



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



January 06, 2020

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 **retroactively** renew a membership with The Council of State Governments d/b/a Eastern Trade Council (ETC), (VC #177712), New York, New York, in the amount of \$5,000.00 to provide regional export trade research and related trade development programs, effective upon Governor and Executive Council approval, from July 1, 2019 through June 30, 2020.  
**100% General Funds.**

Funding to be budgeted as follows:

	<u>FY2020</u>
03-22-22-220510-14490000	
Office of International Commerce	
026-500251 Organizational Dues	\$5,000

**EXPLANATION**

This request for dues is retroactive due to receiving the invoice on January 03, 2020. The Office of International Commerce (OIC) will be continuing its membership with the Eastern Trade Council (ETC) commencing July 1, 2019 through June 30, 2020.

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. ETC is supported by annual appropriations from its eleven (11) member jurisdictions.


Listed below are answers to questions which may be of assistance for The Governor and Executive Council in considering the approval of organizational dues and membership 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 twenty (20) years; and OIC has been a member for 20 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 offer the same or similar benefits at 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?** Eleven (11) 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?** 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 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.)** 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.** ETC is an organization made up of the 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.

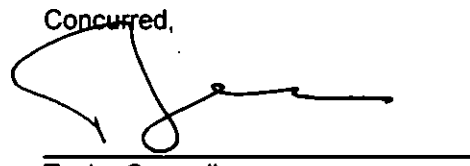
Respectfully Submitted,



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Wildolfo Arvelo  
Director of Economic Development

Concurred,



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Taylor Caswell  
Commissioner  
(HCO)



# Eastern Regional Conference

THE COUNCIL OF STATE GOVERNMENTS

## STATE OF NEW HAMPSHIRE

### Invoice

January 3, 2020

FOR: Contribution to the Council of State Governments' Eastern Regional Conference (CSG/ERC) Eastern Trade Council (ETC)

Fiscal Year July 1, 2019 – June 30, 2020.....\$5,000.00

*(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 – 22<sup>nd</sup> Floor  
New York, NY 10007  
Attn: Jack Aitken**

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