

Daryl Bouwkamp

Chair, Iowa District Export Council

Sr. Director International Business Development & Government Affairs
Vermeer Corporation



Daryl has 30 years of International business experience with Vermeer and directs its Government relations, issue awareness and advocacy. From 1990-2006, Daryl helped develop and then led Vermeer's sales, marketing and distribution development in Latin America and Asia Pacific. From 2006-2012, Daryl helped organize and then served as Chairman of Vermeer China Ltd for six years while also starting Vermeer Government Relations efforts. Alongside government relations, policy, and business development, Daryl supports Vermeer's CEO and the Chair Emeritus in their respective roles as members of key Government advisory councils, by serving as Deputy Chair B20 SME Task Force, Deputy B20 Education & Employment Task Force, and being their staff representative for the President's Export Council (5 yrs), President's Advisory Council on Doing Business in Africa (3yrs), US-Brazil CEO Forum (3 yrs), and the US Ex-Im Bank Advisory Council (2yrs). Daryl currently chairs the Iowa District Export Council and serves on the Greater Des Moines Partnership International Council, the National Association of Manufacturers (NAM) Advocacy Council, the Iowa Advisory Council of the US Global Leadership Coalition (USGLC), as a Trustee of Dordt University, and on local school and church boards/councils. Daryl is a graduate of Calvin University, Grand Rapids, MI, married, with four children.

Tim Ng

Vice Chair, Iowa District Export Council

Owner / Director

C K International, Ltd.

Tim Ng has promoted Iowa agricultural products over the last decade. CKI markets and promotes premium pork from value added hog programs including antibiotic free pork, specialty genetics, and specialty feeds. CKI is also one of the leading US pigskin exporters, specializing in skins for leather goods. Through lasting and sustained relationships, CKI increases the export and net value of US agricultural products. Tim also serves on the Executive Committee for the Leather and Hide Council of America, that helps set the standards for US and global leather trading. Tim is the Taiwan Country Chair for the Iowa Sister States relationship since 2014 and has been a member of the Iowa DEC since 2018.



Dan Stein

Treasurer, Iowa District Export Council
Chairman
Central Bancshares Inc (CBI)



CBI is a \$1.2 billion bank holding company with operations throughout Eastern Iowa and Western Illinois. Dan is also the owner and President of Young Bros. Stamp Works, an industrial tool manufacturing company, and Term-Lok Inc., a manufacturer of HVAC and refrigeration components. Dan currently serves as the Chairman of the Muscatine-China Initiatives Committee and is a leader in the Muscatine community focusing on relations with the Peoples Republic of China for business, education and cultural exchanges. Dan is also the co-founder and President of CountFast, a math education development company. Dan serves as a Director of Muscatine Charities Inc., the Merrill Hotel & Conference Center, JT Cullen Inc. and is also Chairman of the Board of Trinity-Muscatine, a UnityPoint Health hospital system affiliate.

Since 2013, Dan has traveled extensively between the US and Asia to support business development initiatives and trade opportunities. Dan has a vast network of both government and private industry contacts throughout China. In addition to consulting work on behalf of companies and clients, Dan has direct investments in China, Hong Kong, Taiwan and Mongolia spanning the import-export, hotel and restaurant, financial services and consumer goods industries

Dan is a graduate of Iowa State University with degrees in Finance and Accounting and has previously obtained both the CPA and CFA designations. His prior work experience includes KPMG, LaSalle Bank/Bank of America and CBI Bank & Trust.

Albert Liu

Executive Secretary, Iowa District Export Council

Director

U.S. Export Assistance Center, Des Moines, IA



Albert Liu is the Director at U.S. Commercial Service in Des Moines assisting Iowa companies to enter international markets and expand exports globally.

Albert has about 30 years of accomplished international sales, marketing and business development experience in both public and private sectors specialized in turn-key system, capital equipment, high tech food processing, consumer goods, and consulting services. He served four of the very best exporters in Iowa: Townsend Engineering (Internationals Sales Manager – Asia/Pacific), Proliant Meat Ingredients (International Business Development Manager), Musco Lighting (Director of Asian Sales) and Kent Corporation (Director of International Business Development). His customer base and market reach have covered over 40 countries in Asia/Pacific such as Australia, China, Hong Kong, India, Indonesia, Korea, Japan, Malaysia, New Zealand, Philippines, Singapore, Taiwan, Thailand and Vietnam, in EMEA such as Albania, Austria, Benelux, Bulgaria, Cyprus, France, Germany, Israel, Italy, Kuwait, Malta, Russia, Saudi Arabia, South Africa, Spain, Turkey, UAE and UK, and in Latin America such as Chile, Ecuador, Mexico and Peru.

