

SOUTHWEST ILLINOIS TRADE & INVESTMENT COUNCIL

**Thursday, April 25, 2019
Leadership Council Office
Glen Carbon IL 62234**

MINUTES

I. Roll Call

President Kniepkamp opened the meeting at 9:00 A.M. A roll call was taken, and the following members were present. It was stated that a quorum was present.

Board of Directors

Cantwell Tim (proxy Edie Koch)	Dahl, Erick
Elmore, Bob (proxy Edie Koch)	Eversmann, Craig
Jarzombek, Paul	Kniepkamp, David
Li, Al	Miller, Dave
Roach, Herb	Prenzler, Kurt (proxy James Arnold)
Wondolowski, Bobby	Wilmsmeyer, Dennis (proxy Mark Spizzo)
Toskin Paul (proxy David Kniepkamp)	

Ex-Officios

Sauget, Ronda	Ahrens, Elizabeth
Hamilton, Kim	Torres, Silvia

II. Intros and Welcome

President David Kniepkamp did quick introductions of visitors at the meeting: Han Ko, President and CEO, USAKO Group; Pete Johnston, Account Executive, Allstates WorldCargo Inc.; Adam Saltgaver, Vice President and Relationship Manager Business Banking, Bank of America.

Ronda Sauget, Executive Director of the Leadership Council, and host for the meeting, delivered the welcoming speech and additionally an update on her organization.

III. Approval of 1/24/2019 Minutes.

President Kniepkamp asked if there were any corrections to the minutes. With none being offered, a motion was made by Al Li and seconded by Dave Miller. Motion carried.

IV. Officers Reports:

A. Executive.

President Kniepkamp indicated that the Executive Committee met on April 18th to assemble the agenda and report on Committee activity. Reports on those committees were given by the relevant chair further down in the meeting. Next, David reintroduced the importance of identifying businesses who do exporting in the region. The advantages of compiling a database of regional exporters or potential exporters is so we can include them in programs, trade missions or other helpful activities SWITIC will be doing to assist Illinois companies with international business. It was decided that we should solicit the help of an intern (at no greater than \$600) to go through existing data and contact companies. It was also determined the product be delivered by July 19th. Paul Jarzombek indicated that he has a son who would be home from college this summer and willing to take over this effort with a report on product at the July quarterly meeting.

B. Financial.

Members were referred to the Financial Report in their meeting packets. Current balance is 3,375.16. Expenses this quarter were \$482 covering P.O. Box, web site, and secretary of state. An outstanding expense to the ITC for \$750 still needs to be sent. Next a discussion ensued on other possible contributions from members. Members that came forward with offers to contribute will be invoiced: Monroe County \$250, Leadership Council \$500, Madison County \$1,000; St. Clair County \$1,000. Treasurer Toskin will be sending invoices to each of these entities accordingly. A motion was made, seconded, and carried to approve the Financial report.

VI. Committee Reports:

A. Marketing/Communication

President Kniepkamp emphasized that future focus should be made on programs of assistance to exporters as part of our marketing and communication strategy. At this point, Kniepkamp gave some time to Han Ko, President and CEO of USAKO group, to explain what his company does and how they could work with SWITIC. USAKO group is an international venture capital company and official global partner of the South Korean Government. Currently he is recruiting U.S. companies interested in importing goods from South Korea. If selected a company could get its travel expenses covered.

B. Out Bound Trade Missions

Silvia Torres and Craig Eversmann discussed the Foreign Trade Mission to South America on March 24-30th involving Peru and Chile. 19 meetings occurred; interpreter was excellent. Both indicated that they made some very good contacts. Peru ended up exhibiting a particular interest in making a return visit to Southwest Illinois. Silvia indicated that she has been in contact with the AMCham Peru Director and she stated that, if approved, 15-20 high ranking officials and business leaders would be visiting.

C. In-Bound Trade Missions

Koch reported that she continues to make contacts with Trade Commissioners that visited the area last Spring in terms of interest in a delegation visit. Edie also attended an IEDA-sponsored reception for Consulate Generals. Had the opportunity to talk to China, Spain, Indonesia, Philippines, Peru, Sweden, Netherlands, Bangladesh in terms of our interest in a delegation visit from their respective countries. Each Consulate General asked that I follow up with information about the area and our interest in a visit. All seemed open and would let me know if anything materializes. Koch went on to support the potential Peruvian visit attained by Torres and encouraged that the Council support this visit both financially and with manpower.

D. Annual Meeting/Dinner

Herb Roach reported that Fall seemed like the best time period for this dinner and that he had been checking with Bela Milano in O'Fallon for possible dates. More will be reported at the next meeting.

E. Education.

Kniepkamp voiced an interest in organizing some educational/export seminars. Webinars could also be a consideration. Strategy would be to allow the Education committee to handle and move forward.

F. Ambassadors.

No report.

VII. Old Business

None was discussed.

VIII. New Business.

A. Amendments to Bylaws

Directors were referred to meeting packets that contained an email notice informing them of amendments to the bylaws to be voted on at the April meeting. Koch reiterated that the purpose of the amendments was to streamline the process for adding new members and extending terms. Amendments would also remove remaining references to the Open Meetings Act and documents that SWITIC is a 501 C 6 organization. A motion was made by Dave Miller and seconded by Craig Eversmann to make suggested changes included in the packet affecting section 1, section 3, section 4, section 6, section 7, section 9, and section 12 of the Bylaws. A vote was taken, and the amendments were approved. Koch was asked to incorporate newly approved amendments into the bylaws and send updated bylaws to members before the next quarterly meeting.

B. 2019 Board of Directors.

Kniepkamp referred the Board to the recommended Board of Directors list for 2019. A motion was made by Dave Miller, seconded by Paul Jarzombek to approve as submitted. A vote was taken, and the 2019 list was passed.

C. Election of 2019 Officers.

Edie Koch stated that the annual election of officers was scheduled for the April Quarterly Meeting. Emails were sent out to all members to solicit interest in being considered for an officer position. Based on that feedback and additional conversation, the following slate of officers was prepared for a vote as follows: President: David Kniepkamp; Vice President: Craig Eversmann; Treasurer: Paul Toskin; and Secretary: Edie Koch. Before asking for a vote, Edie Koch inquired whether there were any additional nominations from the floor. With none being given, Dave Miller made a motion to accept the slate of officers for 2019. with a second by Al Li. A vote was taken, and the slate was approved.

D. 2019 Committees

David referred members to the committee appointments distributed to everyone. He asked that each committee try to meet in the next quarter determining projects they would focus on, expenditures, and plans for revenues. All will be asked to report at the next quarterly meeting. David stated the importance of everyone participating at some level in order that the Council be successful.

IX. Public Comment and Announcements.

Al Li reported some activities of the Asian Chamber and it was discussed that the Council should partner on some activities. An Asian Business Summit would be held May 7th, 1:30-4:30 at STL Union Station.

X. Next meeting confirmation and adjournment.

David reminded everyone that the next quarterly meeting would be on July 25th and take place at SIUE Morris Center. With no other times to discuss, a motion was made by Dave Miller and seconded by Craig Eversmann to adjourn. The meeting adjourned at 11:00 A.M.