



New Hampshire Department of  
**BUSINESS AND  
 ECONOMIC AFFAIRS**

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June 12, 2024

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

**REQUESTED ACTION**

For inclusion on the Governor and Council Consent Calendar, pursuant to MOP 1200, I.D., and MOP 150, V.A.2., authorize the Department of Business and Economic Affairs, Division of Economic Development, Office of International Commerce (OIC) to pay The Council of State Governments d/b/a Eastern Trade Council (ETC) (VC # 177712), New York, NY, the amount of \$5,250 for Fiscal Year 2025 membership dues effective upon Governor and Executive Council approval for the period July 1, 2024 through June 30, 2025.

**100% General Funds:**

Funding is available in account, Office of International Commerce, as follows:

03-22-022-220510-14490000-026-500251 – Membership Fees

FY 2025  
 \$5,250

**EXPLANATION**

The Eastern Trade Council (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 North Atlantic region. The ETC has created programs in the past that allow for interested companies to access and find customers and partners in emerging markets for a lower cost than might otherwise be available. ETC is also working on a program to help strengthen economic and business ties to Canada and supporting businesses throughout the region, including in New Hampshire, in expanding the presence in this significant market. Additionally, ETC provides the State of New Hampshire with data resources on the state imports and exports as well as the volume of trade through various ports-of-entry which OIC, and New Hampshire broadly, can use to target its own programs. ETC is supported by annual appropriations from its eleven (11) member jurisdictions.

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

100 North Main Street, Suite 100  
 Concord, New Hampshire 03301

603.271.2341

visitnh.gov nheconomy.com choosenh.com

1. How long has this organization been in existence and how long has this agency been a member of this organization? *The organization has existed for twenty-five (25) years and OIC has been a member for twenty-five (25) 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 level. OIC is also a member of the State International Development Organizations, Inc. (SIDO) which provides representation at a national level and is focused on information sharing and advocacy, but they do not provide programming or research and data tools like ETC does.*
3. How many other states belong to this organization and is your agency the sole New Hampshire state agency that is a member? *Ten other states are members of the organization, including all New England states, Pennsylvania, and New Jersey. OIC is the only New Hampshire agency that is a member.*
4. How is the dues structure established? *The dues are established based on population; for instance, Pennsylvania pays higher dues than New Hampshire or Vermont.*
5. What benefit does the state receive from participating in this membership? *Programming: ETC allows OIC to offer additional trade programs and activities to NH businesses looking to gain access to international markets at a lower price than would otherwise be available given the bargaining power of a regional group. Data: Research materials and trade data, discussed below, are provided to New Hampshire as part of its membership dues.*
6. Are training or educational research materials included in the membership? If so, is the cost included? Explain in detail. *Research materials, access to state-level and port-level trade data and select training opportunities are provided through ETC, and the costs are included as part of the membership dues. ETC is also working on identifying data sources to provide information on services exports (including travel and tourism), which has not been available readily before, and on foreign investment inflows. These data will be provided to New Hampshire as a part of its membership dues and can strengthen the ability of OIC to develop and carry out programs to expand international business opportunities.*
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 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 is included with 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.) *The Program Manager for the OIC is directly involved with the organization. The Program Manager is a member of the Board of Directors and currently serves as Vice Chair of ETC.*

10. Explain in detail any negative impact to the State if the Agency did not belong to this organization. *ETC is an organization made up of eleven (11) northeastern 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.*

*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. Additionally, New Hampshire would need to purchase state-level and port-level data on its own, at a significantly higher price than ETC member states are able to get it as a group.*

Respectfully Submitted,



Taylor Caswell  
Commissioner



# EAST

DATE: May 22, 2024  
 TO: STATE OF NEW HAMPSHIRE  
 FROM: David Biette, Director, CSG East  
 RE: Eastern Trade Council FY 2025 Invoice

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Invoice

FOR: Contribution to The Council of State Governments Eastern Regional Conference (CSG-East)  
 Eastern Trade Council (ETC)

Fiscal Year 2025 (July 1, 2024 – June 30, 2025) .....\$5,250.00

(Federal Identification Number: [REDACTED])

**Thank you for your continued support**

Please make check payable to:

*The Council of State Governments East*

and return to:

The Council of State Governments East  
 22 Cortlandt Street, 22nd Floor  
 New York, NY 10007  
**Attn: Liz Ramos Mejia**

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Bill Ferguson, President of the Senate, Maryland, *Co-Chair*  
 Adrienne A. Jones, Speaker of the House, Maryland, *Co-Chair*

David N. Biette, *Director*

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