

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*

[Slide presentation](#)

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

Slide Presentation

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

[Slide Presentation](#)

[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