



May 28, 2026

Her Excellency, Governor Kelly A. Ayotte
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 State International Development Organizations (SIDO) (VC # 285335), Lexington, KY, in the amount of \$5,000 for Fiscal Year 2027 membership dues upon Governor and Executive Council approval for the period of July 1, 2026, to June 30, 2027. **100% General Funds.**

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

03-22-22-220510-14490000-026-500251 - Organizational Dues	<u>FY 2027</u> \$5,000
---	---------------------------

EXPLANATION

SIDO is the only national organization focused exclusively on state international trade development. SIDO helps state international trade agencies better serve American exporters by sharing innovative ideas and resources, developing the skills of state trade professionals, advocating the interests of states in trade promotion, and facilitating multi-state collaboration.

SIDO provides professional development training for OIC staff on international trade issues and provides support to staff on how to help address concerns of New Hampshire’s small businesses engaged in trade. On multi-state collaboration, SIDO helps organize opportunities for states and for their respective business communities by providing low-cost access to international trade shows that would otherwise be too expensive for small businesses to participate in.

Additionally, SIDO provides a forum for state international trade practitioners to learn from each other for the benefit of local, regional, and national economies. SIDO also works to advocate for the states before Congress and other U.S. Federal Government agencies to help ensure that resources are made available for New Hampshire and other states. SIDO’s main advocacy efforts are focused on simplifying administrative procedures and expanding funding for the U.S. Small Business Administration’s State Trade Expansion Program (STEP) grant, which OIC uses to directly support New Hampshire business export and trade expansion efforts.

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? *SIDO has been in existence since 2000. The Office of International Commerce has been a member for eight (8) 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 national trade level. However, OIC is a member of the Eastern Trade Council (ETC), which provides trade support specifically on the Northeast regional level. Additionally, the ETC does not provide the advocacy or training support that SIDO offers.*
3. How many other states belong to this organization and is your agency the sole New Hampshire state agency that is a member? *Every U.S. state (49 + New Hampshire), and three U.S. territories, are dues-paying members of the organization. The Office of International Commerce at BEA 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, and other criteria.) *The dues structure is a standard fee required of all states.*
5. What benefit does the state receive from participating in this membership? *Advocacy: SIDO is the voice of state trade professionals in Washington, D.C advocating greater state-federal collaboration. This collaboration includes helping state foster close relationships with federal officials to understand trade-promotion agendas and programs. Additionally, SIDO is a strong voice on behalf of state trade professionals in support of continuing federal funding for small business exporters. New Hampshire benefits from this federal funding in that it allows OIC to directly support businesses in the state. Training: SIDO organizes formal training seminars for state trade professionals and provides opportunities to attend training programs organized by the US Department of Commerce. Resources: SIDO utilizes surveys and studies to provide trade agencies with up-to-date information on funding opportunities, latest trade trends and best practices. Additionally, SIDO offers training programs for businesses that OIC serves as well as provides low-cost entries to international trade shows that OIC would not otherwise be able to provide.*
6. Are training or educational/ research materials included in the membership? If so, is the cost included? Explain in detail. *Research materials, data and select training opportunities (such as effective implementation of federal grant programs) are provided through SIDO, 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 or 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. *Travel is not included with this membership fee.*

Her Excellency, Governor Kelly A. Ayotte
and the Honorable Executive Council

May 28, 2026
Page 3 of 3

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 Office of International Commerce, and one (1) International Trade Officer for the Office of International Commerce, are directly involved with the organization. The Program Manager is a voting member of the organization. Additionally, the Program Manager is a member of the Board of Directors of the organization.*
10. Explain in detail any negative impact to the State if the Agency did not belong to this organization. *SIDO is an organization made up of 50 states and 3 U.S. territories and works collaboratively to increase exports, thereby creating and retaining jobs, and enhancing global competitiveness. The convergence of SIDO members' expertise builds critical mass, facilitates innovation, and expands export opportunities.*

SIDO enhances state trade programs by advocating on behalf of the states on issues such as trade barriers, sharing trade development data, best practices and advocating for federal funding of international trade programs. Additionally, SIDO provides training to OIC on trade-related matters, and on grant writing. Lastly, SIDO provides benefits to companies in SIDO member states such as discounted participation fees at trade shows; without being a member of SIDO, 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,



Lucy C. Lange
Commissioner



The Council of State Governments
Attn: State International Development Organizations (SIDO)
1776 Avenue of the States
Lexington, KY 40511
Phone: (859) 244-8000

**To: Mr. Adam Boltik
New Hampshire
Division of Economic Development
100 North Main Street, Suite 100
Concord, NH 03301**

Invoice Date: May 18, 2026
Invoice Number: 11287-FY27-32

SIDO FY27 Membership

For: SIDO Membership Dues July 1, 2026 - June 30,
2027

Total Due: \$5,000

Thank You for Your Continued Support!

Please reference the invoice number with your payment.

To submit payment via electronic funds transfer:

SIDO uses Traditional Bank, Mt. Sterling, KY

Routing number:

Account number:

To remit payment via check:

State International Development Organizations

The Council of State Governments

1776 Avenue of the States

Lexington, KY 40511

If you have questions regarding this invoice or if you need assistance completing any documentation, please contact Tina Salisbury at tsalisbury@csg.org