

SOUTHWEST ILLINOIS TRADE & INVESTMENT COUNCIL

Thursday, July 25, 2019

SIUE Morris Center – 2nd Floor

Edwardsville, IL

MINUTES

I. Roll Call

In the absence of President Kniepkamp, Vice President Craig Eversmann 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

Elmore, Bob (proxy Koch)	Eversmann, Craig
Jarzombek, Paul	Miller, Dave
Li, Al	Prenzler, Kurt (proxy Bodenbach)
Weilbacher, Ed	Toskin, Paul (proxy Eversmann)
Wilmsmeyer, Dennis (proxy Spizzo)	

Ex-Officios

Hamilton, Kim Torres, Silvia

II. Intros and Welcome

Vice President Eversmann did quick introductions of any visitors at the meeting: Pete Johnston, Account Executive, Allstates World Cargo Inc. Craig informed the Council of David Kniepkamp's recent resignation as President due to his wife's illness. Dave Miller made a motion that was seconded to elect Craig Eversmann President. A vote was taken and motion passed.

III. Approval of 4/25/2019 Minutes.

President Eversmann asked if there were any corrections to the minutes. With none being offered, a motion was made by Paul Jarzombek and seconded by Mark Spizzo. The motion carried.

IV. Officers Reports:

A. Executive.

President Eversmann indicated that the Executive Committee met on July 15th to assemble the agenda and to address any other issues and concerns. The Executive Committee members that were present were Craig Eversmann, Paul Toskin, Rick Stubblefield, Trudy Bodenbach, Silvia Torres, and Edie Koch. He re-stated that David Kniepkamp's recent resignation from the office of SWITIC President due to a family illness was discussed along with a transition plan. It was determined that Craig Eversmann, current Vice President, would fill in for the balance of Kniepkamp's term as President until a new election of officers was conducted in April 2020. He thanked the Council for the Council's earlier consensus to appoint him President until Annual Elections in April. Craig also indicated that he would like to fill his VP role and would ask for volunteers from the Board membership under New Business. Craig also noted that the intern hired by the Council to compile an exporter data base would be giving a report later in the agenda under New Business.

B. Financial.

In the absence of Treasurer Toskin, President Eversmann referred members to the Financial report included in the meeting packet. Total accumulated expenses so far in 2019 are \$1,535; total revenue collected via donations is \$1,750, leaving us with a current balance \$4,072.16. Ed Weilbacher made a motion, that was seconded by Al Li, to accept the Treasurer's July 2019 report. A vote was taken, and the motion carried

VI. Committee Reports:

A. Marketing/Communication

Eversmann reported that a discussion ensued at the Executive Committee Meeting where it was agreed that website, annual meeting, and ambassadors should all be incorporated as subcommittees of this committee. Also had a discussion about membership and the need for additional exporting businesses on the Board. Decision was to incorporate membership recruitment under the marketing and communication umbrella.

C. In-Bound Trade Missions

Edie Koch, Chair of the Inbound Trade Mission Committee, reported that Silvia Torres would be leading the communications with the Peruvian delegation, but the committee would be supporting all other aspects. Silvia was able to recruit this visit while she was participating in the Foreign Trade Mission to South America in March. Koch asked Torres to further report on status. Silvia added that based on recent communications with her AMCHAM Peru contact, the inbound trade mission from Peru was still on the table with some slight changes to the date and makeup of the delegation. She noted that the visit has now been confirmed to take place September 16th thru 18th in the metro east with a possible jaunt to Memphis on the 19th then back to Peru. The delegation had been changed to

a private sector mission with the government members from Customs deciding to organize their own trip to Louisiana. Edie Koch then spoke about the itinerary for the visit, projected budget for the Inbound Trade Mission, and the importance of the Trade and Investment Council to financially support it. President Eversmann made a motion that the Council support the Peruvian Delegation visit with a \$2,000 contribution which was seconded. A vote was taken, and the motion passed. After the vote, Craig Eversmann and Paul Jarzombek each offered to contribute an additional \$250. It was also suggested that once the names of the delegation participants were given, it would be prudent to do an FBI check which could be handled by Dennis Wilmsmeyer. Al Li suggested that we contact the World Trade Center about our visit, and he offered members of the Asian Chamber as hosts.

VII. Old Business

A. 2019 Committee update with Chair appointments.

Craig indicated that in reviewing the lists of committees presented at the last meeting, it became obvious that several had overlapping missions and needed to be consolidated under one umbrella. Eversmann discussed that the Executive Committee had done some consolidation of the committees as discussed earlier in the marketing and communications report. Craig also stated, for these committees to really work, chairs needed to be appointed who would organize meetings by phone or in person to address tasks. Craig referred members to the revised committee list for 2019 with chair appointments. He asked that each committee meet at least one time between now and the quarterly meeting.

Executive Committee

President – Craig Eversmann - Chair

Vice President, TBD

Treasurer, Paul Toskin

Secretary, Edie Koch

Monroe County ex-officio, Edie Koch

Madison County ex-officio, Trudy Bodenbach

St. Clair County Ex-officio, Rick Stubblefield

International Trade Center, Silvia Torres

Financial Committee

Paul Toskin -Chair

Al Li

Marketing/Communication

(consolidated website, ambassadors, and annual meeting/dinner into this Committee)

Chair TBD

Trudy Bodenbach, Ed Weilbacher

Mark Spizzo, Dave Miller

Herb Roach, Erick Dahl

Out-Bound Trade Missions

Silvia Torres - Chair

Craig Eversmann

Elizabeth Ahern

Margo Markopoulos

Edie Koch

In-Bound Trade Missions

Edie Koch - Chair

Kim Hamilton

Ronda Sauget

Silvia Torres

Education

Paul Jarzembowski - Chair

Rick Stubblefield

Ryan Langsdon

VIII. New Business.

A. Vice President appointment.

President Eversmann next mentioned that since he would be functioning as President, we needed to fill his vacated Vice President position. With no volunteers coming from the membership, Craig suggested that Bobby Wondolowski would be a good choice and planned to contact him about interest.

B. Exporting 101 Seminar

President Eversmann reported that the Executive Committee had discussed an educational program previously explored by David Kniepkamp as a possible SWITIC- sponsored event of value to current exporters and/or businesses interested in expanding their markets or starting to export. Program was being offered by Laurel Delaney, President, Global TradeSource, LTD. Total speaker fee would be \$5,000 inclusive of hotel, transportation and any incidentals. With the upcoming Peru inbound trade mission in September, it was decided that it might be prudent to look at a date in Spring of 2020, along with having time to get bids from other speakers on similar programs. Eversmann tasked the newly formed Education Committee to look at this program and/or others for the Council to host next spring.

C. Exporter Data Base Report – Jackson Jarzombek.

Jackson gave a report on his research and stated that it was a work in progress. He was prepared to distribute thumb drives of his developed exporter data base but decided to incorporate some information offered at the meeting from Al Li first.

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.

Ed Weilbacher reported that Federal legislation has been introduced to designate Cahokia Mounds a National Park.

X. Next meeting confirmation and adjournment.

President Eversmann reminded everyone that the next quarterly meeting would be on October 24th at America's Central Port. With no other items to discuss, a motion was made by Dave Miller and seconded by Ed Weilbacher to adjourn. The meeting adjourned at 11:00 A.M.