

# SOUTHWEST ILLINOIS TRADE & INVESTMENT COUNCIL

Thursday, October 24, 2019

America's Central Port, Granite City IL

## MINUTES

### **I. Roll Call**

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
Miller, Dave	Wondolowski, Bobby
Prenzler, Kurt (proxy Arnold)	Toskin, Paul
Weilbacher, Ed (proxy Koch)	Cantwell, Tim
Wilmsmeyer, Dennis	Kern, Mark (proxy Stubblefield,)

#### Ex-Officios

Kim Hamilton, Silvia Torres, Elizabeth Ahern, Mark Spizzo, Ryan Langdon

### **II. Intros and Welcome**

President Eversmann did quick introductions of any visitors at the meeting. He then asked Port Director Dennis Wilmsmeyer to give an update on Port activities and asked staff to go into detail about the Foreign Trade Zone #31 they administered. 60% of what they handle at the Port is Ag Product, thus the name Ag Cost of America.

### **III. Approval of 10/24/2019 Minutes.**

President Eversmann asked if there were any corrections to the minutes. With none being offered, a motion was made by Dave Miller and seconded Bobby Wondolowski to approve. The motion carried.

### **IV. Officers Reports:**

#### **A. Executive.**

President Eversmann indicated that the Executive Committee met on Octo 17, 2019 to assemble the agenda and to address any other issues and concerns. The Executive Committee members that participated were Craig Eversmann, Rick Stubblefield, Silvia Torres, Bobby Wondolowski, and Edie Koch. Craig reiterated the need to elect a vice President to fill in the balance of his term since he moved up to the President's position. He stated that Bobby Wondolowski had shown an interest and proceeded to ask for any other nominations from the floor. With no additional offered, Tim Cantwell made a motion that was seconded by Dave Miller to approve Wondolowski as the Vice President. Motion passed. Craig then referred members to the new committee structures and makeup and encouraged all to start work on the focus areas detailed on the October agenda.

#### **B. Financial.**

Treasurer Toskin, referred members to the Financial report included in the meeting packet. Total accumulated expenses so far in 2019 are \$2,071.00; current balance is \$3,536. Paul indicated that a \$200 refund from Vandalia Buss Services still needed to be added. Rick Stubblefield was not at the meeting so a future status update on St. Clair County's \$1,000 contribution would have to wait.

### **V. Committee Reports:**

#### **A. Marketing/Communication**

Wondolowski reported on some of his ideas for bringing more exporter membership into the Council. Bobby plans to work with the other committee members to develop a formal invitation to companies exporting or wanting to export, to an event or future meeting. In regard to the website, Koch offered to send Bobby contact information on our website vendor so he can uncover services we were paying for and determine if within those costs she could set up some links and do other website improvements.

#### **B. Out-Bound Trade Missions:**

In light of the focus of this group to organize and implement more SWIL trade missions, Silvia Torres, Chairperson, opened up a discussion to uncover other countries the Council should be looking at: Canada, France, and Germany were suggested by Craig; Bobby had an interest in Thailand, Malaysia, and Germany.

Silvia referred members to the States' Trade Mission Schedule 2019-2020 in their meeting packets. Kim Hamilton pointed out the Mobile World Congress in Barcelona as being a good event. Silvia said she would be willing to develop a survey or a roundtable to gather information from exporters in the region on what countries they have an interest in for doing business.

### **C. In-Bound Trade Missions**

Eddie Koch, Chair of the Inbound Trade Mission Committee, reiterated the Peruvian Delegation's decision to postpone their September trip and asked Silvia to give an update on any further communications from the group. Silvia reported she had very promising follow-up conversations with her contact at AmCham and referred members to the September 9<sup>th</sup> letter from Isaura Delgado Brayfield. Isaura cited the loss of the Peruvian Customs Authorities to a trip to Louisiana negatively affective the target number of participants. Silvia indicated that she was predicting a reschedule in August-Sept 2020 range and encouraged we compose a letter of our continued interest in a visit to the Executive Director for AMCHAM, Aldo Defilippi. She also mentioned that Director of International business programs at the University of Lima in Peru would be visiting the area in January and she hoped to orchestrate a memorandum of understanding between the respective universities. Eddie stated she would author the letter and collaborate with Craig and Silvia on the final version. It was also mentioned that a marketing piece be developed for SWIL. Koch also offered to look into finding a way to make that happen.

### **D. Education Committee**

Paul Jarzombek, Chair for this committee, had an unexpected conflict for this meeting, but sent a report describing what he feels might be good content for an Education series targeted to exporter needs. See that report in packet. He plans to get with his other committee members on November 5<sup>th</sup> to flesh some ideas out further with a report back to the full Council in January. A few ideas were thrown out at the meeting in regard to offering "Chancellor's Certificates for completion, looking into web-based training

## **VI. Old Business**

### **A. SWIL Exporter Data Base:**

Eddie indicated that she would reach to get this database for distribution to members. She reported that Al Li had indicated that contents had already been scrubbed against Regions data base.

## **VII: New Business**

### **A. 2020 Meeting Schedule.**

Eversmann presented the 2020 Meeting schedule and asked for volunteers to host the meetings. All slots were filled, and an updated schedule will be provided in the meeting packet for the January quarterly meeting. A motion was made and seconded to approve the 2020 schedule. A vote was taken, and motion passed.

### **B. Japanese Delegation metro east visit.**

Eddie along with Mark Spizzo gave the group an update on this visit spearheaded by the Leadership Council. This 2.5-day visit included tours of Gateway and ACP, a visit to Manufacturing Day and SIUE Engineering, a V.I.P evening event, and a presentation at the monthly Leadership Council meeting. Mark Spizzo attended most of the events; Eddie had the opportunity to attend the V.I.P event and the Leadership Council presentation. The group indicated that they planned a return visit to the area and would be inviting local leaders to visit Tokyo in the Spring. Everyone agreed that that SWITIC needed to get more involved in subsequent events with this Japanese initiative. Eddie stated she would be meeting with Ronda about the potential for SWITIC to play a more active role in the form of collaborations, participation in events, and/or sponsorships moving forward.

## **IX. Public Comment and Announcements.**

None.

## **XI. Next meeting confirmation and adjournment.**

President Eversmann reminded everyone that the next quarterly meeting would be on January 23<sup>rd</sup> at the St. Clair County Grants Department in Belleville. With no other items to discuss, a motion was made and seconded. To adjourn. A vote was taken, and the motion passed. The meeting adjourned at 11:00 A.M.