

THE EXPORT COUNCIL

The Export Council is a national body, a public-private partnership, with no legal personality, affiliated to the Ministry of SMEs, Commerce, Tourism and Liberal Professions. Its objective is to harmonise the sector, inter-sector and regional strategies with the National Export Strategy, as well as to establish the export objectives and priorities.

The Export Council's activity is regulated by the:

1. Decision No. 486/1.04.2004 regarding the establishment of the Export Council
2. Export Council Regulations: Structure and Operations

The Export Council Members are representatives of public institutions, of employers and professional organizations that do present competencies and activities in export area of activity.

Main responsibilities:

- a) Harmonises the sector, inter-sector and regional strategies with the National Export Strategy, with the goal of establishing the priorities for developing export.
- b) Identifies public and private funding resources to accomplish the programs and activities stated in the Export National Strategy.
- c) Proposes programs able to enhance exports competitiveness.
- d) Initiates actions that would lead to increasing and diversifying exports of goods and services with a high value added.
- e) Analyses the current problems of exports, and comes up with suggestions for improvements.
- f) Recommend changes of the legal framework to eliminate barriers to export, thus contributing to increasing export volume.
- g) Supports the development of promotion services and technical assistance for exporters.
- h) Monitors the progress, results and impact of implementing the measures, tools and mechanisms of sustaining and promoting exports from state budget, included in the National Export Strategy.
- i) Approves the allocation of funds from the annual state budget on activities meant to promote export;
- j) Approves the Annual Participation Program at fairs and international exhibitions, as well modifying it.

The Export Council gather together in working meetings as often as needed and adopts **Decisions filed in Minutes.**

Export Council Secretariate is managed by the Ministry of SMEs, Commerce, Tourism and Liberal Professions, **Export Promotion General Direction – Export Council Secretariate**

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Export Council Membership

Co-Presidents as appointed from the Export Council members:

- One representative of the public sector
- One representative of the private sector



Members:

Public Sector:

1. State Secretary for Trade - Ministry of SMEs, Commerce, Tourism and Liberal Professions
2. State Secretary for Tourism - Ministry of SMEs, Commerce, Tourism and Liberal Professions
3. State Secretary for Public Finance – Ministry of Economy and Finances
4. State Secretary for Economy – Ministry of Economy and Finances
5. State Secretary – Ministry of Communications and IT
6. State Secretary – Ministry of Agriculture and Rural Development
7. State Secretary – Ministry of Transports
8. State Secretary – Ministry of Foreign Affairs
9. State Secretary – Department of European Affairs
10. President – National Prognosis Commission
11. President – Export - Import Bank of Romania – (EXIMBANK)
12. Vice-President – National Institute of Statistics
13. Vice-President – National Agency of Fiscal Administration – National Customs Authority
14. General Manager for SME's - Ministry of SMEs, Commerce, Tourism and Liberal Professions

Private Sector

1. National membership organizations:

-  Employers Confederations representative at national level (CONIPIROM)
-  UGIR 1903, etc.

- ✚ National Association for Exporters and Importers in Romania (ANEIR);
- ✚ Romanian Chamber of Commerce and Industry;
- ✚ National Council of SMEs of Romania;
- ✚ Romanian Association of Banks;

2. Employers Organizations / Professional Associations at industry level
 - Associations representing machine building, electro-technical and electronics industries – one representative;
 - Associations representing textile, apparel and leather industries – one representative;
 - Associations representing furniture, wood products industries – one representative;
 - Associations representing ITC industries – one representative;
 - Associations representing chemistry and petrochemistry industries – one representative;
 - Associations representing metal production manufacturing industries – one representative;
 - Associations representing agro-business – one representative;

Export Council Regulations

Structure and Operation of the Export Council

1. General Framework

- 1.1. The Export Council is a national body, a public-private partnership, with no legal personality, affiliated to the Ministry of SMEs, Commerce, Tourism and Liberal Professions.

The Export Council Members are representatives of public institutions, of employers and professional organizations that do present competencies and activities in export area of activity, as stated in Annex G of the G.O. 486/01.04.2004.

- 1.2. The Export Council is an open structure; new members can apply for membership based on written applications.

