

MONTANA

AMBASSADORS

MT AMBASSADOR BOARD MEETING

November 18, 2016

10:00AM – 2:00PM

WGM Conference Room

Dial in: 712.432.0175 pin 217279

Present: Brent Campbell, Greg Kohn, Rick Edwards, Dale Mahugh, Tom McGree, Andy Gordon, Bill Johnston, and Gloria O'Rourke. Lunch guests: Russ Fletcher, Devin Holmes, Cate Sundeen, Linda Gray, Susan Hay Patrick, and John Mudd. After lunch: Andy Shirtliff.

Via Phone: Lynda Colucci, Heather Bellamy, and Melanie Schwarz

1. Introductions, Minutes – Pres. Brent Campbell

Brent welcomed everyone to the meeting and requested approval of the minutes from August 11, 2016. Tom moved to approve; Dale seconded the motion. Motion carried.

2. Financials – Report by Mike O'Rourke

In the absence of Treasurer Jon Marchi, Mike reviewed the financial reports. Tom McGree moved to approve the financials, Rick seconded the motion. Motion carried.

Action Item: Gloria will share the Prepared Financial Statements prepared by JCCS with the board and post them on the website.

Action Item: Gloria will share the Budget vs Actual with the board.

The board had previously moved \$15,000 from the investment account but the Treasurer only moved just over \$7,000. The organization is cash strapped because of this, because GOED invoices are outstanding and several sponsorship opportunities turned out to not exist.

The Draft 2017 Budget Mike prepared will be reviewed once decisions have been made such as the business open, annual meeting, etc.

4. New Members Update

A list of 11 people has been submitted for new members. Some have been waiting since September, others November. Andy Shirtliff reported the current lists are under review by the Governor's appointment person, Stacey.

5. Board Nominations & Officers

Board Member(s):

PO Box 722

Anaconda, Montana 59711

Ph: 406.563.5353 Fx: 406.563.5476

Email: gloria@montanaambassadors.com

<http://www.montanaambassadors.com>

There is one vacant board seat (Maria Phelps) which has its first term expiring on December 31, 2017.

Pete Akey is a “numbers guy” and would be interested in serving on the board and possibly as Treasurer. Pete is also a veteran. Tom moved to add Pete Akey to the slate of board seats to be approved; Bill seconded the motion. Motion carried.

Brigitta mentioned it would be great to have a member of the board engaged in photonics or other hi-tech capacity.

Officers:

Second V.P.: Brigitta Miranda-Freer would accept the nomination to be placed before the membership. Rick Edwards moved, Andy Gordon seconded the motion. Motion carried.

Treasurer: A discussion was held as to the emerging and existing needs of the finances of Montana Ambassadors. A new plan is needed for mapping MTA's finances and someone with the time to assist in carrying it out. Brent wants to see GAP procedures emphasized and an activity based budget. With much respect and appreciation to Jon Marchi, it was felt the financial needs of MT Ambassadors has changed and a more engaged, readily-available individual is needed to support the day-to-day operations. A financial plan is needed and followed such as ready cash, savings, and investments.

Tom moved to nominate Rick Edwards as Treasurer; Andy Gordon seconded the motion. Motion carried.

Brent's vision is to raise private sector dollars from sponsors as being a pass through only organization is not sustainable.

6. MT Ambassador Completed Project or Event Reports

a. Joint MTA/MEDA Lunch was held in August.

Andy Shirliff mentioned the joint meeting with MEDA and how MEDA could be leveraged to carry the load for in-state economic development and with their support MTA could improve networking outside of the state.

A discussion was held on the purpose of MT Ambassadors and that in the past the organization helped to recruit business to Montana. Brent said that the emphasis for economic development has changed; Rick suggested the need for both exists.

b. Business Open – Financial Summary

Rick, Dale, and Tom are willing to work to hold the Business Open in 2017. They do not see this as a major fundraiser, but to serve more as a networking and outreach event. Dale has spoken with Old Works and they are willing to work to expand the tournament, i.e., promote registrations through Troon and place on a webpage with Troon. Hole sponsorships could be found as have been found in the past. Two dates are pending: the third Thursday and third Friday of August in 2017.

Brent suggested holding a golf event just prior to the Innovate Montana Symposium.

If the board does not wish to hold the tournament the Butte Chapter could conduct it through the Montana Ambassadors. The decision will be made soon.

Lunch Break – with Missoula Chapter

Several from the Missoula Chapter joined the meeting including Russ Fletcher, Devin Holmes, Linda Gray, John Mudd, Susan Hay Patrick, and Cate Sundeen.

7. Special presentation – MWTC – Brigitta Miranda-Freer

Brigitta provided an overview and update on Montana World Trade Center.

Brigitta said MWTC informs people about Montana and of things they would not suspect. MWTC is one of over 300 trade centers around the globe. Located in the Gallagher Business Building, MWTC assists businesses with international trade endeavors, including export and import strategies. Trade missions are important and work in conjunction with the Governor's Office. Students are used to work with clients as well as private consultants. Brigitta teaches a practicum on international trade for U of M on performing research on markets, documentation such as invoicing, mitigating payment risk, etc.

Brigitta reviewed initiatives of interest to MTA and described a three prong approach to diversify Montana's economic base using education, affordable service, and marketing.

Brigitta's goal is to maximize the MWTC presence with the World Trade Center and truly extend MWTC reach globally to raise not only the profile of MWTC and Missoula, but the entire state.

The next trade missions in 2017: Israel (late spring) and Australia (fall).

8. Annual Meeting, Awards, and Videos

a. Awards and Videos – Nominations for 2016 Awards will be submitted via Submittable and voted on during the next board meeting. GOED is interested in assisting with the cost of creating the video for award winners. The winners could be decided in February or March, but will not be awarded until the Innovate Symposium in July 2017. The awards will be coordinated with GOED and the Choose Montana initiative. It was suggested any of the nominees from 2015 be re-submitted for 2016 as they were excellent.

b. Annual Meeting - It would make sense to have a business meeting in February/March with the Annual Meeting taking place in July.

9. Misc. and Next Meeting

A Business Meeting will be held in late February or early March to decide on award winners and board officers/members. It would make sense to hold this meeting in Helena as the Legislature will be in session. An evening social could be held with legislators prior to the board/business meeting, perhaps at the Lewis and Clark Brewery, to show our videos and share our purpose and priorities. It was suggested to learn when the University reception is planned and collaborate.