

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

Yes. The State International Development Organization; however, they focus on international trade issues and policy development affecting the entire U.S. and its territories, while ETC focuses on the Northeast. ETC also develops programs, which directly benefit New Hampshire businesses in real time, i.e. access to business-to-business matchmaking in various countries.

- 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 – served as the ETC Chairperson through December 2014.

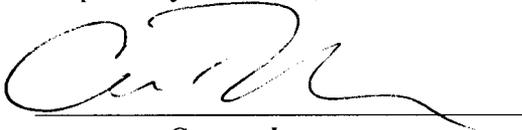
10. Explain in detail any negative impact to the State if the Agency did not belong to this organization.

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.

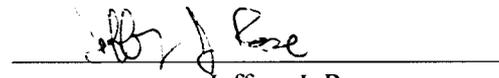
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Respectfully Submitted,



Carmen Lorentz
Director

Concurred,



Jeffrey J. Rose
Commissioner



The Council of State Governments

Eastern Regional Conference

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November 16, 2015

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.....**\$5,000.**

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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.*

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