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### DEC Mission Statement

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The Montana DEC will **support Montana exporters** and **provide a collective Montana exporter voice** to advise on **export education** needs and disseminate education opportunities to its collective networks; and to **advise policy makers on export policies** under consideration and provide suggestions for future legislation.

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### Next meeting

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The Montana DEC spring meeting will be the **week of April 12<sup>th</sup>**. DEC members are encouraged to [indicate in this survey their preferred date](#). More information, including the agenda, will be sent at least 2 weeks prior to the meeting.

### Topics

- **Guest speaker:** Provided that schedules align, Patricia Brewer, U.S. SBA will provide a summary of [SBA's export loan programs](#).
- **STEP grant spotlight:** Angie will provide an overview of the International Compliance Testing grant and upcoming events and activities
- **USDOC service spotlight:** Carey will provide an overview of the website globalization review
- **Virtual tour of DEC member's facility:** volunteers are appreciated
- **Other:** please provide suggestions prior to April 1

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### Attendees

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#### Official DEC Members\*

Barry – Woods' Powr Grip, Chair

Richard – The Law Office of Richard Hegger, Vice Chair

Carey – US Commercial Service, Executive Secretary

Katie – Spika Design & Manufacturing

Joel – Ascent Vision

Linda – Paradise Dental

Adam – Resonon

Dianna – TowHaul

Mara – Enell

Angie – Montana Dept of Commerce-ExportMontana

Brigitta – MounTerra & Montana World Trade Center

*\*Official DEC membership, controlled by the US Department of Commerce, can be accepted in June in even-numbered years.*

#### Guests

Harold – Diversified Plastics (filling vacancy for past member from Diversified Plastics)

Brent – SBA-Montana

Katie – ExportMontana

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## DEC Executive Committee Election

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As the new Executive Committee will be installed during the next DEC meeting in April, DEC members must complete the following tasks on the indicated timeline:

- By March 19, [submit nominations](#) for Executive Committee elections.
- By April 1, vote for the Executive Committee (Angie will send a link to the survey once the nominations process is complete).

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## Guest Speaker: James Crean, British Consulate General San Francisco

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James provided an overview of current trade policy issues with the United Kingdom, including the [UK Conformity Assessments](#), Trademarks and IP Protections, etc.

He provided key points on patent filings changes due to Brexit:

- Companies will still be able to file patent applications directly at the [UK IPO](#), [EPO](#) or via the [PCT](#) route.
- Companies will be able to file registered trademark applications directly at the UK IPO or via the [Madrid protocol](#).
  - Companies will no longer be able to get coverage for a registered trade mark in the UK through an EU Trade Mark (via the EU IPO route). ([more info here](#))
  - Note that anything registered through the EU IPO prior to the 1<sup>st</sup> January 2021 has been converted into a UK Trade Mark.
  - EUTMs that have stemmed from a Madrid protocol application will be treated the same as above ([more info here](#)).

James also mentioned that if you have contracts with distributors or reps in the UK, you may need to re-address some aspects of the contracts such as the governing body (e.g. no longer EU), etc.

With additional questions, DEC members can reach out directly:

**James Crean | First Secretary, Trade Policy | British Consulate General San Francisco**

1 Sansome Street, Suite 850 | Financial District | San Francisco, California | 94104

+1 (415) 260-6612 | ECHO: 8745 2484 | [james.crean@fco.gov.uk](mailto:james.crean@fco.gov.uk)

Angie provided the [US Trade Representative's summary](#) on the current status of the **US-UK Free Trade Agreement**: On May 5, 2020, United States Trade Representative Robert Lighthizer and United Kingdom Secretary of State for International Trade Elizabeth Truss announced the formal launch of trade agreement negotiations between the United States and the United Kingdom. Since the launch, U.S and UK negotiators have held four sets of negotiating sessions in May, June, July-August, and September 2020 and plan to continue negotiating sessions on a similar schedule, as the teams work to agree on a comprehensive, ambitious trade agreement.

Also, Carey shared [Brexit FAQ](#), including answers about VAT.

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## Treasurer's Report

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Brigitta indicated that the DEC treasury balance has not changed in several years.

