I. Roll Call and Welcome by Airport Director.
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
Erick Dahl    Herb Roach
Paul Toskin   Al Li
David Kniepkamp Dave Miller
Ed Weilbacher Tim Cantwell
Bob Elmore    Kurt Prenzler (Kristen Poshard proxy)

Ex-Officios
Margaret Gottlieb Edie Koch
Silvia Torres   Frank Miles
Erika Kennett

Visitors
Ronda Sauget, Leadership Council SWIL
Omar Malik, Goldenberg, Heller & Antognoli

Airport Director, Erick Dahl, then made a welcome to all those in attendance, talked briefly about activities at the airport, and distributed a marketing brochure touting the St. Louis Downtown Airport as “A Great Approach for St. Louis Business”.

II. Introduction of guests.
Ronda Sauget, Executive Director for the Leadership Council Southwestern Illinois was introduced along with meeting speaker, Omar Malik.

III. Approval of October 26, 2016 minutes.
President Kniepkamp asked that a motion be made to approve the minutes of the last meeting. Paul Toskin made the motion that was seconded by Ed Weilbacher. Motion passed.

IV. Officers Reports:
A. Executive
President Kniepkamp reported that the Executive Committee met on January 12th, 2017 to assemble an agenda and address issues for the Council. The financial status, election of officers, a trade mission, and marketing were discussed. Each of these will be discussed in more detail later in the meeting. David then updated the group on the website. Three domain names have been saved swiltrade.org, .us, and .com. David indicated he was exploring services with Serpentine Website Solutions and could have a framework developed by next meeting. Also, discussed incorporation process for the Council.

B. Financial
Treasurer Toskin reported that he was in the process of opening an account for the Council as soon as he received the articles of incorporation. Once opened, financial commitments from
Smart Controls, Commerce Bank, MSSC, St. Clair County, and Madison county would be secured and then deposited.

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

B. Program
Silvia Torres reported that she had developed a survey to be distributed to businesses to gather information on training and trade mission needs and interest. Information would be used to determine the details of a SWIL regional trade mission that could be implemented next Fall. Silvia noted that the Illinois Trade office has offered to help in that endeavor.

C. Marketing/Communication
Sheri Brianza had been working on a logo and tagline for the Council. Due to her time constraints moving forward, it was decided that the Marketing committee would continue with the development of the one pager.

VI. Old Business:
Membership Development
President Kniepkamp indicated that we needed to explore ways of adding memberships to the Council. Frank Miles indicated that he would be willing to help in expanding on this concept into a process. Kniepkamp indicated that we may have to amend the Bylaws to accomplish this. Definitely need to look at more exporters on the board of directors and a possible cost for added memberships.

VII. New Business:
A. 2017 Meeting Locations
President Kniepkamp asked for location suggestions for the April, July, and October meetings. Several suggestions were made and Edie Koch was asked to follow-up on them and complete the meeting schedule for the next meeting.

B. Election of Officers in April
It was noted that it would be time for the annual election of officers at the April meeting. A slate of officers would be offered at the next meeting. Members interested in becoming an officer should contact Edie Koch.

C. St. Louis International Regional Partnership
Margaret Gottlieb reported that this was group of people interested in Trade that met monthly and were planning a World Trade Center event. She noted that they are soliciting sponsorships for $150 and a flyer is available to those members who are interested.

VIII. Presentations:
Omar Malik, Attorney at Goldenberg, Heller, & Antognoli gave a presentation on outbound and inbound International Tax Planning. Can also help on foreign direct investment.

Al Li, V.P., Global Trade at Region’s Bank detailed the Vietnam Trade Mission taken in November of 2016. Li reported it to be very successful.

IX. Public Comment
There were none.

X. Announcements.
There were none.

XI. Next meeting confirmation and adjournment.
President Kniepkamp reminded that the next meeting would be on April 27, 2017. The meeting adjourned at 10:45 a.m.