Albert got his MBA degree from Southern Illinois University at Carbondale, was a CPA in Iowa, and obtained International Trade Specialist Certificate from Thunderbird School of Global Management at Arizona State University.

Ryan Carroll

International Trade Manager
Project Manager, Economic Development
Greater Des Moines Partnership

Ryan is a veteran in the economic development industry with over 15 years of experience. As International Trade Manager and Project Manager at the Greater Des Moines Partnership, Ryan is responsible for a variety of roles supporting existing industry business retention/expansion and international trade management. He is currently leading the implementation of the Global DSM strategy created by Des Moines area business, community, education, and government leaders as a part of the Brookings Institution's Global Cities Initiative (GCI). Ryan also leads the Greater Des Moines Partnership's international educational programming efforts in collaboration with public and private sector partners and serves on the Board of Directors of the International Traders of Iowa to promote trade in greater Des Moines.



As Project Manager on the regional economic development team, Ryan supports the growth of existing companies in the Des Moines area by providing consultation in site selection, workforce development, and state/local incentive accessibility. He also serves as the Greater Des Moines Partnership's primary contact for freight movement/optimization and is currently engaged in a project that will bring a rail port to Des Moines.

Prior to joining the Greater Des Moines Partnership, Ryan worked in the economic development field at both the state and local levels in business recruitment and retention/expansion.

Thomas M. Dixon

Director of Sales to the Americas and Product Management Manager
Hy-Line International



Hy-Line International is the world's largest and oldest primary breeder of egg laying hens distributing product to more than 120 countries around the world with a 40% market share. I have held several positions with Hy-Line over the past 27 years. International Sales Coordinator, Regional Sales Manager to Latin America, Director of International Sales. With my position at Hy-Line, I have travelled and conducted business in nearly all of the Western Hemisphere countries, China, several Southeast Asia countries, Europe, North Africa and some Eastern Europe and Middle East. I speak, write and read business fluency level of Spanish. Tom is an Iowa State University graduate with a degree in Business Administration with focus on Finance with minors in International Studies, Spanish and Economics

Dimy Doresca

Associate Professor
The University of Iowa

Dimy Doresca is a Certified Global Business Professional (CGBP), an International Business Specialist and Consultant, and an International Trainer in Entrepreneurship. He is the Director of the Institute for International Business, Associate Professor of Practice in International Business and Entrepreneurship, and International Recruitment Advisor at The University of Iowa. He is also the Academic Director of the Mandela Washington Fellowship Program at the University of Iowa. In the last 20 years his professional experience includes international market research, doing business overseas, risk analysis, strategic planning, budgeting, financial management, business development and operations, contracts administration and negotiations, claim analysis, and international banking, international business and entrepreneurship training in many countries in the Middle East, Asia, Sub Sahara Africa and the Caribbean. Dimy holds a BA in International Business from Augustana College and an MS in Foreign Service (International Affairs) from Georgetown University's School of Foreign Service.



Karen A. Dunlap

President

Dunlap International, Inc.

Dunlap International, Inc., an Iowa based Export/Import Services Company, specializing in helping USA manufacturers/suppliers find solutions to their international trade problems. A native of Cedar Rapids, Iowa, Karen received her B.A. degrees in Spanish and History from Mount Mercy College, lived in Spain and Mexico, and has worked in various aspects of international trade operations throughout her professional career. Her 40 plus years of experience included: international banking responsible for export/import and standby letters of credit, sight and time draft documentary collections, and EXIM Bank financing; export operations for a manufacturing firm coordinating logistics and preparing banking and other export documentation; and export management doing the above and including export compliance, hazmat, and breakbulk.

In 1990 Karen launched Dunlap International, Inc. to help manufacturers/suppliers find solutions to their international trade challenges. Functioning as a full-service International Operations Department on an "as-needed basis", Dunlap International provides a wide range of export/import documentation, logistics management, consulting, training, and export services for companies across the USA and overseas that do not have their own international operations staff. Areas of expertise include export compliance, Incoterms, Letters of Credit, export documentation, and Rules of Origin determination under various trade treaties.

Dunlap International is a member of International Traders of Iowa Eastern Iowa Chapter. Karen has served on the Department of Commerce Iowa District Export Council since 1999.

In January of 2015 the National Association of Small Business International Trade Educators, NASBITE International, recognized Karen with the ***Certified Global Business Professional (CGBP)*** credential. In May 2015 Dunlap International, Inc. received the ***President's E-Award for Export Service*** from U.S. Secretary of Commerce Penny Pritzker in recognition of significant contributions to the expansion of U.S. Exports.



Phil Harrington

Chairman and Chief Executive Officer
Kuder, Inc

Phil Harrington established Career Assessment Centers in 1997 to provide integrated assessment, career guidance, and education planning tools to all students and adults. Assembling a faculty of leading experts in career development theory, Phil directed extensive research among 100,000 key stakeholders throughout the United States to develop the first research-based, comprehensive career development system of its kind, the Kuder Career Planning System® (KCPS).