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## STEP Grant Update

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Angelyn provided an update on [ExportMontana's STEP grant](#) with a spotlight on the Website Globalization grant. ExportMontana received a STEP grant from the US SBA for \$525,814 for Sept 30, 2020 – Sept 29, 2022 for:

- The reimbursement rate, historically at 50%, is now 75%.
- Funding grants for individual Montana exporters for:
  - International Trade Show Exhibition (including virtual) – up to \$10,000 reimbursement + up to \$2,000 travel stipend
  - Language Translation Services & Production Fees – up to \$6,000 reimbursement
  - U.S. Commercial Service Programs – up to \$5,000 reimbursement + up to \$2,000 travel stipend
  - International Compliance Testing & Patent Fees – up to \$6,000 reimbursement
  - **Website Globalization** & Montana Online Global Program – up to \$6,000 reimbursement
  - International Travel Stipend – up to \$2,000 reimbursement
- Hosting Montana Pavilions for Montana exporter industry groups:
  - (Planning) July 2021, Peru, ExpoMina, mining industry
  - (Planning) August 2021, Canada, Alberta Gift + Home Show, Made in Montana products
- Hosting Montana Sales Missions for Montana exporters
  - (Confirmed) February 2021, South Africa, Virtual Sales Mission, for any company selling into South Africa
  - (Planning) May 2021, India, Virtual Sales Mission, for any company selling into India
  - (Planning) May 2021, United Kingdom, Virtual Sales Mission, for any company selling into UK

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## USDOC Services

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Carey provided an update on US Department of Commerce services, including a spotlight on the International Company Profile service. Barry also provided his insights on the effectiveness of the RAISE program.

- [Initial Market Check](#): initial assessment of the market potential
- [International Company Profile](#): background check on a foreign company
- [International Partner Search](#): introductions to potential international reps, distributors, etc.
- [Gold Key Matching Service](#): in-country meetings with potential international reps, distributors, etc.
- [RAISE](#): customized international market research service
- Website Globalization Review: analysis of website for international reach
- These are all eligible for 75% [STEP grant](#) reimbursement, too

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## Exporter of the Year

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Angie's team sent out the call for applications for the [DEC Exporter of the Year](#) in January (see Attachment 1). DEC will review applications after the March 1 deadline and determine the winner during the April meeting. If travel restrictions lift by July 2021, DEC members will present the award at the winner's location.

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## National DEC

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Montana DEC is a member of the [National Association of District Export Councils](#), with Richard as our delegate. The October 2020 NADEC virtual Fall forum recording is available [here](#). Upcoming is their *Developing Your Local DEC Website Webinar*; [register here](#).

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## DEC Advocacy

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The Montana DEC's mission includes advocacy for international trade policy issues.

From the August 2020 meeting, the DEC advocated strongly in opposition to the below bills. Neither will progress.

- [H.R.7408 - Foreign Trade Modernization Act of 2020](#)
- [H.R.7549 - Foreign Trade Modernization Act of 2020](#)

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## Webinars & Trainings

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The DEC intends to partner with export service providers for international trade webinars and trainings.

### **Completed Trainings**

EXIM Bank Opportunities  
RAISE international market research service  
STEP grant opportunities

### **Upcoming Trainings**

SBA export loan programs webinar, early 2021  
International website localization (in person), late 2021  
Riddle of the Exporter (in person), late 2021

# ATTACHMENT 1

## DEC Exporter of the Year Recruitment & Application



Hello, Montana exporters! Have you significantly grown your exports in 2020? If so, you may be eligible for the Montana Exporter of the Year Award.

### The Montana Exporter of the Year Award

#### Due Date & Application

March 1, 2021 | Application is [available for download here](#).

#### Questions?

Review the guidelines (page 5). If you have any questions about the nomination process, please contact ExportMontana: 406-841-2724, [exportmontana@mt.gov](mailto:exportmontana@mt.gov).

#### How do I submit the application?

No later than March 1, 2021, send your application to ExportMontana, who will submit them to the [Montana District Export Council's](#) Review Committee for consideration.

ExportMontana Montana Department of Commerce PO Box 200505  
Helena, MT 59620-0505 Fax: 406-841-2871 | Email: [exportmontana@mt.gov](mailto:exportmontana@mt.gov)

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### Join the Montana District Export Council

Do you want to be part of the Montana DEC's mission to support Montana exporters and provide a collective Montana exporter voice to advise on export education needs and disseminate education opportunities to its collective networks; and to advise policy makers on export policies under consideration and provide suggestions for future legislation? Join the Montana DEC!

Learn about the Montana DEC [here](#).

Register your interest with [ExportMontana](#) by June 1, 2021, after which you will receive an application to join.



