
DEC Mission Statement

The Montana DEC will **support Montana exporters** and **provide a collective Montana exporter voice** to advise on **export education** needs and disseminate education opportunities to its collective networks; and to **advise policy makers on export policies** under consideration and provide suggestions for future legislation.

Next meeting

The Montana DEC spring meeting will be the **week of July 26th**. DEC members are encouraged to [indicate in this survey their preferred date](#). More information, including the agenda, will be sent at least 2 weeks prior to the meeting.

Attendees

Official DEC Members*

Barry – Woods' Powr Grip, Outgoing Chair

Richard – The Law Office of Richard Hegger, Outgoing Vice Chair

Dianna – TowHaul, Incoming Chair

Joel – Ascent Vision, Incoming Vice Chair

Carey – US Commercial Service, Executive Secretary

Linda – Paradise Dental

Adam – Resonon

Tibor – Resodyn

Angie – Montana Dept of Commerce-ExportMontana

Jenni – Montana Manufacturing Extension Center

Brigitta – MounTerra & Montana World Trade Center

**Official DEC membership, controlled by the US Department of Commerce, can be accepted in June in even-numbered years.*

Guests

Harold – Diversified Plastics (filling vacancy for past member from Diversified Plastics)

Brent – SBA-Montana

DEC Elections

DEC Executive Secretary, Carey Hester hosted the DEC election process, including nominations in March and the election in April, resulting in the following Executive Committee:

- **Chair:** Dianna Kegel, Towhaul
- **Vice-Chair:** Joel Piniero, Ascent Vision Technologies
- **Treasurer:** Brigitta Miranda-Freer, Mounterra

Thank you to Barry, outgoing Chair, and Richard, outgoing Vice Chair, for their commitment over the last year!

For the 2022 elections, nominees will stand for a 2-year term, 2022-2023, with elections in even years.

Manufacturing & International Trade Day

Todd O'Hair from the Montana Chamber of Commerce presented the agenda for their upcoming [Manufacturing & International Trade Day](#), October 25-26, Billings. He requested that the DEC consider some level of involvement in the event. Brigitta offered to share [MWTC's Trade & Investment Survey results](#).

SBA Export Loan Programs

Patty Brewer from the US Small Business Administration presented on the [Export Loan Programs](#). With questions, contact Patty at 720-556-4664, patricia.brewer@sba.gov.

ExportMontana will co-host a webinar with the DEC for all Montana exporters to learn about the programs.

ImportGenius

Mark Congdon with [ImportGenius](#) demonstrated the company's services: an inexpensive month-to-month subscription to identify a country's importers of your products. With questions, contact Mark at (843) 670-4243 mobile, mark@importgenius.com.

ExportMontana will co-host a webinar with the DEC for all Montana exporters to learn about this service.

DEC Business

Treasurer's Report

Brigitta indicated that the DEC treasury balance has not changed in several years.

National DEC News

DEC members can attend the [NADEC virtual export conference](#) in May. Angie will attend and provide a debrief at the next meeting.

Montana Exporter of the Year

DEC received 5 applications for [DEC Exporter of the Year](#). After DEC members reviewed and scored the applications, Diversified Plastics emerged as the winner. The DEC will host the award ceremony at Diversified Plastics in Missoula in July.

DEC will review the Exporter of the Year award criteria in the July meeting.

Webinars & Trainings

Below is a list of upcoming webinars and trainings the DEC plans to co-host:

- SBA export loan programs webinar, May 2021
- ImportGenius webinar, June 2021
- IBT Online website localization webinar, Sept 2021
- STEP grant opportunities, Oct 2021
- Riddle of the Exporter (in-person), May 2022; DEC hosts, STEP grant reimburses
- Doing Business in Canada, June 2022
- RAISE Program, 2022

Export Market Spotlight

Adam provided an overview of exporting to India – thank you, Adam! He covered payments, shipping, negotiations, and opportunities. [Find more information on doing business in India from GlobalEdge.](#)

Export Service Providers Updates

Due to time limitations, export service providers' updates were short.

