



NADEC Annual Export Conference

May 9, 2023

The Mayflower Hotel – Washington, DC

May 10, 2023

Meetings on The Hill – Dirksen Senate Building

The Changing Global Trading Relationships & Opportunities: How Can You Maintain Profitability?

PROGRAM AGENDA

DAY ONE

Tuesday, MAY 9, 2023 8:00 am – 5:30 pm

8:15 am – 8:30 am

Welcome

[Jonathan Szucs](#), NADEC Chair

8:30 am – 9:30 am

Opening Plenary

The Global Trading System: Understanding Its Realignment

Recent developments together with emerging trends have dramatically altered the global trading system as we know it. These developments have been a combination of factors. The result is a shift in the risk factors that exporters must now consider, the closure of certain markets, and the emergence of new opportunities and new trading partners. This plenary program is designed to set the stage for the programs that follow.

Conducted as a conversation, the discussants include:

[David F. Day](#)

NADEC Trade Policy Committee

Chairman, Global Risk Mitigation Foundation & Hawaii DEC

[Luke J. Lindberg](#)

NADEC Trade Policy Committee

President, South Dakota Trade & SD DEC

Former Chief of Staff, U.S. Export Import Bank

[Andrea Thompson](#)

Vice President for International Programs, Northrop Grumman

Former Under Secretary of State for Arms Control and International Security Affairs

	Room A	Room B
9:30 am – 10:30 am	<p>SME Trade Agenda Updates</p> <p>Dr. Christina Sevilla, USTR Deputy Assistant US Trade Representative, Small Business, Market Access, Industrial Competitiveness</p> <p>Joseph Hanley, National Director for the U.S. Field, U.S. Commercial Service</p> <p>Christine P. Brown, SBA Director of Trade</p> <p>Moderator: Richard Grana- SME Impex & Kentucky DEC</p>	<p>Strategies and Tactics for new Emerging Export Markets</p> <p>Danica R. Starks, Senior U.S. Commercial Liaison to the World Bank & Head of DOC Multilateral Development Bank</p> <p>Zaheer Faruqi, CEO, Aventure Aviation & Georgia DEC</p> <p>Peter Clement, SVP of International Factoring, Rosenthal & Rosenthal, Inc.</p> <p>Moderator: Tom Dustman, International Sales Director, SUNNEN & Missouri DEC</p>
10:30 am – 10:45 am	BREAK	
10:45 am – 11:45 am	<p>U.S. – Africa Trade Policy Update</p> <p>Scott Blacklin, Principal & CEO, Blacklin Associates, LLC & VA-DC DEC</p> <p>William Fanjoy, Senior Advisor for Private Sector Engagement, Prosper Africa</p> <p>Toyin Umersiri, Founder & CEO, Nazaru LLC & IL DEC</p> <p>Dr. Thierry Wandji, CEO, Cybastion Tech</p> <p>Dr. Guevera Yao, Africa Business Center</p> <p>Moderator: W.E. Da’Cruz, Cofounder & COO, The VGC Group, E MI DEC</p>	<p>Indigenous Communities and Global Trade: Exploring best practices for engagement, capacity-building and opportunity</p> <p>Myron Lizer, former VP of the Navajo Nation</p> <p>Derrick Watchman, Board Chairman- National Center for American Indian Enterprise Development</p> <p>Chairman Darrell Mike, Twentynine Palms Band Mission Indians (tbc)</p> <p>Moderator: Fred Latuperissa, President, ExIm 20/20 Group and Inland Empire CA DEC</p>
12:00 pm – 1:45 pm	<p>Keynote – Conversation on Trade with Commerce & SBA</p> <p>Featuring</p> <p>Deputy Secretary of Commerce Don Graves & Gabriel Esparza, Associate Administrator,</p> <p>SBA Office of International Trade</p>	
1:50 pm – 2:50 pm	<p>Agriculture & National Security</p> <p>Michael Brooks, Senior Agriculture Advisor to Senator Mike Rounds, South Dakota</p> <p>Timothy Hughes, Senior Trade Advisor, Office of the Commissioner, Kentucky Department of Agriculture</p>	<p>Post COVID Logistics & How to Leverage Resources to be More Competitive</p> <p>Tom Cook, Managing Director Blue Tiger International & NY DEC (Consultant)</p> <p>Joe Mantello, Director of Logistics, Qosina Corporation (principal Importer/Exporter)</p>

