



International Commerce & Mobility Forum

3 April 2023

ICM #5 Agenda

April 3rd, at SRF Consulting Group, (with a virtual Zoom option that will be available for this Forum)
Networking: 2:30-3PM and the ICM Forum: 3-5PM

(Special thanks to SRF Consulting Group for hosting our Forum!)

Please note: Opportunity for networking at SRF, starting at 2:30PM, prior to beginning the Forum at 3PM, (Central)

- + 3PM: ***Welcome and strategic thoughts*** by Edina Mayor Jim Hovland and Chair of the Global Wellness Connections, (GWC)
- + 3:10PM: ***Greetings, strategic thoughts and housekeeping items*** from our hosts, SRF Consulting Group, Todd Polum, President and CEO, and Andy Mielke, SVP.
- + 3:15PM: ***Brief introductions of Forum attendees***, (name, title and company/organization), led by Bill Goins, VP, Commerce Mobility, Global Wellness Connections, (GWC)
- + 3:25PM: ***“Import and Export...what are our challenges?”***, presented by Cathy Peterson,
- + 3:40M: ***“Bridging Minnesota’s Supply Chain challenges: equity and inclusion”***, presented by Dr. John Pournoor, CEO, Government Analytica,
(Please note: An important, developing strategic white paper on this subject will be presented at ICM Forum #5)
- + 3:55PM: ***“Moving forward: the MAC effort to researching our key question”***, presented by Brian Peters, Director, Air Service Development at Metropolitan Airports Commission, (MAC)
- + 4:05PM: ***“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)
- + 4:15PM: ***“Why is the understanding of environmental impacts important to these strategic efforts?”*** by Charles Edwards, Vice President, Strategic Aviation Solutions International, (SASI)
- + 4:30PM: ***“A follow-up plan”***: based on the interest of the past two tours in 2022 and 2023 of the Abbott Medical Distribution Center, Mike Loney is willing to conduct another tour during this year. This subject will be presented by Mike Loney, Senior Distribution Manager at Abbott Medical
- + 4:35PM: ***“An important 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 update will be presented by Jan Bauer, Consul, UK Government Office-Minnesota

+ 4:50PM: *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). What 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, (data), research that is needed to secure the answer(s) to this question? (as discussed earlier in this ICM Forum #5 by Brian Peters)

3). It is pretty much understood as a possibility, that once we have the data/information that is needed, negotiations can begin with an international upper-deck, wide-body air freight company to begin service between MSP and our first international destination, most likely the Golden Triangle of Europe, (specifically Liege Airport). As Cathy Petersen has presented, in this ICM Forum #5, what are our challenges regarding the import and export processes?

4). What long-term funding and research is needed to provide the necessary quantitative & qualitative research for answers to other key areas of the globe, (specifically Middle East, Africa, Asia and Latin America)? What is the process to secure the necessary long-term funding and what are 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 in this ICM Forum #5 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, (such as 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 ICM 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 last 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 systems and supply chain options that will improve our overall State and Region.



In ICM Forum #4, we continued 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, five times a week or more to move high value air cargo to/from the Golden Triangle of Europe.

From the planning of ICM Forum #5, we believe that the time has come to layout the scope of services needed to support changes to our supply chain options and continue to refine our strategic white papers, 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. In addition, we are beginning to understand the Environmental Health and Equity subjects that are important to intermodal transportation in and out of Minnesota and this Region.

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 #6 is "tentatively" planned for the late May or in the very early June, 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 #5!