I. Roll Call and Welcome
President Kniepkamp opened the meeting at 9:00 A.M. and asked that roll be taken. The following members were present. Erick Dahl, Secretary stated that there was quorum.

Council Board of Directors
Sherry Brianza    Erick Dahl
Edie Koch (proxy)  Craig Eversmann
Paul Jarzombek    Terry Beach (proxy)
David Kniekpamp  Al Li
Dave Miller       James Arnold (proxy)
Herb Roach        Paul Toskin
Ed Weilbacher     Mark Spizzo (proxy)

Ex-Officios
Elizabeth Ahren    Erika Kennett
Silvia Torres

II. Approval of April 27, 2017 Minutes
President Kniepkamp asked the Directors if there were any corrections to the minutes. Paul Jarzombek pointed out that the date of the minutes being approved was not recorded correctly and it should be changed to April 27, 2017. Paul Jarzombek made a motion to approve the minutes with that correction. Paul Toskin seconded the motion and the motion carried.

IV. Officers Reports:
A. Executive.
President Kniepkamp noted that the Executive Committee met on October 12th to assemble the agenda and to discuss other issues that will be further reported by the Committee members.

B. Financial
Paul Toskin, Treasurer gave a brief financial report that indicated a projected balance of $1,914 at the end of 2017. Terry Beach indicated that St. Clair County may be able to do another $1,000 contribution after the first of the year.
V. Committee Reports:
A. Nomination.
Edie Koch, Chair for this Committee, reported that this Committee had not met and there was no report.

B. Program (Regional Trade Mission)
Chairman for this Committee, Silvia Torres, referred members to Trade Mission schedule for the State and then opened discussion on the Council’s preferences for a Regional Trade Mission. After an extensive discussion, it was agreed that Mexico would be the best destination for our first mission. Silvia Torres offered to touch base with the Office of Trade and Investment for further direction and to get things started. President Kniepkamp appointed Sherry Brianza, Silvia Torres, and Elizabeth Ahrens to research further on companies in our region and suitable product and country needs for future trade missions. They were asked to bring information and recommendations to the January meeting. Al Li offered to supply some database information.

C. Marketing/Communication
Kniepkamp reported that the website had been launched, but it was in need of quality content. He made a motion that Carrie Smith be hired to write content for the website at the rate of $450/section. The motion was seconded by Erick Dahl. The motion passed.

VI. Old Business:
A. Membership Development/Structure
Edie Koch and Paul Toskin, members of the Adhoc Committee for membership structure/development, reported on their October 2nd meeting that also included Frank Miles and Margaret Gottlieb. Koch briefed the Directors on the recommendation that included the makeup of the Directors to be the same, but that effective January 2018 each Director on the Board would be asked to contribute an annual membership fee of $150. Ex-officio’s would remain in their non-voting status with no membership fee attached. Toskin added that the Committee also recommended that an associate level of membership be added for an annual fee of $50. This would be made available to businesses, EDO’s, chambers, other non-founding counties, municipalities, and other interested entities. Associate members (participating members) would have no voting rights but enjoy the option of quarterly meeting attendance, sponsored events, and networking opportunities. It was agreed that an outreach document be developed to recruit these new members. Separate opportunities for financial sponsorships for tradeshows and events would also be available under this revised membership structure. After a brief discussion, a consensus was reached that an amendment be made to the current bylaws to reflect these changes and be distributed to membership for review before a vote be taken at the January 2018 meeting.

B. Reverse Trade Mission
Edie Koch, Chairman for this adhoc committee, reported that she met with the other committee members, Silvia Torres, and Kim Hamilton, on August 22nd and September 2017 to create an itinerary for a visit from the Chicago-based Foreign Trade Commissioners to the metro east. She indicated that both the Chicago International Trade Commissioner’s Association and the Illinois Office of Trade and Investment had been consulted in creating the itinerary that had been attached to the meeting packet. Visit would start with the bus transport of Commissioners from Chicago to the area with day one stops at: SIUE, America’s Port District, and companies in Lakeview and Gateway
Commerce Center. The day will end with a special dinner and program. Day two includes Mid America Airport, Rock City Business Complex, Sauget Industrial Park, and planned stops at Progressive Recovery and ROHO still in the planning stage. Costs for the event are still being determined and a strategy is in place to solicit sponsorships to cover the outstanding costs for the visit. A motion was made by Edie Koch to move forward on the Foreign Trade Commissioner visit contingent on securing the funds needed to support; the motion was seconded by Paul Toskin. A vote was taken, and the motion passed.

VII. New Business:
A. 2018 Meeting Schedule
President Kniepkamp referred Directors to the 2018 quarterly meeting schedule in their packets. A motion was made by David that was seconded by Paul, to approve the schedule. The motion passed. David noted that we were in need of locations for each of the meetings. Mark Spizzo of ACP, Erika Kennett of ILDCEO, and Silvia Torres of ITC all volunteered their locations for meetings. Sherry Brianza stated she thought Prairie Farms might have an interest and volunteered to reach out to them.

VIII. Public Comment.
There were no public comments.

IX. Announcements.
President Kniepkamp asked if there were any announcements. Export Tech was announced as taking place in the area and cited as a worthwhile event.

X. Next meeting confirmation and adjournment.
President Kniepkamp noted that the next meeting would be on January 25th. Paul Toskin made a motion to adjourn that was seconded by Erick Dahl. Motion carried, and the meeting was adjourned.