[Angela Guerra](#), Global Trade Compliance Manager, Aviagen, Inc., Alabama

Moderator: [Brad McKinney](#), Vice President of Strategic Initiatives, Krach Institute for Tech Diplomacy, Purdue University

[Jason Cook](#), Managing Director, Ardent Global Logistics (Forwarder)

[Kelly Raia](#), COO, National Institute for World Trade (Training/Education)

Moderator: [Jim Haynes](#), Director-Business Development, Rohlig USA, LLC & Northern Ohio DEC

2:50 pm – 3:50 pm

Strategic Exporting/Investment to Enhance Global Competitiveness & Security

[Lt. Gen. Wallace C. Gregson](#), USMC (Ret), former Assistant Secretary of Defense (Asia)

[Col. Arthur M. Romanillos, Jr.](#), Philippine Army, Army Attaché to the USA

[Anthony J. Scotti](#), Chief Operations Officer, Gyrene

Moderator: [Dr. Elizabeth G. Chan](#), Global Risk Mitigation Foundation

DECs and Universities: A Partnership to Help Firms Boost Exports

[Rebecca Bellinger](#), University of Maryland, Maryland-DC DEC

TBD, Maryland-DC DEC

[Christine Everett](#), Indiana University, Indiana DEC

TBD, Indiana DEC

Moderator: [Mark J. Ballam](#), San Diego State University, San Diego & Imperial DEC

3:50 pm – 4:10 pm

BREAK

4:10 pm – 4:30 pm Presentation of DEC of the Year and Executive Secretary of the Year

Jonathan Szucs, NADEC Chair

Official from the U.S. Department of Commerce

4:30 pm – 5:30 pm U.S. Government Trade Priorities and Opportunities

- [Dale Tasharski](#), Deputy Director General - Moderator
- [Scott Tatlock](#), Deputy Assistant Secretary for China
- [Cameron Werker](#), Executive Director, Office of Europe and Eurasia
- [Diane Jones](#), Executive Director, Office of Western Hemisphere
- [Kendee Yamaguchi](#), Deputy Assistant Secretary for the U.S. Field (invited)
- [Pamela Phan](#), Deputy Assistant Secretary for Asia (invited)
- [Camille Richardson](#), Deputy Assistant Secretary for Africa (invited)

CLOSING REMARKS - *Jonathan Szucs, NADEC Chair*

5:30 pm – 7:00 pm NETWORKING RECEPTION

DAY ONE

Tabletop Discussions with Trade Resources

Throughout the day, attendees will have the opportunity to meet with trade resource partners to discuss specific export programs. Tables will be set-up in the pre-function area.

- Industry and Analysis- Office of Manufacturing
- Industry and Analysis- Office of Supply Chain
- Industry and Analysis- National Travel & Tourism Office
- Industry and Analysis- Office of Industry Engagement
- U.S. Commercial Service- Office of Africa
- U.S. Commercial Service- Office of Europe
- U.S. Commercial Service- Office of Asia
- U.S. Commercial Service- Office of China
- U.S. Small Business Administration
- Export Import Bank of the United States

DAY TWO

Wednesday, MAY 10, 2023 Visit to The Hill

Dirksen Senate Building, SDG50 (Senate Armed Services Hearing Room)

7:45 am – 11:30 am

Welcome to The Hill Breakfast - Jonathan Szucs, NADEC Chair

Special Remarks by the US Global Leadership Coalition

Presentation to the Congressional Trade Advocates of the Year

The NADEC Capitol Hill Day will start at 7:45 am at The Capitol in the Dirksen Senate Building with a continental breakfast. The objective of this day is to increase awareness and understanding among members of Congress regarding the importance of exports to the U.S. economy, including significance of securing new and improved market access. NADEC has invited key committee staff from the following committees to speak to our group:

- Small Business Committee Staff (House & Senate)
- House Ways & Means committee staff (minority and majority)
- Senate Finance Committee staff (minority & majority)

Members of Congress will periodically 'stop by' during the morning to make presentations focused on critical trade issues.

DEC members are encouraged to schedule meetings in advance with their State's Congressional Representatives and/or staff members to better inform them on the importance of trade and trade legislation to our businesses and to our nation. NADEC will provide some talking points and can assist in arranging meetings, as needed.