

The National Association of District Export Councils

# ANNUAL EXPORT CONFERENCE

MAY 19-20, 2022 • WASHINGTON, DC

Marriott Washington at Metro Center

## Wednesday, May 18

Members are encouraged to meet with their Members of Congress

## Thursday, May 19

9:00am – 9:15am

### Welcome

[Shawn Levsen](#) | NADEC Chair

*International Sales Manager, UPS*

9:15am – 9:30am

### Break

9:30am – 10:30am

### Room A: Trade Policy Update

#### Port Crisis in America: Causes, Affects, Solutions

Moderator: [John Saylor](#), Director, International Trade Group at Commonwealth Trading Partners, Inc./ Virginia/DC DEC

Speakers:

[Christopher Connor](#) | CEO American Association of Port Authorities

[Jay Schuler](#), Founder of Richland IFC Located in Minnesota and North Dakota, Chairman of the North Dakota DEC

[Yevgeniy Epshteyn](#), MBA, President, Nova Shipping

NVOCC, OFF, IAC

### Room B: Export Opportunities & Challenges

#### Exporting in Web 3.0: Navigate eCommerce, Metaverse, NFT's, Cryptocurrency, Blockchain & Virtual Reality

Moderator: [W.E. DaCruz](#), Cofounder, VGC Group/ Michigan DEC

Speakers:

[Naomi Jordan Cook](#), Cofounder at VGC Group

[Courtney Sanders](#), *Founder at CLS Training International LLC.*

[Adrian Viller](#), *Online Business Development Director at IBT Online*

[Mack Hendricks](#), *CEO of FlyBall*

**10:30am – 10:45am**

**Break**

#### **ROOM A: Latin America Trade Opportunities**

Moderator: [Alex Sanchez](#), *President and CEO of Florida Bankers Association*

Speakers:

[Alfonso Quiñonez Lemus](#), *Ambassador of Guatemala to the United States*

[Max J. Trujillo](#), *President MJT Policy*

[Romeo Esquivel](#), *VP Commercial Support, CBX Global*

[Mariano Parlato](#), *Country Manager DISS / Puerto Rico DEC*

#### **ROOM B: Exporting in Travel & Tourism, Education**

Moderator: [Fred Latuperissa](#), *President at ExIm 20/20 Group, LLC/ California Inland Empire DEC*

Speakers:

[Koka Lakshman](#), *Vice Chairman, EDC Soboba Band of Luiseno Indians, San Jacinto, California/ California Inland Empire DEC*

[Nate Welch](#), *President, Vermillion Chamber/ South Dakota DEC*

[David Huether](#), *Deputy Director of Research, National Travel and Tourism Office, International Trade Administration, US Department of Commerce*

**12:00pm – 1:30pm**

**Lunch with Keynote Speaker**

Moderator: [David F. Day](#), *Chairman, Global Risk Mitigation Foundation/Hawaii DEC*

**The Honorable Reta Jo Lewis, Esq.  
President and Chair  
Export-Import Bank of the United States**

A conversation between the new Chair of the EXIM Bank, [Reta Jo Lewis](#), and NADEC's Trade Policy Chair, David Day, on the Bank's new policies, broader mission, and enhanced focus on small business.

**1:40pm – 2:40pm**

**Room A: U.K. Open for Business: The Way Forward**

Moderator: [Urszula Wojciechowska](#), MBE., *Executive Director, Coalition of New England Companies for Trade, Massachusetts DEC*

Speakers:

[Sarah Clegg](#), *Head of Trade Policy, British Embassy*

[Tim Crouch](#), *Director of Investment, North America, UK Department for International Trade (DIT)*

[Emanuel Adam](#), *Chief Policy & Trade Officer, BritishAmerican Business.*

**Room B: Exporting to India**

Moderator: [David F. Day](#), *Chairman, Global Risk Mitigation Foundation*

Speakers:

[Stacey Standley](#), *Formerly, the Managing Director of Sikland-Standley Ent Pvt Ltd. / Nevada DEC*

[Samir Kapadia](#), *Chief Operating Officer and Principal at the Vogel Group*

**2:40pm – 2:55pm**

**Break**

2:55pm – 3:55pm

**Room A: SME Resources for increasing exports- your educational institutional advantage**

Moderator: [Mark Ballam](#), *Managing Director at San Diego State University, Center for Advancing Global Business/ San Diego & Imperial DEC*

**Topic 1: Understanding the Digital Trade Revolution: New tools for U.S. small businesses**

Speaker: [Simona Racek](#), *Getting to Global, San Diego & Imperial DEC*

**Topic 2: Utilizing the educational institutional advantage**

Speakers:

[Jonathan Szucs](#), *General Manager, Advanced Superabrasives, Inc./ Vice-Chair NADEC, North Carolina DEC*

[Tom Robinson](#), *Biz Advisors LLC, North Carolina DEC*

**Room B: U.S.- Africa Trade Relations: How to be part of the Economic Growth & Development on the “New Frontier”**

Moderator: [W.E. DaCruz](#), *Cofounder, VGC Group/ Michigan DEC*

Speakers:

[Deniece Laurant-Mantey](#) | *Director for Africa, The National Security Council, The White House*

[Akindele Akinyemi](#) *President & CEO at Global African Business Association*

[Michael Sudarkasa](#) | *CEO Africa Business Group, TBD Ghana Investment Promotion Authority*

3:55pm – 4:10pm

**Break**

4:10pm – 5:10pm

**Room A: Southbound Trade Initiative**

***Trade-Reshoring and National Security in the Americas***

**[Southbound Trade Initiative Program Overview PDF](#)**

[Ernesto Pinal](#), *Managing Director, Export Optimizers/ Idaho DEC*

[Cesar Remis](#), *Minister, Embassy of Mexico to the US*

[John Layton](#), *Minister (Economic), Embassy of Canada to the US*

**Room B: Financing your Exporting Business**

Moderator: [Luke Lindberg](#), *Executive Director of Global Strategy, Innovation, and World Clinic, Sanford Health/ South Dakota DEC*

