



International Commerce & Mobility Forum

23 February 2023

ICM Forum #1 – Meeting Minutes

Meeting Summary

Date: 23 February 2023

Format: Virtual due to Minnesota weather

Attendees: 32 members from public, private, and academic sectors

Purpose: Strengthen the sustainability of global supply chains in/out of the region

Key Discussion Points:

- 1. International Air Commerce via Truck to/from Chicago:**
 - Questions were raised about the volume of international air commerce being trucked to/from Chicago.
- 2. Current Transportation/Supply Chain System:**
 - Discussion on why the current system is utilized and exploration of alternative mobility options.
- 3. Data Protection:**
 - Importance of safeguarding data from private or confidential sources to prevent competitive disadvantages.
- 4. Future Connections:**
 - Stephano Smars, Trade Commissioner from Wallonia, Belgium, will discuss potential connections between Liege Airport and MSP in the next forum, emphasizing the need for data on volume and value.
- 5. Economic Development:**
 - The potential economic benefits of establishing a point-to-point commerce channel with Europe, which could support regional economic growth and attract new companies.
- 6. Notable Contributions:**
 - Contributions from Mayor Jim Hovland, Assistant MnDOT Commissioner Tim Sexton, and others were acknowledged for stimulating discussion.
- 7. Next Steps:**
 - Continued exploration of data acquisition strategies and potential economic impacts.
 - Next meeting scheduled for April 4th, 3-5PM at SRF Consulting Group offices.

Action Items:

- Gather data on volume and value potential for air commerce.
- Explore possibilities of securing a subset of potential clients and information from air freight forwarders.
- Prepare for ICM Forum #2, focusing on brainstorming and securing necessary information.

Closing Notes: Participants are encouraged to provide feedback and suggestions for the next steps as the forum continues to address the key questions related to enhancing the sustainability and efficiency of the region's supply chain infrastructure.



Detailed Meeting Minutes from Bill Goins

Good day to each of you....I hope your week is off to a good start!

Thanks again to all of you that were able to join us last Thursday afternoon for, what I really believe, was an outstanding conversation regarding the opportunity to strengthen the sustainability of our global supply chains in/out of this Region and to address specific questions by strategic thought leaders from the public, private and academic sectors.

I truly applaud each of the 32 members of our first International Commerce Mobility, (ICM), Forum that provided the insight, wisdom and possible answers to the key questions of:

- 1). How much international air commerce is moving via truck to/from Chicago?
- 2). Why is this transportation/supply chain system, that is currently in effect, utilized?
- 3). What are the alternatives, (options), to this current mobility system?

While we had to “modify” our first Forum from an in-person event, to a virtual event, (due to our Minnesota weather last week), I do believe, (as one member of our group said), we still made tremendous progress in getting to know each other and who are the right people and organizations that maybe able to support coming up with the answer of who or what organization(s) could provide the data regarding how much international air commerce is being trucked into/out of our Region.

As we know, we had several recommendations and suggestions from the attendees regarding data and where we might be able to come up with the necessary answers. We also had an excellent conversation regarding the importance of protecting data from private or confidential sources.

As we discussed, the data on volume and value to fill a wide body, upper deck, air freighter provides a competitive advantage to many organizations in the private sector. If we wish to secure the information to help justify a possible connection between an airport in Europe and our MSP airport, we need to ensure that this information can't be viewed by competitors of those providing this important data.

As discussed, Stephano Smars, Trade Commissioner from the Wallonia Region of Belgium, will be joining us for ICM Forum #2 on April 4th, from 3-5PM. As I believe Stephano will discuss, there is a very good possibility of an international wide body, upper deck air freight airline showing interest in a line-haul between the Liege Airport, (LGG), and MSP, if we have the right volume for importing and exporting. More on this subject during ICM #2, but, anything that can be considered to secure data on volume and value potential between now and April 4th, would be tremendous. If we need to utilize ICM #2 as our “brainstorming” session to secure thoughts/direction on securing this information/data, that will be our plan for April 4th.

One attendee on February 23rd asked if we could possibly secure a “subset” of potential clients that are private company shippers to/from European locations and/or secure the information from some of our air freight forwarder participants? As stated, “maybe we just pick a specific lane, or set of destinations like within the Golden Triangle and focus on the volume potential?”



From an economic development standpoint, we had excellent input from some of our attendees regarding how the development of this possible point to point commerce channel with Europe, rather than trucking to/from Chicago, could be extremely supportive in working with existing companies from this Region to expand here, plus, could be a positive tool in the International import/export economic development toolbox in helping to secure new companies.

I would like to thank those that helped "get us started" last Thursday including Mayor Jim Hovland, Assistant MnDOT Commissioner Tim Sexton, Brian Peters from the MAC, Mike Loney from Abbott and Matt Castle from C.H. Robinson. I believe that their excellent comments really helped to stimulate the conversation that we had engaging all participants. We also have had a request for the slides that I utilized in our opening section:

I will pause for now, let some of this from last Thursday "soak in" and ask for your continued input, feedback and comments on our next steps before we meet again, (hopefully in person if our weather will cooperate), on April 4th, from 3-5PM. Our planned hosts for February 23rd have once again offered to host us again, so we will be meeting at the SRF Consulting Group offices. We will be sending out a meeting invitation to each of you to "hold the date/time", which will include the SRF address.

Again, much more to follow in the next couple of weeks as we continue to think through the questions that have been presented and where we might be able to secure the answers and data. Please feel free to respond to this recap with any thoughts, recommendations and feedback as we continue to work on the key questions that our goal is to answer.

Last point today, if you know of others that you would like to recommend to joining this effort, please let me know.

Many thanks,
Bill

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