

NADEC Annual Export Conference May 21-22, 2019

Marriott Key Bridge Hotel
1401 Lee Hwy
Arlington, VA 22209

PROGRAM AGENDA

May 21, 2019 (DAY 1)

- 8:00 - 8:30** **Registration and Networking**
- 8:40 - 8:55** **Welcome - Dr. Oz Erdem**, NADEC Chair
- 8:55 – 9:25** **Keynote Address - Barbara Humpton**, CEO, Siemens Corporation
Global Trade and Its Role in Society

Trade Policy Update

Potomac A

9:30 – 9:50a US Trade Representative Update

- **Christina Sevilla**, Deputy Assistant Secretary, U.S. Trade Representative for Small Business

9:50 – 10:50a US-Mexico-Canada Agreement

- **Shawn Jarosz**, President, TradeMoves (**Moderator**)
- **Alan Black**, Regulatory Affairs Leader, Valvoline
- **John Andersen**, Deputy Assistant Secretary for Western Hemisphere, ITA, DoC
- **Matt McKnight**, Chief Operating Officer, US Dairy Export Council

Export Opportunities and Challenges

Potomac C

9:30 – 10:45 Global Opportunities and Challenges in AI, Smart Systems and IoT

- **David Logsdon**, Senior Director, Emerging Technologies, CompTIA (**Moderator**)
- **Dr. Robert Atkinson**, President, Information Technology & Innovation Foundation (ITIF)
- **William Carter**, Deputy Director, Center for Strategic and International Studies
- **Christine Bliss**, President, Coalition of Service Industries
- **Liam B. Weston**, Intelligence, Information and Services (IIS), Raytheon

- **Jeff Werner**, Vice President, Corporate & Government Affairs, Panasonic Corporation of North America

10:50-11:05a Break

11:05 – 12:00p **EU and UK Trade**

- **Ernesto Pinal**, VP, NextScan, Inc. (**Moderator**)
- **Mark Wingate**, Chairman, Maxi Volt
- **Nate LaMar**, Int'l Regional Sales Manager, Draper, Inc.
- **Ralph Carter**, VP, Int'l Regulatory Affairs, Fedex

12:00-12:45p **Lunch**

12:45-1:15p **Keynote Address - Gilbert Kaplan**

Under Secretary of Commerce for International Trade
U.S. Department of Commerce

1:15 – 1:45p **Keynote Address - Ambassador C.J. Mahoney**

Deputy U.S. Trade Representative

Trade Policy Update

Potomac A

1:45-2:45p **Policy Update: Cyber Security and IP Protection**

- **Rudy Ortiz**, Arkansas EDC (**Moderator**)
- **Darrell Mottley**, IP Attorney, Banner-Witcoff
- **Dave Stieren**, Division Chief for Extension Services, NIST MEP
- **Adam Bobrow**, CEO, Foresight Resilience Strategies

10:45-11:00a Break

11:00 – 12:00p **BIS Export Controls Update**

- **Bruce Leeds**, Sr. Of Counsel, Braumiller Law Group (**Moderator**)
- **Sharron Cook**, Sr. Export Policy Analyst, Bureau of Industry and Security
- **Donald Pearce**, Sr. Special Agent, Bureau of Industry and Security

Export Opportunities and Challenges

Potomac C

1:45-2:45p **International Education: Challenges and Opportunities**

- **Dr. Bryan Andriano**, Executive Director, Global & Experiential Education, GWU
- **Rachel Alarid de Gowen**, Office of Supply Chain, ITA, U.S Dept. of Commerce
- **Dr. Saleha Suleman**, President, Maryland International Education Consortium (MIEC)
- **Mark Grace**, Sr. Director, Internationalization, NAFSA: Association of International Educators

2:45-3:00p Break

3:00-3:50p Financing Overseas
Projects – OPIC and the U. S.
Int'l Finance Development Corporation

Innovative opportunities in key federal programs for project financing and procurement.

- **Bill Cummins**, Alabama SBDC
(Moderator)
- **Alan Beard**, Partner, Interlink Capital Strategies
- **Edward Burrier**, Vice President, OPIC
- **Michael Simpson**, President, CMSCO International

2:45-3:00p Break

3:00-3:50p Global Healthcare &
Pharmaceutical Outlook

- **Rene Van De Zande**, Dir & GM, Emergo Group (Moderator)
- **Elena Stegemann**, COO, McCreadie Group
- **Patricia Wu**, Managing Director, Crowell & Moring
- **Kevin Harper**, Life & Health Sciences Division, UL
- **Zach Helzer**, VP, AdvaMed

