

# **SOUTHWEST ILLINOIS TRADE & INVESTMENT COUNCIL**

**Thursday, October 25, 2018**

**St. Louis Regional Airport**

## **Meeting Minutes**

### I. Roll Call and Introductions

President Kniepkamp opened the meeting at 9:00 A.M. David asked that a roll be taken. The following members were present. Edie Koch stated that there was a quorum.

#### Council Board of Directors

Kurt Prenzler (Trudy Bodenbach Proxy)

Ed Weilbacher

Dennis Wilmsmeyer (Mark Spizzo Proxy)

Paul Toskin

Erick Dahl (Colin Rolerkite Proxy)

Dave Miller

Bob Elmore (Edie Koch Proxy)

Craig Eversmann

Tim Cantwell (Edie Koch Proxy)

David Kniepkamp

#### Ex-Officios

### II. Welcome and Remarks by St. Louis Regional Airport.

President Kniepkamp asked Dave Miller, Airport Director, for a briefing. Dave obliged with some preliminary safety instructions along with an update on Airport activities.

### III. Approval of 7/26/2018 Minutes.

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

### IV. Officers Reports:

#### A. Executive

President Kniepkamp stated that the Executive Committee met on September 13<sup>th</sup> to assemble the agenda and to discuss other issues to be further reported by the Committee members. David noted that work still had to be done with the relevant County Board Chairman regarding officially extending the terms of several of the members.

#### B. Financial.

Treasurer Toskin gave a brief financial report that indicated a balance of \$1,857.16. He referred members to the full report in their packets and noted there were no new revenues and that the only expenditures incurred since the last meeting was for the website (\$354). Dave Miller made a motion to accept the Finance report with a second by Mark Spizzo. A vote was taken. And the motion carried.

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

### **A. Nomination**

Edie Koch reported that there was no activity in the committee since the last meeting,

### **B. Marketing/Communication.**

Chairman Kniepkamp reported on his interview with the Illinois Business Journal.

Interview ended up as a 2/3<sup>rd</sup> page, Q&A format covering the Council's role in the region and recent activities. Felt the end product could have been better. Also stated that he was looking for more support from the membership in regard to information to add to the website.

### **C. Out Bound Trade Missions.**

President Kniepkamp asked Silvia Torres of the International Trade Center to update membership on trade missions. Silvia indicated that she would like to pursue for the Council a South America Trade Mission (Peru, Chile and Columbia); three export markets for Illinois and three significant economies in Latin America. Team will set up full itineraries for participating companies to have face to face business meetings with key partners and buyers. Will have chance to visit one, two or three countries. Registration deadline will be early January. Indicated that many of the contacts in country were already established due to an earlier mission in 2009 This would be a SWIL TIC led mission with full support of ITC SIUE, Illinois OTI, and US Dept of Commerce. Program would be open to businesses with an interest in exploring export opportunities for their products and services; all industries and sectors welcome. Silvia felt this might be an easier first mission to pull off for the Council. Date would be in March of 2019. Kniepkamp briefed the group about the Mexico Trade Mission indicating that it might be on hold until we had successfully concluded the South America Mission.

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

Edie Koch, Chair for this Committee, indicated that the next step after the successful May "Discover SWIL" event would be to work directly with each of the attending Trade Commissioners to develop delegation visits from their respective companies. Stated she would report on progress at next meeting. Mark Spizzo indicated that the Port had been contacted by the Philippines Consulate General and invited to a series of meetings in Chicago with a delegation from her country. Torres suggested that Edie inquire with each Trade Commissioner about any delegation they had coming to McCormick and see if they could extend that visit to the metro east.

## **VI. Old Business:**

President Kniepkamp referred members to the SWITIC Organization- Growth chart in their packets and asked for comments. He went on to say that this chart was discussed extensively at the Executive committee meeting and it was agreed that working committees needed to be formed to accomplish the goals of the Council. Members were in approval of the charts and this strategy. David asked for volunteers for the committees listed on the chart. The following were formed: Inbound Trade Missions: Chair Edie Koch, members Ronda Sauget and Kim Hamilton.; Outbound Trade Missions: Silvia Torres and Craig Eversmann; Annual Meeting/Dinner Chair Herb Roach, Tracy Bodenbach; Ambassadors: Mark Spizzo and Dave Miller; Education: Silvia Torres and Paul Toskin.

## VII. New Business:

Several Amendments to the Bylaws were discussed by Edie Koch. Edie referred members to the email notice all received several weeks ago. Purpose of the amendments was to bring the bylaws up to date in accordance to changes agreed upon by the Board at past quarterly meetings. Dave Miller made a motion to accept the changes highlighted in the email regarding Section 2. Purpose; Section 3, Organization and membership of the Council; Section 4. Vacancies on the Council; Section 6: Powers and Duties of Officers; Section 7. Meetings of the Council.; and Section 14. Amendments.

David Kniepkamp seconded the motion. A vote was taken, and the motion passed.

Next President Kniepkamp referred members to the 2019 Meeting Schedule in their packets. Dave Miller made a motion to accept the 2019 schedule adding Americas Central Port as a location for the October 24<sup>th</sup> meeting. Koch seconded the motion. A vote was taken, and the motion passed.

## VIII. Public Comment and Announcements.

There were no public comments. Mark Spizzo commented that

## IX. Next meeting confirmation and adjournment.

President Kniepkamp reminded membership that the next meeting would be on January 24, 2019, 9:00 A.M. at O'Fallon City Hall. With no farther business to conduct, Dave Miller made a motion to adjourn; motion was seconded by Craig Eversmann. A vote was taken, and the meeting adjourned at 10: 40 A.M. After the meeting a tour of the Traffic Control Tower was conducted for interested SWITIC members.