

**MINUTES OF THE
UTAH INTERNATIONAL TRADE COMMISSION**
Thursday, September 24, 2009 1:00 p.m. – Room 450 State Capitol

Members Present:

Sen. Mark B. Madsen, Senate Chair
Rep. Sheryl L. Allen, House Chair
Rep. Jackie Biskupski
Rep. Kerry W. Gibson
Rep. Phil Riesen
Mr. Brian Farr
Mr. Brett W. Heimbürger

Members Absent:

Sen. Brent H. Goodfellow
Sen. Peter C. Knudson
Rep. Lorie D. Fowlke
Mr. Miguel R. Rovira

Staff Present:

Mr. Richard C. North, Policy Analyst
Mr. James L. Wilson, Associate General Counsel
Ms. Wendy L. Bangerter, Legislative Secretary

Note: A list of others present, a copy of related materials, and an audio recording of the meeting can be found at www.le.utah.gov.

1. Commission Business

Sen. Madsen called the meeting to order at 1:20 p.m.

MOTION: Rep. Biskupski moved to approve the minutes of the August 20, 2009 meeting. The motion passed unanimously.

2. Utah - Asia Trade Report

Mr. Brett Heimbürger, International Trade Executive-Japan, Governor's Office of Economic Development (GOED), gave a slide presentation "Utah Asia Trade Report." He reported that from 2005 - 2008, Asian exports have had the largest growth of all exports, especially in services. He said that services are increasing at a faster rate than goods, especially in reference to licensing, soil, and water cleanup. He reviewed international trade-supported jobs in Utah and other market opportunities in Asia. He emphasized the mission of GOED to support Utah business.

3. China Trade Delegation Report

Mr. Michael Christensen, Director, Legislative Research and General Council, gave an overview of the China Trade Delegation's visit to Utah. He reviewed the history of how the relationship between these people and Utah developed resulting in an agreement between the two states. He reviewed their government structure and hope for a continuing future relationship.

4. International Trade Pacts Update: Panama, Columbia, and South Korea

Discussion of this item was postponed to a future meeting.

5. Governor's International Language Road Map Report

Mr. Gregg Roberts, program manager, Utah State Office of Education, distributed "Utah Language Roadmap to Excellence." He reported on the governor's initiative to develop an international language database to bring together different economic worlds, creating a global workforce. He reviewed the six important business languages in the world and explained efforts of the governor's initiative to create

language programs in Utah schools. He explained the Dual Immersion program which is a method of teaching two languages in a 50/50 instructional model, offering students the opportunity to become bilingual, biliterate, and bicultural.

6. Utah's Mandarin Language Program Report

Discussion of this item was postponed to a future meeting.

7. Utah Exporter / Importer Report

Mr. Dan Needham, Controller, NuCor Steel, introduced NuCor and its industry.

Mr. Dave Smith, Vice President and General Manager, NuCor's Utah plant, gave a slide presentation explaining international trade and how it affects Utah. He illustrated how because of the monetary exchange rate, China for instance, has a big advantage. He reviewed the United State's trade deficit showing how much more we buy from other countries than we sell to other countries, creating more jobs for them than for us. He explained distortions of free trade and how it shifts the advantage balances from one country to another: 1) currency manipulations (devaluing currency which is illegal but not prosecuted), 2) value-added taxes (used by every country the U.S. trades with at the border and is legal), and 3) carbon taxes (green taxes). He also noted that China buys mostly technology-based products as opposed to consumer products.

Mr. Steven Johnson, Vice President- Asia, Wencore, discussed the benefits of trade missions. Wencore manufactures all parts for aircraft and aircraft types and exports them. He reported that they export to customers worldwide but their largest accounts are in the U.S. He discussed GOED's support through trade missions which has enabled them to network and build relationships in other countries.

8. Utah Exporter / Importer Database

Discussion of this item was postponed to a future meeting.

9 Other Items / Adjourn

The next meeting was scheduled for October 22, 2009 at 1:30 p.m. in Room 450.

Chair Madsen adjourned the meeting at 3:25 p.m.