



International Commerce & Mobility Forum

28 September 2023

ICM Forum #4 Agenda

International Commerce Mobility, (ICM), Forum #4
September 28th, at SRF Consulting Group, 3-5PM
(thanks to SRF Consulting Group for hosting our Forum!)
Zoom/Virtual connection is available for this Forum also

Agenda for Thursday, September 28th:

- + 3PM: **Welcome and strategic thoughts** by Edina Mayor Jim Hovland and Chair of the Global Wellness Connections, (GWC)
- + 3:05PM: **Greetings, strategic thoughts and housekeeping items** from our hosts, SRF Consulting Group, Todd Polum, President and CEO, and Andy Mielke, VP.
- + 3:10PM: **Brief introductions of Forum attendees**, (name, title and company/organization), led by Bill Goins, VP, Commerce Mobility, Global Wellness Connections, (GWC)
- + 3:20PM: **"Bridging Minnesota's Supply Chain challenges, 2.0"**, presented by Dr. John Pournoor, CEO, Government Analytica
- + 3:35PM: **"Moving forward: MAC planning RFQ to start research project"**, presented by Brian Peters, Director, Air Service Development at Metropolitan Airports Commission, (MAC)
- + 3:45PM: **"An update on the vision and development of the Minnesota Freight Network Optimization Tool, (FNOT)"** by Andrew Andrusko, Freight Planning Director at Minnesota Department of Transportation, (MnDOT)
- + 3:55PM: **"Why are environmental impacts important to these efforts?"** by Charles Edwards, Vice President, Strategic Aviation Solutions International, (SASI)
- + 4:10PM: **"The latest developments from the Supply Chain Competitiveness Study for our Region"** presented by Kristin Guild, Director of Business Bridge, GREATER MSP Partnership
- + 4:20PM: **"An economical and environmental update on the solution for handling air cargo at JFK Airport"** presented by Donna Mullins, VP, Kale Info Solutions Inc.
- + 4:30PM: **"Can we still think bold and what could be next from our Minnesota efforts to host a World Expo in 2023 and 2027?"**, presented by David Loehr, Principal, DLR Group and Chief Architect for Expo 2027



+ 4:40PM: **“Tentative plan”**: a tour of the Abbott Medical Distribution Center yet this year, presented by Mike Loney, Senior Distribution Manager at Abbott Medical

+ 4:45PM: **“A strategic update on another example of strategic thought leaders working together to build a trade route and new supply chain network”**. This proposed transportation/supply chain system would be between Minnesota, (Duluth), and Liverpool, UK), via the Great Lakes and the Atlantic Ocean. This will be presented by Jan Bauer, Consul, UK Government Office-Minnesota.

+ 4:55PM: ***Specific strategic update, “future brainstorming” and key next steps described by Bill Goins, VP of Commerce Mobility for the Global Wellness Connections, (GWC), regarding:***

1). This has been our key “starting” question since we began the ICM Forums: “How much international air commerce is moving via truck to/from Chicago?”

2). What is the key qualitative, (interviews), and quantitative research data that is needed to secure the answers to this question, (as discussed earlier in the Forum by Brian Peters)?

3). It is pretty much agreed, that once we have the data/information that we need, negotiations can begin with an international upper-deck, wide-body air freight company to begin service between MSP and the Golden Triangle of Europe, (specifically Liege Airport).

4). What long-term funding is needed to provide the necessary quantitative & qualitative research for answers to other key areas of the globe, (specifically Asia and Latin America)? What is the process to secure the necessary long-term funding and possible timelines?

5). From what we are learning about this key first question, what other transportation options and supply chain opportunities can this “grassroots” approach of public-private-academic solve for Minnesota and this Region, (such as the scenario presented by Jan Bauer)?

For review from earlier ICM Forums: What is our purpose of the ICM Forums?

We started the ICM Forum series with the key question of:

“How much International Air Freight is being trucked to/from Chicago, for placement on wide-body, upper deck freighters to a specific part of the world, (the Golden Triangle of Europe)?” We have also asked the question: “Why is this transportation/supply chain system utilized today for this Market?”

Through the Forum series and each of your involvement, we believe we have a much better understanding of the current international air freight system, than when we started earlier this year.

In ICM Forum #1, we asked: what are the possible opportunities, constraints, limitations and options for enhancing and improving the movement of freight/commerce & cargo in and out of this Region?

In ICM Forum #2, we dove deeper: what is the data, interviews and information within the private sector companies, (shippers, 3PLs and freight forwarders), plus, research organizations that can help answer the question about the volume and value moving to/from Chicago for global movement?

In ICM Forum #3, we began to layout the framework for understanding what research is needed, (quantitative and qualitative), what funding is required, and to determine the answer to our very first question. We believe the answer to this question will come through the efforts of public-private-



academic strategic thought leaders and utilizing this framework with other transportation system and supply chain options that will improve our overall State and Region.

In ICM Forum #4, we will continue to focus on the research that will be required to determine if this Region has the capability to fill international upper deck, wide body air freighters once a week, three times a week or five times a week to move high value air cargo to the Golden Triangle of Europe.

The time has come to layout the scope of service and continue to refine our strategic white paper or road map, leading to public outreach and specific research to determine the regional air cargo demand and facility requirements needed to support enhanced air cargo service between Minnesota and Europe, with eventual paths to other key locations around the world.

Through our combined efforts, we believe we can provide additional transportation/supply chain tools for the State's and Regional economic development toolbox, support the efforts of finding improved environmental solutions to our carbon footprint, provide for cost saving options for our high-value inventory shippers/receivers and support the creation of good paying transportation and supply chain jobs for our State/Region.

Announcing plans:

ICM Forum #5 is "tentatively" planned for the early December, (possibly, Thursday, December 7th, from 3-5PM), or very early-mid January, 2024 timeframe. Please stay tuned...as more details to follow!

Please note: Many thanks to Curt Johnson, Founding Leadership Team, Global Wellness Connections, (GWC), for taking notes and providing a recap/summary of this ICM Forum #4!