The Export Council will analyse the membership applications taking into consideration the following:

1. The Export Council Number total membership is maximum 40, so that efficiency is preserved;
2. On industry that operates in export as well shall be represented in the Exports Council by a single employers / professional association, with the agreement of the other associations in the industry;
3. The respective employers / professional association: members engaged in exports should be no less than 30% than total membership, or the value of exports should be no less than 30% of the

total exports from that particular industry in the previous year. Each association will sign an affidavit to confirm they meet this requirement.

2. Competencies

2.1 The main competencies of the Export Council are the following:

- a) Harmonises the sector, inter-sector and regional strategies with the National Export Strategy, with the goal of establishing the priorities for developing export.
- b) Identifies public and private funding resources to accomplish the programs and activities stated in the Export National Strategy.
- c) Proposes programs able to enhance exports competitiveness.
- d) Initiates actions that would lead to increasing and diversifying exports of goods and services with a high value added.
- e) Analyses the current problems of exports, and comes up with suggestions for improvements.
- f) Recommend changes of the legal framework to eliminate barriers to export, thus contributing to increasing export volume.
- g) Supports the development of promotion services and technical assistance for exporters.
- h) Monitors the progress, results and impact of implementing the measures, tools and mechanisms of sustaining and promoting exports from state budget, included in the National Export Strategy.
- i) Approves the allocation of funds from the annual state budget on activities meant to promote export;
- j) Approves the Annual Participation Program at fairs and international exhibitions, as well modifying it.
- k) Recommend establishment of new commercial agencies abroad as private – public partnerships;
- l) Create awareness regarding the activities, programs and policies focused to develop exports;

2.2 The Export Council may also develop other competencies that contribute to accomplishing its scope and responsibilities.

3. Structure and Operation

3.1 Leadership of the Export Council: two Co-Presidents representing the public, and the private sectors, members of the councils, voted with simple majority of members present at the Council's meeting. The Co-

President representing the public sector is elected for the same period of time he holds the public position, whereas the private sector one is elected for a two year mandate. In case that one of the Co-President positions becomes vacant, the Export Council Meeting should be called to elect another co-president, within 30 days of vacancy.

3.2 The Export Council Meetings: monthly: monthly or as often as needed; meeting are called by the Co-President that leads that very meeting.

3.3 The Export Council meetings are leaded alternatively by one of the two Co-Presidents. If the Co-President supposed to lead the meeting can not accomplish the duty due of objective reasons, the other Co-President shall lead the meeting.

3.4 The Export Council Secretariat is managed by the General Direction of Exports Promotion of the Ministry of SMEs, Commerce, Tourism and Liberal Professions and has the following competencies:

-  Draft the agenda for the Export Council meeting and submitted for approval to the Co-President in charge with that meeting.
-  Communicate the agenda and the other materials to the Export Council members, guests if the case;
-  Set up a location for the meeting, and logistic support, in cooperating with the Council's members;
-  Responsible with updating the Council membership record;
-  Editing the press release after the session;
-  Drafting minutes of the Export Council session;
-  Communicating the minutes and the press release to the Council's members as well as publishing it on the Ministry site;
-  Updating the Export Council regarding decision implementation phase.

3.5. The Export Council agenda shall include topics related to its competencies, per the actual legislation, or topics of interest suggested by members. The topics on the agenda will be initially analysed by the respective Industry Commission of the Council that would come up with suggestions and recommendations; they will also propose for the topic to be debated in the plenary session the Export Council.

3.6 The Secretariat calls the meeting/session of the Export Council Session by e-mail, or fax with a minimum of 5 working days prior to respective date. The agenda approved by the leading Co-President, additional materials and the guests list shall be transmitted to each and every member of the Export Council within the due time.

3.7 If a member of the Export Council cannot participate to the session for objective reasons, the organization he/she represents shall appoint another person.

Organizations shall communicate to the Export Council Secretariat the name of the person appointed to become a member with full voting rights, as well as and their replacements within 10 days from their appointment.

3.8 The Export Council Meeting may take place only in the presence of a simple majority of membership.

3.9 The Export Council's decisions are adopted by the vote of the simple majority of the members as present at the meeting. The decisions are adopted by open vote.

3.10 Export Council meetings decisions shall be stipulated in minutes, drafted by the Secretariat. The minutes will be signed by the leading Co-President and endorsed by the Secretariat representative. The minutes of the Export Council meeting will be communicated to the members.