**MONTANA DISTRICT  
EXPORT COUNCIL**  
10 West 15th Street  
Suite 1100  
Helena, Montana 59626

December 1, 2020

Montana Exporter:

The Montana District Export Council (MDEC) is seeking nominations for the **2020 State of Montana Exporter of the Year Award**. This award recognizes a Montana firm that has made a significant contribution to the economic growth and prosperity of the state through its international marketing activities. All Montana firms that sell products or services in foreign markets are encouraged to apply.

The official Montana Exporter of the Year nomination form is attached to this cover letter, but nominations may be submitted without this form if they include the data requested on the official nomination form. Exporters may nominate themselves for the award.

All nominations should be sent to Angelyn DeYoung, member of the MDEC, at [ADeYoung@mt.gov](mailto:ADeYoung@mt.gov).

**The deadline for nominations is March 1, 2021.**

If you have any questions about the nomination process, please contact one of the DEC officers below:

- Carey Hester, MDEC Executive Secretary: 406-370-0097 or [Carey.Hester@trade.gov](mailto:Carey.Hester@trade.gov)
- Angelyn DeYoung, Montana Dept of Commerce: 406-841-2783 or [ADeYoung@mt.gov](mailto:ADeYoung@mt.gov)

The Montana DEC will support Montana exporters and provide a collective Montana exporter voice to advise on export education needs and disseminate education opportunities to its collective networks; and to advise policy makers on export policies under consideration and provide suggestions for future legislation.

Sincerely,  
Barry Wood, MDEC Chair



**2020 MONTANA EXPORTER  
OF THE YEAR AWARD**

*In recognition of Montana companies for their contribution to the state's economic growth and prosperity through the sale of Montana products or services abroad*

**NOMINEE INFORMATION**

<b>Company Name</b>						
<b>Company Contact &amp; Title</b>				<b>Phone</b>		
<b>Email</b>				<b>Website</b>		
<b>Are Company Headquarters in Montana?</b>				<b>Yes</b>	<b>No</b>	
<i>Only exporters with principle operations in Montana will be considered.</i>						
<b>Street Address</b>						
<b>City, State, Zip</b>						
<b>Number of Montana Employees</b>						
<i>Montana Exporters with Montana employee growth will receive priority consideration.</i>						
<b>2017</b>		<b>2018</b>			<b>2019</b>	
<b>Product(s) / Service(s) Exported</b>						
<b>Schedule B # of products exported</b>						
<i>Contact <a href="http://ExportMontana.com">ExportMontana</a> for help with this #, if needed</i>						

<b>What percent of the product's / service's value was added in Montana?</b>		%
<i>Only exporters whose products / services with significant value-added in Montana will be considered.</i>		
<b>Total Revenue from Montana Exports</b>		
<i>Montana Exporters with Montana export revenue growth will receive priority consideration.</i>		
<b>2017</b>	<b>2018</b>	<b>2019</b>
\$	\$	\$
enter export % of total revenue here	enter export % of total revenue here	enter export % of total revenue here
<b>Countries Montana Product Exported To</b>		
Please list the top 10 countries.		
<i>Montana Exporters selling Montana products to multiple countries will receive priority consideration.</i>		
<b>Company Narrative</b>		
Please tell us about your company as a Montana exporter ( <i>limit: 1000 words</i> ).		
<i>Montana Exporters with significant economic and/or social impact on local or Montana communities will receive priority consideration.</i>		

**Other Comments (optional)**

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**NOMINATED BY** *(if different from nominee)*

<b>Company / Organization Name</b>			
<b>Contact &amp; Title</b>		<b>Phone</b>	
<b>Email</b>		<b>Website</b>	

**SUBMISSION**

**Due by:** March 1, 2021

**Send to:** Angelyn DeYoung

**Mail:** Montana Department of Commerce, PO Box 200505, Helena, MT 59620-0505

**Fax:** 406-841-2871

**Email:** [adeyoung@mt.gov](mailto:adeyoung@mt.gov) (no larger than 5 MB)

**Applicants may be contacted for additional details as needed.**

## **EXPORTER OF THE YEAR GUIDELINES**

### **Required Qualifications:**

- Only exporters with principle operations in Montana will be considered.
- Only exporters whose products / services with significant value-added in Montana will be considered.

### **Preferred Qualifications:**

- Montana Exporters with Montana employee growth will receive priority consideration.
- Montana Exporters with Montana export revenue growth will receive priority consideration.
- Montana Exporters selling Montana products to multiple countries will receive priority consideration.
- Montana Exporters with significant economic and/or social impact on local or Montana communities will receive priority consideration.