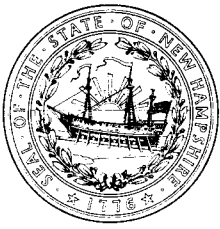


65 [initials]



STATE OF NEW HAMPSHIRE
DEPARTMENT of RESOURCES and ECONOMIC DEVELOPMENT
DIVISION OF ECONOMIC DEVELOPMENT
172 Pembroke Road P.O. Box 1856 Concord, New Hampshire 03302-1856

603-271-2341
FAX: 603-271-6784
www.nheconomy.com

July 17, 2014

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 renew a membership with The Council of State Governments d/b/a Eastern Trade Council (ETC) (VC #177712), New York, NY in the amount of \$10,000 to provide the Office of International Commerce with regional export trade research and related trade development programs upon Governor and Executive Council approval through June 30, 2015. 100% General Funds

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

03-35-35-350510-36120000-026-500251	Organizational Dues	<u>FY 2015</u> \$10,000
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EXPLANATION

The ETC is the accelerator for regional trade development and policy that leverages economies of scale, reduces costs, bolsters competitive advantages, and increases efficiencies. 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. The ETC is supported by annual appropriations from its 11 member jurisdictions.

Attached for your information is the completed questionnaire for organizational dues and membership requests and a copy of the invoice.

Respectfully Submitted,

Concurred, [initials]

Carmen Lorentz
Director

Jeffrey J. Rose
Commissioner



TDD ACCESS: RELAY NH 1-800-735-2964 recycled paper

DIVISION OF ECONOMIC DEVELOPMENT 603-271-2341

ORGANIZATIONAL DUES AND MEMBERSHIPS

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?**

Fifteen (15) years.

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

No

- 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. NH Office of International Commerce (NH OIC) 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 Eastern Trade Council (ETC) allows for NH 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

- 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

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 NH OIC - currently serving as the ETC Chairperson through December 2014. Beginning in January 2015, Kasim will be known as a board member.

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 collectively advocating for federal 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.



The Council of State Governments

Eastern Regional Conference

100 Wall Street, 20th Floor
New York, NY 10005
T: (212) 482-2320
F: (212) 482-2344
www.csgeast.org

July 14, 2014

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.....\$10,000

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
100 Wall Street – 20th Floor
New York, NY 10005
Attn: Jessica Joly**