

JS

74



August 23, 2023

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Pursuant to MOP 1200, I.D., and MOP 150, V.A.2., authorize the Department of Business and Economic Affairs, Division of Economic Development, Office of International Commerce (OIC) to **retroactively** renew its membership with The Council of State Governments d/b/a State International Development Organizations (SIDO) (VC # 285335), Lexington, KY in the amount of \$4,750.00 to provide national export trade research and related trade development programs for the period of July 1, 2023 to June 30, 2024, effective upon approval of the Governor and Executive Council. **100% General Funds.**

Funds to support this request are available in the following account:

03-22-22-220510-14490000
Office of International Commerce
026-500251 Organizational Dues

FY 2024
\$4,750.00

EXPLANATION

SIDO is the only national organization focused exclusively on state international trade development. SIDO helps state international trade agencies better serve American exporters by sharing innovative ideas and resources, developing the skills of state trade professionals, advocating the interests of states in trade promotion, and facilitating multi-state collaboration. SIDO provides a forum for state international trade practitioners to learn from each other for the benefit of local, regional, and national economies. SIDO also works to advocate for the states before Congress and other U.S. Federal Government agencies to help ensure that resources are made available for New Hampshire and other states. SIDO's main advocacy efforts are focused on simplifying administrative procedures and expanding funding for the U.S. Small Business Administration's State Trade Expansion Program (STEP) grant, which OIC uses to directly support New Hampshire business export and trade expansion efforts.

This request is for a **retroactive** approval because the membership period starts on July 1 of each year, but the invoice from SIDO was not received until after July 1, 2023 and could not be brought forward for approval earlier.

Listed below are answers to standard questions required for Governor and Executive Council organization dues and membership approval submissions:

100 North Main Street, Suite 100
Concord, New Hampshire 03301

603.271.2341

visitnh.gov nheconomy.com choosenh.com

1. How long has this organization been in existence and how long has this agency been a member of this organization? *The Office of International Commerce has been a member for five (5) years.*
2. Is there any other organization which provides the same or similar benefits which your agency belongs to? *No, there are no other organizations that OIC belongs to which offers the same or similar benefits on the national trade level. However, OIC is a member of the Eastern Trade Council (ETC), which provides trade support specifically on the Northeast regional level. Additionally, the ETC does not provide the advocacy or training support that SIDO offers.*
3. How many other states belong to this organization and is your agency the sole New Hampshire state agency that is a member? *Every other U.S. state (49 + New Hampshire), and three U.S. territories, are members of the organization. The Office of International Commerce is the only New Hampshire agency that is a member.*
4. How is the dues structure established? (Standard fee for all states, based on population, based on other criteria, etc.) *The dues structure is a standard fee for all states.*
5. What benefit does the state receive from participating in this membership? *Advocacy: SIDO is the voice of state trade professionals in Washington, D.C advocating greater state-federal collaboration. Additionally, SIDO is a strong voice on behalf of state trade professionals in support of continuing federal funding for small business exporters. New Hampshire benefits from this federal funding in that it allows OIC to directly support businesses in the state. Training: SIDO organizes formal training seminars for state trade professionals and provides opportunities to attend training programs organized by the US Department of Commerce. Resources: SIDO utilizes surveys and studies to provide trade agencies with up-to-date information on funding opportunities, latest trade trends and best practices.*
6. Are training or educational/ research materials included in the membership? If so, is the cost included? Explain in detail. *Research materials, data and select training opportunities are provided through SIDO, and the costs are considered part of the membership dues.*
7. Is the membership required to receive any federal grants or required in order to receive or participate in licensing or certification exams? Explain. *No, the membership is not required to receive any federal grants in order to receive or participate in licensing or certification exams.*
8. Is there any travel included with this membership fee? Explain in detail any travel to include the number of employees involved, the number of trips, destination if known and purposes of membership supported trips. *No travel is included with this membership fee.*
9. Which state agency employees are directly involved with this organization? (Indicate if they are members, voting members, committee members, and/or officers of the organization.) *The Program Manager for the Office of International Commerce, and one (1) International Trade Officer for the Office of International Commerce, are directly involved with the organization. The Program Manager is a voting member of the organization.*

His Excellency, Governor Christopher T. Sununu
and the Honorable Executive Council

August 23, 2023
Page 3 of 3

10. Explain in detail any negative impact to the State if the Agency did not belong to this organization. *SIDO is an organization made up of 50 states and 3 U.S. territories and works collaboratively to increase exports, thereby creating and retaining jobs, and enhancing global competitiveness. The convergence of SIDO members' expertise builds critical mass, facilitates innovation, and expands export opportunities.*

SIDO enhances state trade programs by advocating on behalf of the states on issues such as trade barriers, sharing trade development data, best practices and advocating for federal funding of international trade programs. Additionally, SIDO provides training to OIC on trade-related matters, and on grant writing. Lastly, SIDO has started to provide benefits to companies in SIDO member states such as discounted participation fees at trade shows; in 2023, Manchester-based Vibrac was able to advertise their products at the Paris Air Show thanks to discounted booth space provided by SIDO. Without being a member of SIDO, New Hampshire businesses would not have access to new, additional opportunities to access new markets and international business development, thereby affecting the growth of their businesses.

Respectfully Submitted,



Taylor Caswell
Commissioner

The Council of State Governments
 1776 Avenue of the States
 Lexington, KY 40511

Invoice No. 100513

INVOICE

Phone: (800) 800-1910
 www.csg.org

Sold To: Adam Boltik
 Program Manager
 Office of International Commerce
 Division of Economic Development
 Dept. of Business & Economic Affairs
 100 North Main Street, Suite 100
 Concord, NH 03301

Ship To: Adam Boltik
 Program Manager
 Office of International Commerce
 Division of Economic Development
 Dept. of Business & Economic Affairs
 100 North Main Street, Suite 100
 Concord, NH 03301

Account No.	Purchase Order No.	Order Date	Order Number	Terms	Invoice Date	Order Type	
158662		07/23/2023	126370	Net 30	07/23/2023		
Qty Ordered	Qty Shipped	Back-Ordered	Item Code Description	Unit Price	Extended Price		
1	1		SIDOFY24 SIDO Membership Dues July 1, 2023 - June 30, 2024	4,750.00	4,750.00		
Line Item Total	Freight	Handling	Restocking/ Cancellation Fee	Tax	Subtotal	Amount Received	Amount Due
4,750.00					4,750.00		4,750.00