



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

1D



March 4, 2019

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 enter into membership with The Council of State Governments d/b/a State International Development Organization (SIDO) (VC # 285335), Lexington, KY in the amount of \$3,000.00 to provide national export trade research and related trade development programs upon Governor and Executive Council approval for the period of July 1, 2019 through June 30, 2020.
100% General Funds.

Funding is available as follows:

**03-22-22-220510-14490000
Office of International Commerce
026-500251 Organizational Dues**

FY 2019

\$3,000.00

EXPLANATION

The State International Development Organizations, Inc. (SIDO) is the premiere U.S. organization dedicated to supporting state international trade agencies. 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, and provides a forum for state international trade practitioners to learn from each other and directly impact local and national economies.

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 Office of International Commerce has been a member for one (1) year.
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, under a separate submittal, OIC is requesting approval for membership dues to the Eastern State Council (ETC) which would provide trade support specifically on the regional level. OIC was advised to submit two separate items for these approvals, even though they both fall under the Council of State Governments.
3. **How many other state's belonging to this organization and is your agency the sole New Hampshire state agency that is a member?** Thirty-eight other states (including all New England states) are members of the organization. The Office of International Commerce is the only New Hampshire agency that would be a member.
4. **How is the dues structure established? (*Standard fee for all states, based on population, based on other criteria, etc.*)** The dues structure is based on a standard fee for 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. 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.
6. **Are training or educational/ research materials included in the membership? If so, is the cost included? Explain in detail.** Research materials, data and training opportunities 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 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; Nathaniel Nelson, International

Trade Officer for the Office of International Commerce; and Rachel Adams, International Trade Officer 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.** SIDO is an organization made up of 38 states 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 international trade programs. 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,



Wildolfo Arvelo
Director of Economic Development

Concurred,


Taylor Caswell
Commissioner


Invoice No. 95433

INVOICE

Ship **Ms. Tina Kasim**
To: **Department of Business and Economic
Affairs
Division of Economic Development
172 Pembroke Road
Concord, NH 03302-1856**

Account No.	Purchase Order No.	Order Date	Order Number	Terms	Invoice Date	Order Type	
97272		02/21/2019	108266	Net 30	02/21/2019		
Qty Ordered	Qty Shipped	Back- Ordered	Item Code Description			Unit Price	Extended Price
1	1		SIDOFY20 SIDO Membership Dues, July 1, 2019 - June 30, 2020			3,000.00	3,000.00
Line Item Total	Freight	Handling	Restocking/ Cancellation Fee	Tax	Subtotal	Amount Received	Amount Due
3,000.00					3,000.00		3,000.00