Montana World Trade Center

Brigitta offered to share [MWTC's Trade & Investment Survey results.](#)

Montana Manufacturing Extension Center

Jenni shared that MMEC has hired Lane Gobbs as a new Business Advisor located in Billings. Lane was formerly with H-E Parts, and he will start in mid-May. [A full list of MMEC's advisors are listed here.](#)

ExportMontana

Angie indicated that ExportMontana will increase the [STEP grant](#) requested funds to >\$745,000, an increase of more than \$200,000 in 2021-2022.

US Commercial Service

Time constraints prevented Carey from presenting the [International Company Profile](#) service. He will do so in the July meeting.

Virtual Tour

Thanks to Barry for sharing a virtual tour of Wood's Powr-Grip. [Members that missed the tour can view the short video here.](#)

International Trade FYI

Biden Trade Agenda

Time constraints prevented the DEC from discussing President Biden's Trade Agenda ([complete version / highlights](#)); however, members can review on their own and provide any input in the July meeting.

COVID Closures

[Bloomberg published a study](#) indicating a country's COVID resilience score, which may predict how each market recovers from COVID closures. Attachment 2 shows the rankings as of April 2021.

The US Department of State publishes travel advisories, including guidance and a [map](#), for all countries.

July Meeting Agenda

Items to be included in the July meeting are:

- Exporter of the Year award ceremony, in-person, attendance is requested if possible
- DEC business
 - Treasurer's report
 - National DEC
 - Webinars & trainings
 - Review Exporter of the Year award criteria
- Update on COVID closures
- Update on [US-China Relations](#), Carey
- Exporter Market Spotlight, Australia, Joel
- Export Service Provider Updates
- Guest Speaker: IBT Online's [Montana Online Global Program](#) for website globalization
- Questions for DEC members:
 - What countries are the hardest to do business with?
 - Are there any countries or regions that you would like to expand into, but have not yet?

ATTACHMENT 1

ImportGenius Information



ImportGenius Global Buyers Program (IGBP)

Increase your exports by finding Global Buyers for your products, with just one search.

Now there is an excellent tool to help exporters find buyers across the globe called the ImportGenius Global Buyers Program (IGBP). Our IGBP can help you to:

- Evaluate industry Players & Suppliers and [Find new buyers for your products globally](#)
- Monitor Global trends based on product by the 10-digit HS Code & Company
- Spot Grey Market activity

Find Global Buyers for your products in this powerful platform with just one search and analyze global trade from the country level down to the individual shipment—all in one application.

Trade promotion teams can have online access to advanced search capabilities in import/export databases from around the globe. With the ImportGenius Global Trade Buyers Program (IGBP), you can retrieve global data from multiple country sources and find current buyers for what you sell by the 10-digit HS Code & Company. Reduce your research time from hours of research and attending trade shows down to a few clicks. Have laser-like focus for the next trade show or sales call.

Drill down on international country databases to retrieve Bills of Lading, customs declarations and information of buyers or sellers. Download that data into reports as required. For more details contact Mark Condon mark@importgenius.com or 843-670-4243

Pricing:

- ❖ \$99 for 1 country;
- ❖ \$199 for 3 countries;
- ❖ \$799 for all 17 countries
- ❖ Month-to-month, cancel anytime
- ❖ <https://www.importgenius.com/pricing/addons>