3:50 – 4:50p Speed Networking

5:00 – 7:30p Reception

Day 2 Program (Next Page)

May 22, 2019 (DAY 2)

DEC Management

Potomac Salon A

9:00-10:00a Export Training Best Practices

- **Andrea Ratay**, VP, TD Bank, New York DEC **(Moderator)**
- **Aaron Miller**, Virginia SBDC, George Mason Univ., Virginia-DC DEC
- **Robert Erwin**, Export-U, Georgia DEC
- **Margy Lang**, CEO, Sportive Marketing, Central-North Florida DEC

10:00-10:45a Tough Mission: Increasing Member Engagement

- **Sandra Renner**, Chair, FasTrack Global Expansion Solutions Inc. , Minnesota DEC **(Moderator)**
- **Estela Molini**, Operations Manager, AKG of America, North Carolina DEC
- **Brenda Stelly**, President, Oil Center Research International, LLC, Louisiana DEC
- **Thomas Hulseman**, Founding Executive Director, Chicago Regional Growth Corp., Illinois DEC
- **Terry Dittrich**, President, TWD Global Enterprises Inc., Wisconsin DEC

Trade Policy and Global Markets Update

Potomac Salon C

9:00-10:00a Global Aerospace Market Outlook

- **Karen Wyman**, Elbit Systems of America, NH DEC **(Moderator)**
- **Keith Webster**, President, Defense and Aerospace Export Council, U.S. Chamber of Commerce
- **Robert McEntire**, U.S. Dept of Commerce, Office of Transportation and Machinery
- **Kelvin Stroud**, Director, Int'l Affairs & Policy, Aerospace Industries Association

10:00-10:45a Doing Business Where Others Don't Dare

Russia, Cuba, Venezuela

- **Scott Blacklin**, Blacklin Associates **(Moderator)**
- **Olga M. Pina**, Partner, Shutts & Bowen LLP
- **Laura Brank**, Managing Partner, Head of the Russia Practice, DECHERT LLP
- **Laura Rojas**, Nodum International

10:45-11:00a Break

11:00-12:00p DEC Funding and Legal Issues

- **Eric Kunkel**, Founding Partner, CCK Strategies, Oklahoma DEC **(Moderator)**
- **Michael Salerno**, VP, First National Bank of Omaha, Nebraska DEC
- **Wayne Cooper**, Chair of the NC DEC
- **John W. Huddle**, Esq., former VA/DC DEC chair

12:00-1:00p Lunch and Table Topic Discussions

1:00-2:00p Supply Chain and Export Market Optimization

- **Pat Fosberry**, John S James **(Moderator)**
- **Tom Cook**, Managing Director, Blue Tiger International
- **Norm Schenk**, Vice President, UPS
- **Joseph Mantello**, Director of Logistics, Qosina Corporation

10:45-11:00a Break

11:00-12:00p One World, Two Trading Systems with China

- **David Day**, Global Risk Mitigation Strategies **(Moderator)**
- **Craig Allen**, President, US-China Business Council
- **Michael Sacharski**, Managing Director, Pacific Enterprise Capital International (former head of GTE China, now Verizon)
- **Ryan Hass**, Former Director for China, National Security Council

12:00-1:00p Lunch and Table Topic Discussions

1:00-2:00p Emerging Markets Review: Indonesia, South Africa, Turkey

- **Holly Vineyard**, Senior Advisor, Millenium Challenge Corporation **(Moderator)**
- **Hon. Robert Blake**, Former Ambassador to Indonesia, McLarty Associates
- **Heather Lanigan**, Regional Dir. for Sub-Saharan Africa, U.S. Trade and Development Agency (USTDA)
- **Jennifer Miel**, Exec. Director, US-Turkey Business Council, US Chamber of Commerce
- **Nathan Muncaster**, Chair, North Texas DEC

2:00–2:45p **Keynote Address: EXIM Bank Update**
Spencer Bachus, Member, Board of Directors, EXIM Bank of the U.S.

2:45-3:00p Break

3:00-3:30p **Keynote Address: Treasury Economic Sanctions Update**
Andrea Gacki, Director, Office of Foreign Assets Control

3:40-4:40p **Indo-Pacific Trade Policy**

- **Jonathan Szucs**, General Manager, Advanced Superabrasives Inc. **(Moderator)**
- **Dr. Elizabeth G. Chan**, CEO, Global Risk Mitigation Foundation
- **Owen George**, Counselor, Small Business & Technology Development Center (SBTDC)
- **Audrey Garrett**, Trade Compliance Manager, Americas, Flowserve Corporation

4:40-4:55p **Closing Remarks**

OUR SPONSORS



Centers For International Business Education & Research

