



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 Eastern Trade Council (ETC) (VC # 177712), New York, NY, in the amount of \$5,000 for Fiscal Year 2027 membership dues effective 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
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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. ETC has created programs in the past that allow for, for instance, 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 to 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. ETC also 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:

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-seven (27) years and OIC has been a member for twenty-seven (27) 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, New York, Pennsylvania, Delaware, Maryland, and New Jersey. The Office of International Commerce 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 (including regional trade missions to priority markets in Europe) 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. These materials now include access to data on services exports- which can include looking at the impact of New Hampshire's financial services, tourism, and education industries support international trade- as well as estimated jobs impact of international trade. 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 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 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 Office of International Commerce is directly involved with the organization. The Program Manager is a member of the Board of Directors and currently serves as 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 nine (9) 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, including through the development of regional trade missions or trade promotion programs.*

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,



Lucy C. Lange
Commissioner



EAST

The Council of State Governments East
Eastern Trade Council
22 Cortlandt Street, Floor 22
New York, NY 10007

INVOICE

Invoice Date: May 19, 2026
Invoice Number: 10911-05

Federal Tax ID Number: 36-6000-818

To: State of New Hampshire

Attn: Adam Boltik
International Trade Resource Manager
Office of International Commerce
Division of Economic Development
Department of Business and Economic Affairs
100 North Main Street, Suite 100
Concord, NH 03301

DESCRIPTION	AMOUNT
Annual invoice for the Fiscal Year 2027 membership dues for participation in The Council of State Governments East (CSG East) Eastern Trade Council (ETC), covering the period of July 1, 2026 through June 30, 2027	\$5,000.00

Please reference the invoice number with your payment.

To submit payment via electronic funds transfer:

CSG uses Traditional Bank, Mt. Sterling, KY
Routing number:
Account number:

To remit payment via check:

The Council of State Governments
22 Cortlandt Street, Fl 22
New York, NY 10007

Attn: Jacqueline Odanga

If you have questions regarding this invoice or if you need assistance completing any documentation, please contact Fiona McCall at 646-383-5727 or fmccall@csge.org.

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