



MGTA

Midwest Global Trade Associatio

1000 Westgate Drive, Suite 252 | St. Paul, MN 55114 | phone 651.290.7482 | fax 651.290.2266 | office@mgta.org | www.mgta.org

A Special Message Regarding Membership in MGTA

Dear Prospective Member,

Thank you for your interest in the Midwest Global Trade Association (MGTA). We are a progressive, member-operated, nonprofit organization dedicated to assisting businesses with international interests throughout the Midwest. Our broad and ever-growing variety of member benefits, services and programs have made us a valuable resource to businesses since 1924. We invite you to discover why more than 500 international business members have found that MGTA membership is a vital part of their business success.

The success of our membership growth is due, in part, to these three **KEY BENEFITS...**

- **Searchable Online Member Directory** – This members-only searchable directory, updated monthly, puts the resources of fellow members at your fingertips.
- **Educational Seminars** – MGTA sponsors many informative seminars about international topics that affect most companies with international exposure. Topics include the import process, export documentation, import and export compliance, government security initiatives, Incoterms™ and many others. Members are notified of all seminars and receive a discount on fees.
- **Networking and Support Groups** – MGTA is an active organization, and you will have the opportunity to meet and share ideas with business professionals facing the same challenges as you. You will meet these people at seminars and social events, and have access to a membership roster on our Web site.

Please review the enclosed membership information at your convenience. Give us a call if you have any further questions about how MGTA services and programs can benefit your company. We look forward to your joining the expanding MGTA family soon!

Sincerely,
Membership Committee
Encl.



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MGTA Mission Statement

The Midwest Global Trade Association supports the global trade community through professional development, networking, and industry resources.

Introduction

Since 1924, business people from Minnesota and neighboring states who share an interest in international business opportunities have joined together to exchange ideas, experiences and information through the programs and services offered by the Midwest Global Trade Association (MGTA). MGTA remains active and growing today, stimulated by new members and changes in the global marketplace.

MGTA is a nonprofit organization supported entirely by the efforts and contributions of its membership. The association draws on the talents and resources of international professionals and corporations throughout the region. Members include companies of all sizes and levels of international experience, as well as individuals with a range of business interests and perspectives. Anyone interested in international trade is invited to become a member and share the experience.

A History of Commitment to Global Trade

The Midwest Global Trade Association has evolved through several name changes and has shared affiliation with other organizations.

1924 – Export Club	The first meeting of interested businesspersons was convened in St. Paul. The shared interest was export opportunities for member companies.
1930 – Northwest World Trade Club	The group expanded in size and scope of opportunities.
1957 – Minnesota World Trade Association (MWTA)	<p>With a new name, the association formulated its primary mission: To promote and encourage world trade. To accomplish this objective the association further defined its role:</p> <ul style="list-style-type: none">• Professionalize international business through enhancement of skills and competence levels.• Provide forums for the exchange of practical foreign trade information and shared experiences.• Provide a vehicle for expressing members' views on foreign trade legislation to our government representatives.

- 1983 – MWTA Education programs became an important and distinct function within the MWTA organization.
- 1984 – MWTA In its 60th year, the association had grown to 450 members. April 11, 1984 was declared “World Trade Day” by the City of Minneapolis and the State of Minnesota. The records of MWTA were donated to the Minnesota Historical Society recognizing the historical significance of the association in the State of Minnesota.
- 1985 – MITA Midwest Importers Trade Association (MITA) was founded in May 1985. MITA’s early accomplishments were to help avert a reduction of import services provided by Minneapolis/St. Paul U.S. Customs District. Today, the U.S. Customs continues to maintain full service capabilities in the Twin Cities as a result of this concerted effort on the part of MITA and other trade and business groups.
- 1996 – MWTA On May 21, 1996, MWTA was recognized for its outstanding contribution to international trade with the “Governor’s International Trade Award.” MWTA’s 72-year history meant service to Minnesota’s international business community to promote Minnesota’s image, educate thousands and bring Minnesota’s international business interests together for a common purpose.
- 2003 – Midwest Global Trade Association (MGTA) The consolidation of MITA and MWTA created the new Midwest Global Trade Association (MGTA). The association continues to grow and evolve, reflecting the richly diversified needs of its members. With dedication and commitment to international business, the association is well positioned for continued success and growth into the 21st century and will continue to deliver value to its membership.



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MGTA Committees

Finance

The finance committee is responsible for presenting the financial health of MGTA to the board at monthly board meetings and for working with the office to answer any questions, establish budgets, and act as liaison for any questions by the board and other committee members.

Membership

The membership committee works to establish processes that ensure member retention, actively seeks out new members to join the organization, and deals with miscellaneous member questions and/or inquiries.

Education

The education committee plans and implements all of MGTA's monthly seminars. The committee is in charge of gathering speakers and content and working with the office to make sure this information is communicated to the membership.

Communications

The communications team is in charge of gathering content and working with the office to develop the MGTA World Trader newsletter, keep the MGTA website current, and ensure proper processes for communicating to the general membership.