Under Phil's leadership, the company – renamed Kuder, Inc. in 2007 – has become one of the most respected and innovative in the industry, serving as a leading voice and resource for issues surrounding education and career planning.

A sought-after speaker at industry events, Phil has conducted lectures, workshops, and seminars for the Qatar Foundation, the American Counseling Association, the National Career Development Association, and the U.S. Department of Labor's Employment and Training Administration, among many others.



Personal Statement

"Most people become what they believe they can become!"

Tony Joseph

President

Joseph Int'l Freight Service

Joseph Int'l Freight Service is an international logistics provider licensed under the Federal Maritime Commission with agent offices globally. In 1996 Tony launched Joseph Int'l Freight Service to be able to offer manufacturers solutions to their logistics needs. Tony has been working in logistics in the international markets for more than 20 years, and has developed relationships and partners in Asia, Europe, Middle East and Australia. Joseph Int'l Freight Service has been featured in the Shipping Digest Magazine because of their logistics work for the 2004 Summer Olympic Games in Athens, Greece.



Tony is very active in Muscatine and is a strong advocate for community service and believes in the spirit of giving. He puts those values into practice through his volunteering and service provided to the greater Muscatine area, and towards global humanitarian efforts and has served on the boards of multiple organizations.

In May 2010, Tony Joseph was given the Volunteer of the Year Award from the Greater Muscatine Chamber of Commerce and Industry. Tony Joseph is a graduate of the Goldman Sachs 10K Small Business Program March 2021- that enhance practical business education focused on business growth.

Mitch Malcolm

Vice President Global Sales
Irontite Products

Mitch has been with Irontite (formerly Kwik-Way) for 24 years. Starting in domestic and national sales, he was promoted as International Managing Director. Irontite sells to over 85 countries in the automotive service equipment market. As Vice President, I oversee domestic and international sales in the engine rebuilding aftermarket.



Mitch is a member of the Iowa DEC board and a graduate of the University of Iowa with a BA in Political Science/ Global studies. He is also on the city council of his home town of Belle Plaine, Iowa. Mitch is the President of the Belle Plaine Historical Society that manages the Belle Plaine Area Museum and The Henry B. Tippie Annex.

Mitch is currently single with a dog and passion for history!

Li Zhao Madelbaum

Founder

China Iowa Group

Li Zhao is a native of China who spent 25 years there before living in Holland, the U.K. and the U.S. Combined with over 15 years of international trade experience, Li is considered one of the top China experts in Iowa. Li leverages her background and relationships to deliver exceptional results for her clients. Prior to founding China Iowa Group, Li held positions at Agricredit and De Lage Landen — subsidiaries of Rabobank Group, one of the largest agricultural banks in the world. Her previous work experience includes positions at a variety of international companies in China including New Oriental, Shanghai Phoenix Bicycle Import and Export Company, and American Greetings. Li holds undergraduate and Master's degrees in International Trade and Economics from Central South University in Changsha, China. She is the youngest board member of Bankers Trust community board and also sits on the Board of Trustees for Grandview University. Her accomplishments have been recognized by receiving the Passport to Prosperity Award, The Business Record's Woman Business owner of the year, Forty Under 40, and the Governor's Volunteer Award. She was also featured in the Des Moines Register's "Feeding China", an in-depth report exhibiting key players in China's ever growing demand for food. She has been on CNBC's "Closing Bell" and is also a frequent guest on Chinese overseas TV station CGTN.



Henry F Marquard

Owner

Marquard Dispute Resolution and Consulting Services



After 28 years as Chief Legal Officer Henry retired from Stanley Consultants and opened his practice in consulting and dispute resolution, Marquard Dispute Resolution and Consulting Services. He is a member of AAA's National Panel of Arbitrators. His consulting practice focuses on advising firms in the energy sector and construction/design sector on international and domestic business issues and in market expansion.

Henry joined Stanley Consultants Inc. in 1991 and retired as Vice President and Chief Legal Officer. Stanley is an international engineering and architecture firm. He was involved in both the company's domestic and international operations.

Prior to that he was a partner in a Chicago area law firm and a part owner of a construction company. In 2017, Henry was appointed by the Secretary of Commerce to the Iowa District Export Council. He served as a member of the Iowa Supreme Court's Civil Justice Reform Task Force (2010-2011) and was a former chairman and member of the Iowa Environmental Protection Commission (2005-2009). He is an active member of the Iowa State Bar Association's International Law and Alternative Dispute Resolution Committees, Past Vice-President of the Iowa Chapter of the Association of Corporate Counsel, and a member and past chair of the ACEC's Legal Counsel Forum. He is an adjunct instructor at St. Ambrose University, Davenport, Iowa. Henry received his B.A with highest honors from DePaul University in 1976 and J.D. from DePaul in 1979.