1 Country ✔

\$99

per month

3 Countries

\$199

per month

All Countries

\$799

per month

COUNTRIES	SHIPMENTS	COMPANIES	IMPORT DATES	EXPORT DATES
<input type="checkbox"/>  India	211M	416k	Jan 2011 - Sep 2020	Jan 2018 - Sep 2020
<input type="checkbox"/>  Sri Lanka	2.61M	128k	Jan 2019 - Dec 2019	Jan 2019 - Dec 2019
<input type="checkbox"/>  Vietnam	36.3M	349k	Jan 2018 - Sep 2020	Jan 2018 - Sep 2020
EUROPE				
<input type="checkbox"/>  Russia	225M	174M	Jan 2011 - Jun 2020	Jan 2011 - Jun 2020
<input type="checkbox"/>  Ukraine	64.6M	1.36M	Jan 2011 - Sep 2020	Jan 2011 - Jun 2020
LATIN AMERICA				
<input type="checkbox"/>  Argentina	300M	61.3k	Jan 2007 - Sep 2020	Jan 2007 - Sep 2020
<input type="checkbox"/>  Bolivia	4.85M	477k	Jan 2012 - Dec 2015	Jan 2012 - Nov 2015
<input type="checkbox"/>  Chile	67M	168k	Jan 2006 - Sep 2020	Jan 2005 - Sep 2020
<input type="checkbox"/>  Colombia	45.8M	714k	Jan 2007 - Sep 2020	Jan 2012 - Sep 2020
<input type="checkbox"/>  Costa Rica	100M	194k	Jan 2011 - Feb 2020	Jan 2011 - Feb 2020
<input type="checkbox"/>  Ecuador	88.6M	1.06M	Jan 2006 - Sep 2020	Jan 2006 - Sep 2020
<input type="checkbox"/>  Mexico	42.4M	373k	Jan 2015 - Sep 2020	Jan 2015 - Sep 2020
<input type="checkbox"/>  Panama	18.2M	106k	Jan 2010 - May 2020	Jan 2010 - May 2020
<input type="checkbox"/>  Peru	113M	446k	Jul 2008 - Oct 2020	Jul 2008 - Oct 2020
<input type="checkbox"/>  Paraguay	11.6M	269k	Jan 2008 - Oct 2020	Jan 2008 - Oct 2020
<input type="checkbox"/>  Uruguay	18.5M	53.4k	Jan 2007 - Sep 2020	Jan 2007 - Sep 2020
<input type="checkbox"/>  Venezuela	9.87M	81.8k	Jan 2009 - Dec 2019	Jan 2009 - Dec 2019

ImportGenius has complete real-time shipment records for all imports and exports of the US, Russia, India and 15 other countries. ImportGenius users can view the importer, overseas factory, product, date of arrival, port of entry, and other details of every shipment.

For more information contact:

Mark Condon

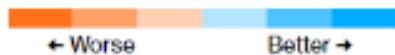
ImportGenius.com - Account Executive - Government and Ports

(843) 670-4243 mark@importgenius.com

ATTACHMENT 2

Bloomberg's COVID Resilience Ranking

Covid Resilience Ranking



Get info and sort on table headers ⓘ

RANK	CHANGE	ECONOMY	BLOOMBERG RESILIENCE SCORE	COVID STATUS			QUALITY OF LIFE ▼	
				1-MONTH CASES PER 100,000	1-MONTH FATALITY RATE	TOTAL DEATHS PER 1 MILLION	POSITIVE TEST RATE	PEOPLE COVERED BY VACCINES
1	-	New Zealand	78	2	0%	5	0.1%	0.3%
2	▲1	Singapore	76.6	6	0.3%	5	0%	9.4%
3	▼1	Australia	73.9	1	0%	36	0%	0.6%
4	▲3	Taiwan	73.5	0	1.6%	0	0.7%	0.1%
5	▲9	Israel	71.4	762	0.7%	707	2%	54.1%
6	▲2	South Korea	69.7	22	1.1%	33	1.3%	0.7%
7	▼1	China	68.4	0	0%	3	0.1%	2.7%
8	▲1	Japan	68	24	4%	70	2.5%	0.3%
9	▲1	Thailand	67	4	0.3%	1	0.7%	0.1%
10	▼5	Norway	66.6	362	0.1%	120	3.5%	7.2%
11	▲4	U.A.E.	66.4	665	0.4%	147	0.9%	34.8%
12	▲1	Hong Kong	66.2	7	1.2%	27	0.1%	2.6%
13	▼9	Finland	66.1	317	0.4%	146	4.6%	7.5%
14	▼3	Denmark	64.5	310	0.3%	415	0.5%	8.3%
15	▲3	Vietnam	64.2	0	0%	0	0.1%	0.1%
16	▼4	Canada	63.6	231	1%	602	3.5%	5.6%
17	-	Saudi Arabia	62.9	28	1.5%	190	0.8%	5.1%
18	▲5	Malaysia	61.1	135	0.4%	38	2.7%	0.7%
19	▲2	Switzerland	60.6	386	0.9%	1,184	5%	7.3%
20	▼4	India	60.3	48	0.6%	116	3.9%	1.8%
21	▲6	U.S.	59.9	463	2.5%	1,643	5.8%	19.7%
22	-	Russia	58.5	186	4.1%	646	3%	3.6%
23	▲11	Germany	56.2	338	2.1%	898	6.8%	6.7%
24	▼5	France	55.3	1,000	1.2%	1,426	7.8%	6.8%
25	▲5	U.K.	55.2	242	2.8%	1,864	0.4%	23%

