) are members of the organization. The Office of International Commerce is the only New Hampshire agency that is a member.
4. How is the dues structure established? (*Standard fee for all states, based on population, based on other criteria, etc.*) The dues are established based on population; for example New York State pays higher membership dues compared to smaller states such as New Hampshire and Vermont.
5. What benefit does the state receive from participating in this membership? The ETC allows OIC to offer additional trade programs/activities to NH businesses looking to gain access to international markets.
6. Are training or educational/ research materials included in the membership? If so, is the cost included? Explain in detail. Research materials and data are provided through ETC, and the costs are considered part of the membership dues.
7. Is the membership required to receive any federal grants or required in order to receive or participate in licensing or certification exams? Explain. No, the membership is not required to receive any federal grants in order to receive or participate in licensing or certification exams.
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. No, travel expenses are not included in this membership fee.
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.) Tina Kasim, Program Manager for the Office of International Commerce.
10. Explain in detail any negative impact to the State if the Agency did not belong to this organization. The ETC is an organization made up of the 10 north eastern states and works collaboratively to increase exports, thereby creating and retaining jobs, and enhancing global competitiveness. The convergence of ETC members' expertise builds critical mass, facilitates innovation, and expands export opportunities. Collectively, ETC member states and jurisdictions rank in the top five world economies.

ETC enhances state trade programs and increases exports by sharing trade development data and best practices, jointly promoting regional products and services, and promoting regional trade promotion programs and policies that benefit the region. Without being a member of ETC, New Hampshire businesses would not have access to new, additional opportunities to access new markets and international business development, thereby affecting the growth of their businesses.

Respectfully Submitted,


 Wildolfo Arvelo
 Director of Economic Development

Concurred,


 Taylor Caswell
 Commissioner 



The Council of State Governments

Eastern Regional Conference

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January 11, 2018

STATE OF NEW HAMPSHIRE

Invoice

State membership dues to Eastern Trade Council:

Dues include the development of trade programs for businesses from the 10 North Eastern States including market research, business development via trade show/trade mission participation.

Amount.....**\$5,000.**

The ETC works collaboratively to increase exports, thereby creating and retaining jobs, and enhancing global competitiveness. The convergence of ETC members' expertise builds critical mass, facilitates innovation, and expands export opportunities. Collectively, ETC member states and jurisdictions rank in the top five world economies.

ETC enhances state trade programs and increases exports by sharing trade development data and best practices, jointly promoting regional products and services, and collectively advocating for federal trade promotion programs and policies that benefit the region.

(Federal Identification Number: 36-6000818)
Thank You for Your Continued Support.

Please make check payable to:
CSG/ERC

and return to:
**Council of State Governments
22 Cortlandt Street – 22nd Floor
New York, NY 10007
Attn: Jack Aitken**