3.11 At the Export Council's meetings may be invited representatives of other public institutions or private organizations that are not members, whose presence is relevant for the respective topic. The Secretariat make proposal regarding the guest lists, and the leading Co-Presidents approves it. The Secretariat will make sure that the guest receive the agenda and additional materials, if the case.

3.12 In order to operative effectively, the Export Council shall set up commissions on each field of activity; each member of the Council nominate a representative in this commissions, (usually experts and specialists in that respective area). These commissions are responsible to analysing the topics within their field of activity and to draft materials that are to be debated by the Council.

Members of the commissions select by simple majority open vote the Leader of the commission.

4. Final Provisions

4.1. The present set of rules on structure and operations of the Export Council is drafted according to Art. 3, paragraph 94) of the G.O. n0. 486/01.04.2004

4.2. The Export Council Regulations may be modified or supplemented, if the case, by the vote of the simple majority of the total membership registered in the Export Council record.

4.3 The present set of rules has been modified and approved on the occasion of the Export council meeting from the 11th of July 2005.

Export Council Membership

Co-Presidents voted by the Export Council Members:




1. Representative of the public sector: Mr. Stefan Imre, **State Secretary for Commerce**;
2. Representative of the private sector: Mr. **Mihai Ionescu, General Secretary, National Association of Exporters and Importers of Romania (ANEIR)**

Export Council's Members:

Public Sector:

1. Stefan Imre, State Secretary for Commerce – Ministry of SMEs, Commerce, Tourism and Liberal Professions;
2. Lucia Morariu, State Secretary for tourism - Ministry of SMEs, Commerce, Tourism and Liberal Professions;
3. Eugen Teodorovici, State Secretary for Public Finance– Ministry of Finance and Economy;
4. Viorel Palasca, State Secretary for industrial policies - Ministry of Finance and Economy;
5. Zoltan Somodi, State Secretary – Ministry of Communications and IT
6. Istvan Toke, State Secretary - Ministry of Agriculture and Rural Development
7. Barna Tanczos, State Secretary - Ministry of Transportation
8. Iulian Buga, State Secretary - Ministry of Foreign Affairs
9. Adrian Ciocanea, State Secretary – European Affairs Department
10. Ion Ghizdeanu, President- National Prognosis Commission
11. Carmen Radu, Presedinte – Export-Import Bank of Romania S.A. (Eximbank)
12. Cristian Nicolae Stanica, Vice-President – National Institute of Statistics
13. Gelu Stefan Diaconu, General Manager – National Customs Authority
14. Csaka Jozsef, General Manager for SME's, - Ministry of SMEs, Commerce, Tourism and Liberal Professions.

Private sector:

1. Membership organizations with national representation
 -  Dumitru Constantin, President – Employers Confederation of the Romanian Industry (CONPIROM);
 -  Romulus Dascalu, Director – General Union of Industry Owners of Romania (UGIR-1903)
 -  Mihai Ionescu, General Secretary - National Association of Exporters and Importers of Romania (ANEIR)

- 🇷🇴 Valentin Cismaru, Vice-President – Romanian Chamber of commerce and Industry;
- 🇷🇴 Marian Dumitrescu, First Vice-President – National Council of SMEs in Romania;
- 🇷🇴 Radu Gratian Ghetea, President – Romanian Banks Association.

2. Employers / professional membership organizations at industry level

- 🇷🇴 Alexandru Costache, Department Head, Employers Federation of Machinery Building (FEPA-CM);
- 🇷🇴 Maria Grapini, President – Employers Light Industry Federation (FEPAIUS);
- 🇷🇴 Mihai Visan, President – Romanian Employers Federation in Food Industry (ROMALIMENTA);
- 🇷🇴 Aurel Rizea, President – Association of Furniture Producers of Romania (APMR);
- 🇷🇴 Liviu Dragan, President, Coalition Tech-21;
- 🇷🇴 Ioan Cezar Coraci, President – Federation of Employers in the Chemical and Petro-chemical Industry (FEPACHIM);
- 🇷🇴 Ionel Bors, President – Steel Producers Union of Romania (UNIROMSIDER)
- 🇷🇴 Dana Seiciu, Director-World Trade Center Bucharest;
- 🇷🇴 Ionel Udrescu, Vice-President UPFAR