Special Events/Forums

The special events/forums committee works on special events put on by MGTA, including the annual meeting, the golf event, and special events. They are also responsible for developing the content, layout, and logistics for the forums, a new addition to MGTA educational offerings.



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Praise from Our Members

“Over the years, I have attended many MGTA (MITA and MWTA) functions. During that time, the greatest benefit to me of being an MGTA member has been the opportunity to keep in touch with a wide range of business associates—ones that I just wouldn’t have had the opportunity to see throughout the year without the MGTA seminars and functions. It becomes a means to measure the impact of national and international happenings with peers in the Midwest. That opportunity alone is a catalyst for individual and company growth.”

*John Mattson LCB / CCS
North Star World Trade Services, Inc.*

“I first heard of this organization back in 1985 when I was in college. I joined because I was told I could build a great network and attend some useful seminars. Both were true! Over the years, I have used the seminars to update my skills and knowledge and have met some very informative people. This organization is something that grows and matures with you. There is always a wealth of information available at my fingertips, and I even learned how to golf last summer! MGTA = Minnesota’s Greatest Trade Ally!”

*Kris Schleif
Polaris Industries, Inc.*

“MGTA has been critical to my success! Through the MGTA network, I met my current employer and advanced my career. I have honed my leadership and organizational skills by serving on the Board and several Committees. I have had invaluable public speaking opportunities. The opportunities are there for anyone to dig in and participate, and I highly recommend it for both personal and professional growth!”

*Pam Olson
US Bank*

“I recently accepted a new position in Compliance after five years in the Contracts Administration arena. Attending the documentation seminars (my second day on the job) gave me the confidence to begin my new position without feeling adrift in the new terminologies and regulations. It also gave me direction on where to emphasize self-directed learning. I look forward to attending more seminars to expand my skill set and keep abreast of current changes in the Import/Export field. The seminars were very well put together with hands-on experience as well as lecture. The lectures were well-paced and informal enough to feel comfortable asking a question at the appropriate time.”

*Renae Jensen
Emerson Process Management*



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Membership Application

Please type or print clearly. Complete both pages and remit with your payment. Online application is available at www.mgta.org.

Business Information

Organization _____

Address _____

City _____ State _____ Zip _____

Website _____

Annual Sales (USD)

Less than \$499,000 \$500,000 to \$4,999,000 Over \$5,000,000

Cannot disclose / private company

May we contact you about sponsorship opportunities? Yes No

Primary Representative Information

Required – to be used as your primary member and company contact for membership and billing purposes.

Name _____

Title _____

Phone _____

Preferred E-Mail _____

Referred by _____

How did you hear about MGTA? _____

Get Involved! Please indicate the area(s) in which you would be interested in volunteering your skills and experience.

Communications Education Finance Forums
 Membership Leadership Networking Government Relations

Payment Options

Amount Enclosed \$ _____

Payment Option:

Check (payable to MGTA) Visa MasterCard

Cardholder Name _____

Card Number _____

Exp. Date _____ 3-Digit Security Code _____

Authorized Signature _____

Credit Card Billing Address (Same as above) _____

Credit Card Billing City/State/Zip _____

Please return form to:

Midwest Global Trade Association
1000 Westgate Drive, Suite 252
St. Paul, MN 55114
fax 651.290.2266
[Or apply online at www.mgta.org](http://www.mgta.org)

(For office use only)

initials		fin.
date		
CK/CC		
amt. paid		
bal. due		

Choose a primary category for you or your company:

- Practitioner Transition*
- Service Provider Educational Affiliate
- Student

Choose a sub-group (select all that apply):

- Global Trade Expert Global Trade Leader
- Young Professional Student

Company Position (check one)

- Senior Management/Department Head
- Middle Management/Supervisor
- Professional/Non-Management

Choose up to 3 categories that best define your company's business.

Practitioner:

- Manufacturer
- Importer
- Exporter

Service provider:

- Applications & Technology
- Business Development & Marketing
- Carriers (Air, Ocean, Trucking)
- Consulting Services
- Customs Broker
- Drayage
- Engineering
- Financial Services
- Foreign Trade Zone (FTZ) Operators
- Global Logistics Services
- Global Sourcing
- Government Entity
- Insurance & Surety Services
- Legal Services
- Port
- Recruiter
- Testing & Certification
- Translation/Interpreter Services

Membership Options

(Please check one)

Organization

- (2 reps: \$250) (3 reps: \$350)
- (4 reps: \$450) (5 reps: \$550)

- Whole Organization – \$650 per year
- University/College – \$200 per year
- Individual – \$150 per year
- Student – \$25 per year

Membership Application (continued)

Additional Representative Information

Company Name: _____

Corporate membership levels include additional representatives. Please provide information about your additional representatives. Need more space? Copy this page as often as you need.

Name _____
Title _____
Phone _____
Preferred E-Mail _____

Get Involved! Please indicate the area(s) in which you would be interested in volunteering your skills and experience.

- Communications Education Finance Forums
 Membership Leadership Networking Government Relations

Company Position *(check one)*

- Senior Management/Department Head
 Middle Management/Supervisor
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Choose a sub-group **(select all that apply):**

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