Bryan McNulty

Assistant Director of Int'l Sales
Musco Sports Lighting

Bryan began his career at Musco Lighting in 1993 as a developmental lighting design engineer. The developmental engineering team worked on high profile projects and special events. These included professional stadiums, racetracks, golf courses, and Olympics events. For the 2004 Olympics, Bryan took on the role of the senior designer for 23 competitions at 18 facilities. His technical background made for a fluid transition into sales management, where he has worked for the last 18 years as Assistant Director of International Sales.

Bryan has helped Musco build their international business profile in Asia, Europe, and Latin America, developing and maintaining business operations. Bryan has a passion for international development that allows him to bring Musco solutions to the world stage, and he enjoys learning from the many cultures and communities that Musco works with on a daily basis. Having spent over a quarter of a century supporting Musco's international operations and project development in over 70 countries, Bryan has developed a strong understanding of the needs of organizations around the world.

Bryan is married with four children and eight grandchildren. Outside of work he enjoys scuba diving, wood working, hiking and vacations with his wife of 24yrs.



Jason Ross

Vice Chair, Iowa District Export Council

Business Attorney

Dentons Davis Brown

Jason Ross is a business attorney with Dentons Davis Brown. With over 20 years of experience, he is a go-to resource for businesses engaging in cross-border transactions, mergers and acquisitions, and other commercial matters. Jason is a member of the Greater Des Moines Partnership International Council and the Iowa State Bar Association Council for the International Section. He is currently the Vice-Chair of the Iowa District Export Council.



Ryan Sempf

VP, Government & External Affairs

Dubuque Area Chamber of Commerce

Ryan has 6 years of experience leading non-profit government affairs programs, with a focus on business issues including taxes, workforce, and economic development policy. His role with the Dubuque Chamber includes building partnerships between government and business, and educating members on opportunities to support entrepreneurs and develop new markets for goods. As a student at the University of Iowa he earned a B.A. in Political Science, and a B.B.A. in Economics from the Tippie College of Business. In addition to representing Dubuque and the Northwest Region of Iowa on the Iowa District Exporters Council he also serves as a board member on the University of Iowa Political Science Alumni Board.



Tracy A Smith

Director of Global Trade Compliance, Flow Controls
Emerson Automation Solutions



Tracy A. Smith, Director Global Trade Compliance, Flow Controls, at Emerson Automation Solutions is responsible for the trade compliance of Flow Controls locations globally.

- 28 year career in International Trade Compliance;
- Licensed U.S. Customs Broker;
- Knowledgeable in U.S import and export control regulations, including but not limited to, U.S. Customs 19 CFR §4-192, OFAC, BIS EAR 15 CFR §730 - 774, FTSR 15 CFR §30, NRC 10 CFR §110, DOS – USML 22 CFR §120 - 130, DOE 10 CFR §810 Nuclear Technology Controls;
- Import & Export Controls:
 - Canada CBSA/Global Affairs Canada;
 - EU – Germany BAFA, France, Italy, Hungary;
 - Singapore – Strategic Goods Control/SG Customs;
 - Malaysia MITI;
 - India SCOMET;
 - China MOFCOM;
 - Japan METI;
 - UAE, including Foreign Trade Zone Management.
 - Mexico
- FTA Management;
- Valuation; and
- Classification.

Dawn Wood

Dean, Global Learning

Kirkwood Community College

Dawn Wood serves as the Dean of Global Learning for Kirkwood Community College, located in the US state of Iowa. With over 20 years of experience in international education, she is responsible for forwarding comprehensive internationalization at Kirkwood Community College. The Global Learning department at Kirkwood requires her direction in the area of international strategic vision, international partnerships, international student services, English language learning, international admission and recruitment, study abroad programming, intercultural exchange, international grant management, immigrant services and international curriculum and faculty development.

Ms. Wood graduated with a Bachelor's degree in International Business and Psychology from the University of Northern Iowa. She also holds a Master's Degree in International Management with an emphasis in International Education and Training from the School for International Training. She is currently a PhD candidate at the Università Cattolica del Sacro Cuore Centre for Higher Education Internationalisation in Milan, Italy pursuing research on the impact of intercultural experiences on diverse populations at community colleges.

Ms. Wood has experience living and working abroad in both Denmark and the Czech Republic and has travelled extensively throughout the world in her work. She has served as a leader and presented at many international conferences including involvement in several international education organizations such as NAFSA: Association of International Educators, Association of International Education Administrators, Phi Beta Delta, Professional International Educators Roundtable, StudyIowa, and Community Colleges for International Development and Global Education Network.