Speakers:

[Scott Stevenson](#), *Senior Vice President of Trade, Bankers Association for Finance and Trade*

[Daniel Pische](#), *National Director of Trade and Finance, U.S. Small Business Administration*

[Aerek Stephens](#), *Head of Regional Export Promotion Program, Export-Import Bank of the United States*

**5:10pm – 5:35pm**

**Speed Networking**

**Friday, May 20**

**9:00am – 9:15am**

**Welcome**

[Shawn Levsen](#) | *NADEC Chair*

*International Sales Manager, UPS/ Camino Real DEC*

**9:15am – 10:15am**

**Presentations to DEC of the Year & Executive Secretary of the Year**

**10:15am – 10:30am**

**Break**

**10:30am – 11:30am**

**Room A: Exporting to Island Nations**

Moderator: [Elizabeth Chan](#), *CEO, Global Risk Mitigation Foundation*

Speakers:

Ambassador (Ret.) Joseph J. Cella, *Immediate past Ambassador to Fiji*

Ambassador John Hennesey-Niland – *Current U.S. Ambassador to the Republic of Palau*. Ambassador Hennesey-Niland has had a 30-year career in the U.S. Foreign Service and now leads the U.S. Embassy on the strategic island of Palau.

[Luke Lindberg](#), *Executive Director of Global Strategy, Innovation, and World Clinic, Sanford Health/ South Dakota DEC*

[Elizabeth Chan](#), *CEO, Global Risk Mitigation Foundation*

[Phillip Mendiola-Long](#), *Co-Founder at The Ohala Foundation, Sherman Consulting/ Hawaii Pacific DEC*

### **Room B: Cybersecurity & the Global Impact on Trade**

Moderator: [Scott Blacklin](#), *Principal & CEO, Blacklin Associates, LLC/ Virginia-DC DEC*

Speakers:

[Dr. Oz Erdem](#), *Past NADEC Chair*

[Shalon Simmons](#), *Managing Director, Secure Global ICT, LLC*

[Aaron Amundson](#), *Director of the Information Technology Control Division at the Bureau of Industry and Security*

[Donald “Mac” McCarthy](#), *Director of Field Operations, Open Source Context*

**11:30am – 1:00pm**

### **Lunch with Keynote Speaker**

Former Commerce Deputy Secretary Karen Dunn Kelley

**1:00pm – 2:00pm**

### **Room A: Supply Chain Opportunities to Increase Your Exports**

Moderator: [Shawn Levsen](#) | *NADEC Chair*

*International Sales Manager, UPS/ Camino Real DEC*

Speakers:

[Jess Dankert](#), *Vice President of Supply Chain, Retail Industry Leaders Association*

[Kristopher Denzel](#), *Director of Government Affairs, DHL Express*

[Gerd Uitdewilligen](#), *Director of International Sales, Emerson Cargo Solutions*

### **Room B: DEC Engagement & Orientation**

Moderator: [Anne Burkett](#), *Executive Director, NAITA/Alabama DEC*

Speakers:

[Brenda Stelly](#), *President, Oil Center Research International LLC/Louisiana DEC*

[Sandy Renner](#), *Chair, FasTrack Global Expansion Solutions, Inc./Minnesota DEC*

[Tee Persad](#), *Attorney, Mediator & Business Consultant, CPLS, P.A./Central-North Florida DEC*

**2:00pm – 2:15pm**

**Break**

**2:15pm – 3:15pm**

### **Room A: Exporting to Challenging Markets (Middle East)**

Moderator: [Sheriah Johnson](#), *Trade Compliance Manager, NCR Corporation/ Georgia DEC*

Speakers:

[Nate LaMar](#), *Senior Manager of International Business Development, GM Defense/ Indiana DEC*

[Kelly Watkins](#), *President, Expressive Concepts/ Kentucky DEC*

### **Room B: Trade Policy & Global Markets Update**

Commerce Department in 2022 & Beyond

Moderator: [Scott Blacklin](#), *Principal & CEO, Blacklin Associates, LLC/ Virginia-DC DEC*

Speakers:

[Dale Tasharski](#), *Deputy Director General for Global Markets | International Trade Administration | U.S. Department of Commerce. Former Acting Head of the US Commercial Service in the last Administration*

[Carmine D'Aloisio](#) - President Daloisio Global LLC, NADEC Board of Advisors. Former senior commercial officer for the U.S. Commercial Service.

[Trevor Gunn](#), Founder & Chair of USA Healthcare Alliance, Vice President of International Relations, Medtronic

**3:15pm – 3:30pm**

**Break**

**3:30pm – 4:30pm**

**Using the DEC to Reach Underserved Communities**

Moderator: [Fred Latuperissa](#), President at ExIm 20/20 Group, LLC/ California Inland Empire DEC

Speakers:

[Koka Lakshman](#), Vice Chairman , Soboba Band of Luiseno Indians, Economic Development Board, CEO, SJ Medical Group/ California Inland Empire DEC Treasurer

[Basil Ajuo](#), President, Minnesota Africans United/Minnesota DEC

[Kimberly Benson](#), President and CEO, Zenaida Global, UAS Administrator, San Bernardino International Airport

[Heather Andrea Ranck](#), Director/Global Rural Team Leader, U.S. Commercial Service, U.S. Department of Commerce/ITA

**4:30pm – 4:45pm**

**Break**

**4:45pm – 5:10pm**

**Small Business Success Story**

**5:10pm – 5:30pm**

**CLOSING REMARKS**