



WORLD TRADE CENTER®
MONTANA

Let's Talk Tariffs

On the ground impacts for Montana businesses

Guest Speaker

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BBER SUMMER UPDATE 2025



We asked a two question survey of 500
Montana exporting & importing businesses





Impacts

***Increased
input costs***

***Decreasing
Productivity***

***Losing
Market
Share***

***Reductions
in Force***





Increased Input Costs

“Increasing price of goods dramatically, decreasing margin, creating uncertainty.”

“Increased cost of raw material and secondary components.”

~MWTC Survey Respondents June 2025





Decreasing Productivity

“The variability of the tariffs is causing me to waste time with my CFO, analyzing the circumstances, determining how much to increase my prices, what strategy to use to pass on the tariffs to clients, etc... I have better things to do with my time as CEO.”

“...how much wasted time our team has been spending trying to estimate what's going to happen and have multiple plans ready to deploy!!”

~MWTC Survey Respondents June 2025





Losing Market Share

“Increased cost of manufacturing for products. We've also lost customers and sales due to reciprocal tariffs, boycotts and negative sentiment toward the current presidential administration.”

~MWTC Survey Respondent June 2025





Reductions in Force

“Supply chain and input cost uncertainty is delaying and cancelling projects. We have already reduced our workforce to ensure we protect the capital we have to weather a long period of poor business.”

~MWTC Survey Respondents June 2025





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What's Next?



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...by looking back

- + Boost for domestic companies producing steel and aluminum.**
- For every steel worker in the US there are about 80 people working for companies that use steel.**





Increasing Cost of Capital

“With this level of uncertainty in the United States, we are actively seeking alternative investment opportunities.”

~Asia-based Investment Fund Manager





FDI...maybe

“We’re looking, yes, but with the rules possibly changing tomorrow or the next day, it’s difficult to seriously consider investing tens of millions in a new facility.”

~FDI Prospect from SelectUSA Summit 2025





Liberation Day -Reprieve?

April 2, 2025 → August 1, 2025

Reciprocal Tariffs			Reciprocal Tariffs		
Country	Tariffs Charged to the U.S.A. Including Currency Manipulation and Trade Barriers	U.S.A. Discounted Reciprocal Tariffs	Country	Tariffs Charged to the U.S.A. Including Currency Manipulation and Trade Barriers	U.S.A. Discounted Reciprocal Tariffs
China	67%	34%	Peru	10%	10%
European Union	39%	20%	Nicaragua	36%	18%
Vietnam	90%	46%	Norway	30%	15%
Taiwan	64%	32%	Costa Rica	17%	10%
Japan	46%	24%	Jordan	40%	20%
India	52%	26%	Dominican Republic	10%	10%
South Korea	50%	25%	United Arab Emirates	10%	10%
Thailand	72%	36%	New Zealand	20%	10%
Switzerland	61%	31%	Argentina	10%	10%
Indonesia	64%	32%	Ecuador	12%	10%
Malaysia	47%	24%	Guatemala	10%	10%
Cambodia	97%	49%	Honduras	10%	10%
United Kingdom	10%	10%	Madagascar	93%	47%
South Africa	60%	30%	Myanmar (Burma)	88%	44%
Brazil	10%	10%	Tunisia	55%	28%
Bangladesh	74%	37%	Kazakhstan	54%	27%
Singapore	10%	10%	Serbia	74%	37%
Israel	33%	17%	Egypt	10%	10%
Philippines	34%	17%	Saudi Arabia	10%	10%
Chile	10%	10%	El Salvador	10%	10%
Australia	10%	10%	Côte d'Ivoire	41%	21%
Pakistan	58%	29%	Laos	95%	48%
Turkey	10%	10%	Botswana	74%	37%
Sri Lanka	88%	44%	Trinidad and Tobago	12%	10%
Colombia	10%	10%	Morocco	10%	10%



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Thank you!

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