

SOUTHWEST ILLINOIS TRADE & INVESTMENT COUNCIL

Thursday, January 24, 2019

O'Fallon City Hall

Meeting Minutes

I. Roll Call

President Kniepkamp opened the meet at 9:00 A.M. IN the absence of Secretary Dahl, David asked Edie Koch to take the roll call. The following members were present. Koch stated that there was quorum.

Board of Directors

Weilbacher, Ed	Li, Al
Cantwell, Tim	Toskin, Paul (proxy David Kniepkamp)
Roach, Herb	Eversmann, Craig
Kniepkamp, David	Miller, Dave
Elmore, Bob	Dahl, Erik (proxy Colin Rolerkite)
	Prenzler, Kurt (proxy James Arnold)

Ex-Officios

Langdon, Ryan	Kennett, Erika
Koch, Edie	

II. Welcome and Remarks by city of O'Fallon.

President Kniepkamp asked O'Fallon Mayor Herb Roach for a briefing. Mayor Roach obliged with an update on newest developments in the city. Mayor also detailed the city's targeted marketing strategy and the reduced real estate tax put into motion.

III. Approval of 10/25/2018 Minutes

President Kniepkamp asked if there were any corrections to the minutes. With none being offered, a motion was made by Roach and seconded by Li to approve the minutes. A vote was taken, and the motion carried.

IV. Officers Reports

A. Executive

David indicated that the Executive Committee met on January 17th to assemble the agenda and report on Committee activity. Reports on those Committees will be given by the relevant Chair further down in this meeting. David did spend some time talking about some of the accomplishments of the Council to date and the importance of adding membership in 2019 to be able to accomplish even more in the upcoming year.

B. Financial

In the absence of Treasurer Toskin, President Kniepkamp referred Directors to the Financial report in the meeting packet. Total expenses paid so far in 2019 is \$295 for the P.O. Box and the website. The total current balance is \$3,562.16. Ed Weilbacher made a motion that was seconded by Al Li to approve the financial report. A vote was taken, and

the report was approved. Kniepkamp next asked that we look at soliciting some contributions from membership.

V. Committee Reports

A. Nomination

Edie Koch reported that the annual election of officers is scheduled for the April Quarterly meeting. An invitation will be extended to all members who are interested in an office to contact her before the April meeting. A slate of officers will be prepared for a vote at the April meeting for President, Vice President, Treasurer, and Secretary.

B. Marketing/Communication

Kniepkamp reported that we still need to add items to the website such as meeting schedule, news items etc. Possibly we should reach out to Kerry Smith to see if we can get something in the Illinois Business Journal. It was mentioned that the IBJ was doing some articles in February on Industry Leaders and that we should look at the possibility of participating.

C. Out Bound Trade Missions

For now, a trade mission to Mexico has been tabled. The World Trade Center has organized a trade mission to Mexico, April 6-13, 2019, so interested exporters from the metro east would be welcome to join that one. Silvia Torres reported that plans have been finalized to implement an outbound trade mission to South America that would include Peru, Chile, and Columbia on March 24 thru March 30, 2019. MSSC would be accompanying the ITC on the Mission. A motion was made by Eversmann and seconded by Elmore to support the mission with \$750 contribution. A vote was taken, and the motion passed.

D. In-Bound Trade Missions

Edie Koch reported that she has been following up with the Trade Commissioners who attended Discover SWIL last May in terms of interest in bringing a delegation of decision makers from their respective countries to the area. Have had some communications back from China and Bulgaria in regard to willingness, but no confirmations of a visit as of yet. Koch relayed that she had been exploring being part of an industry inbound mission through IDOA and would have more to report at a later meeting.

E. Annual Meeting/Dinner

Herb Roach inquired about a possible date for this event. After a brief discussion it was determined that Fall might be a good time to hold this type of event.

F. Education

Torres stated that it would probably be a good idea to release a survey to collect information on possible topics. More to come on this to report at the next meeting

G. Ambassadors

No report

VI. Old Business

None to discuss.

VII. New Business

A. Membership Committee Formation.

President Kniepkamp opened a discussion in regard to the need for additional members. A committee was not formed to look at conducting activities that would attract membership, but he asked that everyone work on bringing at least one member to the group. He asked

that each of the current members working on bringing in possible to new members. Craig suggested the possibility of organizing a membership networking event.

B. Remarks: K-Pro US LLC, Bobby Wondolowski.

Al Li introduced Bobby Wondolowski and ??? of K-Pro U.S. located in O'Fallon IL. K-Pro Employ 50 people worldwide and 4-5 in O'Fallon, U.S. lacks good transloading facilities. Company does a lot of exporting and has an interest in being part of SWITIC. Arrangements will be made to get an appointment letter from Chairman Kern before the next meeting. Products dealt in are animal feed, pet food, aquaculture,

Supplies high process animal protein and fats that can be a raw material in the manufacturing of pet food, use K-pro rw materials to produce natural fertilizers, supplies high quality animal fat and used cooking oils that are basic materials for the production of biofuels, supply and provide high-quality raw material for the production of animal food, provide raw materials for

VIII. Public Comment and Announcements.

None were given.

IX. Next Meeting Confirmation and Adjournment.

President Kniepkamp reminded members that the next meeting was on April 25th at the Leadership Council's new office in Glen Carbon. With no other business to conduct, David asked for a motion to adjourn. Ed Weilbacher made that motion with a second from Bo Elmore. The motion passed and the meeting adjourned.