I. **Roll Call and welcome.**
President David Kniepkamp opened the meeting at 9:00 A.M. and asked that roll be taken. Secretary Dahl took roll and stated a quorum was established with the following present:

**Council Members**
- Mark Kern
- Tim Cantwell (phone)
- David Miller
- Paul Toskin
- Dennis Wilmsmeyer
- David Kniepkamp

**Ex-officios**
- Margaret Gottlieb
- Silvia Torres
- Terry Beach

**Visitors:**
- Mark Spizzo, America’s Central Port

President Kniepkamp recognized St. Clair County Chair Mark Kern and Madison County Chair Alan Dunstan and provided them with an opportunity for comments. Questions were addressed on Mid America Airport, the NGA project, the levees, and the Amazon attraction. Next, Council member and host Dennis Wilmsmeyer was asked to give a brief welcome and an update on America’s Central Port’s activities. Each attendee received a copy of the Port’s marketing brochure outlining activities and available sites.

II. **Presentation** by Margo Markopoulos, Office of Trade and Investment, ILDCEO.
President Kniepkamp then gave the floor to ex-officio member Margo Markopoulos of the Illinois Office of Trade and Investment to speak on Illinois
trade and investment resources and avenues for State/SWIL collaborations. Stated the Department does export and foreign trade mission services. 20 Trade mission scheduled this year with the availability of funding to businesses (Step Program) to help defray costs. Went on to say that State looking at better ways to brand and sell assets, that prospects are looking for turnkey locations, and just attracted a German business. Office has 200 leads being worked on at this time.

III. Approval of April 27, 2016 minutes.
President Kniepkamp made a motion to approve the minutes of the last meeting. Paul Toskin seconded the motion. With no discussion, the motion passed.

IV. Officers Reports.
A. Executive Committee:
President Kniepkamp reported that the Committee met on June 30th to assemble an agenda and to address some pressing issues for the Council. A discussion ensued about the 501C (6) status to be sought and its advantages for the Council. Al Li moved that the Council pursue this status, Herb Roach seconded and the motion carried.

B. Financial Committee:
Treasurer Paul Toskin reported that in light of the lack of funds immediately available to the Council, a strategy for payment of the needed incorporation status should be pursued. Physical address for the Corporation would be SIUE ITC and the registered agent would be the Secretary for the Council, Erick Dahl. President Kniepkamp offered to contribute $500 and Paul offered $250 from Commerce Bank. It was also agreed to approach both Madison and St. Clair county for $750 each. Discussion then ensued on where to open a bank account for these funds. Sheri Brianza made a motion that was seconded by Herb Roach that an account be opened at Commerce Bank. The motion carried.

V. Committee Reports.
A. Nomination Committee:
It was noted by President Kniepkamp that this Committee did not meet and no report was forthcoming.

B. Program Committee:
Silvia Torres was asked to report on priorities developed for programs to be carried out by the Council for the remainder of 2016. Training was cited as an immediate need to increase export capacity and volume to the region. It was recommended that the Council sponsor an export seminar series locally that could offer training over critical components of the exporting process. The Basics of Exporting (Export 101) and an Export Letters of Credit seminar were cited as those to be done in 2016. A motion was made by Al Li and seconded by Paul Toskin to move forward on these two trainings. Motion Carried
C. Resource Directory/Website Committee:
A discussion on the website ensued regarding where to host and who would program and maintain it. A motion was made by Herb Roach to accept that the name swilillinoistrade.com be owned by the incorporated Council and hosted by networksolutions.com. Motion was seconded by Sherry Brianza. Motion carried. It was also noted that it would cost $150 initially and $20 annually.

VI. Old Business.
A. Internships report:
In the absence of Edie Koch, President Kniepkamp presented a summary of costs associated with hiring an intern for needed Council activities, especially website design. Herb Roach pointed out the Lindenwood University had an International Business Program and might be a good source for a paid internship. No action was taken at this time to proceed with a hire for the Council.

VII. New Business.
A. Database of SWIL exporters/potential exporters:
A brief discussion led by President Kniepkamp highlighted that this database needed to be an ongoing project for the Council and an important one. Sheri Brianza volunteered to take the lead on developing a one-page marketing document.

VIII. Public Comment
None were given.

IX. Announcements.
President Kniepkamp reiterated that the next quarterly meeting would be on October 26th at SIUE Morris University Center (same location as the initial meeting). Al Li announced that there was an Asian-focused trade mission the 2nd week of November.

X. Adjournment.
With no other items to discuss, President Kniepkamp adjourned the meeting at 11:30 A.M.