RANK	CHANGE	ECONOMY	BLOOMBERG RESILIENCE SCORE	1-MONTH CASES PER 100,000	1-MONTH FATALITY RATE	TOTAL DEATHS PER 1 MILLION	POSITIVE TEST RATE	PEOPLE COVERED BY VACCINES
26	▼2	Austria	55.2	773	0.9%	1,013	2.5%	7.5%
27	▲8	Turkey	55	470	0.5%	359	10.9%	8.3%
28	▲9	Bangladesh	54.9	20	1.1%	53	9.3%	1.5%
29	▼1	Netherlands	54.9	858	0.6%	961	7.4%	4.5%
30	▼5	Belgium	54.7	707	0.9%	1,964	7.3%	6.4%
31	▼5	Sweden	54.7	1,098	0.5%	1,318	9.9%	6.7%
32	▲7	Chile	54.7	707	1.6%	1,171	9.2%	23.1%
33	▲3	Ireland	54.3	297	2.5%	934	3.7%	6.8%
34	▼1	Spain	53.1	136	8.3%	1,577	4.9%	6.9%
35	▼3	Philippines	51.9	102	0.8%	119	13.6%	0.2%
36	▲8	Portugal	51.4	173	3.7%	1,647	1.5%	6.7%
37	▲4	Pakistan	51.3	28	2%	63	8%	0.1%
38	▲11	Nigeria	51	4	1.8%	10	2.2%	0.1%
39	▼10	Italy	50.1	944	1.6%	1,751	6.8%	6.7%
40	▼20	Greece	49.9	553	2.1%	727	6.1%	7%
41	▲4	Iran	49.6	258	1%	738	12.8%	0.1%
42	▲6	Indonesia	49	60	2.8%	146	13.7%	1.6%
43	▲3	South Africa	48.4	53	8.7%	881	4.6%	0.3%
44	▼2	Argentina	48.2	390	1.8%	1,213	21.2%	3.6%
45	▼2	Colombia	48	216	2.7%	1,224	14.1%	1.2%
46	▼15	Romania	47.8	618	2%	1,167	22.8%	6.8%
47	▼9	Iraq	47.3	305	0.6%	350	13.3%	0.1%
48	▼1	Egypt	47.2	16	7.1%	114	–	0.1%
49	▲3	Peru	44.8	569	2.7%	1,531	21.1%	1.1%
50	▼10	Poland	43	1,133	1.6%	1,315	29.8%	6.7%
51	▼1	Brazil	42.3	849	2.7%	1,405	–	4%
52	▼1	Czech Republic	38.6	2,719	1.8%	2,340	6.4%	6.5%
53	–	Mexico	37.4	110	11.4%	1,544	25.7%	2.3%