



# NADEC Annual Export Conference

May 9, 2023

Marriott Washington at Metro Center

May 10, 2023

Meetings on The Hill

## 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

Vice President, Northrop Grumman (tbc)

	<b>Room A</b>	<b>Room B</b>
9:30 am – 10:30 am	SME Trade Agenda Updates	Strategies and Tactics for new Emerging Export Markets

Dr. Christina Sevilla, USTR Deputy Assistant US Trade Representative, Small Business, Market Access, Industrial Competitiveness

Joseph Hanley, National Director for the U.S. Field, U.S. Commercial Service

Christine P. Brown, SBA Director of Trade

*Moderator:* Richard Grana- SME Impex & Kentucky DEC

Danica R. Starks, Senior U.S. Commercial Liaison to the World Bank & Head of DOC Multilateral Development Bank

Zaheer Faruqi, CEO, Aventure Aviation & Georgia DEC

Peter Clement, SVP of International Factoring, Rosenthal & Rosenthal, Inc.

*Moderator:* Tom Dustman, International Sales Director, SUNNEN & Missouri DEC

10:30 am – 10:45 am

**BREAK**

10:45 am – 11:45 am

**U.S. – Africa Trade Policy Update**

William Fanjoy, Senior Advisor for Private Sector Engagement, Prosper Africa

Toyin Umersiri, Founder & CEO, Nazaru LLC & IL DEC

Dr. Thierry Wandji, CEO, Cybastion Tech

Dr. Guevera Yao, Africa Business Center

*Moderator:* Scott Blacklin, Principal & CEO, Blacklin Associates, LLC & VA-DC DEC

**Indigenous Communities and Global Trade: Exploring best practices for engagement, capacity-building and opportunity**

Myron Lizer, former VP of the Navajo Nation

Derrick Watchman, Board Chairman- National Center for American Indian Enterprise Development

Chairman Darrell Mike, Twentynine Palms Band Mission Indians (tbc)

*Moderator:* Fred Latuperissa, President, Exlm 20/20 Group and Inland Empire CA DEC

12:00 pm – 1:45 pm

**Keynote – Conversation on Trade with Commerce & SBA  
Presentation to the Congressional Trade Advocates of the Year**

1:50 pm – 2:50 pm

**Agriculture & National Security**

Michael Brooks, Senior Agriculture Advisor to Senator Mike Rounds (SD)

Timothy Hughes, Senior Trade Advisor, Office of the Commissioner, Kentucky Department of Agriculture

Angela Guerra, Global Trade Compliance Manager, Aviagen, Inc. (tbc)

Jon Ebert, Manager of North American Public & Industry Relations, John Deere (tbc)

*Moderator:* Brad McKinney, Founder & Managing Director, Imperative, LLC

**Post COVID Logistics & How to Leverage Resources to be More Competitive**

Tom Cook, Managing Director Blue Tiger International & NY DEC (Consultant)

Joe Mantello, Director of Logistics, Qosina Corporation (principal Importer/Exporter)

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

<p><b>2:50 pm – 3:50 pm</b></p> <p><b>Strategic Exporting/Investment to Enhance Global Competitiveness &amp; Security</b></p> <p>Lt. Gen. Wallace C. Gregson, USMC (Ret), former Assistant Secretary of Defense (Asia)</p> <p>Col. Arthur M. Romanillos, Jr., Philippine Army, Army Attaché to the USA</p> <p>Anthony J. Scotti, Chief Operations Officer, Gyrene</p> <p><i>Moderator:</i> Dr. Elizabeth G. Chan, Global Risk Mitigation Foundation</p>		<p><b>How Universities can Assist DEC and Exporters in their Region</b></p> <p><i>Moderator:</i> Mark J. Ballam, Managing Director, <a href="#">Wendy Gillespie Center for Advancing Global Business</a>, Fowler College of Business, San Diego State University &amp; So Cal DEC</p>
---	--	---

**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**

- Scott Tatlock, Deputy Assistant Secretary for China;
- Diane Jones, Executive Director, Office of Western Hemisphere.
- Pamela Phan, Deputy Assistant Secretary for Asia (invited)
- Kendee Yamaguchi, Deputy Assistant Secretary for the U.S. Field (invited)
- David DeFalco, Deputy Assistant Secretary for Europe (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 (tbc)

## DAY TWO

Wednesday, MAY 10, 2023 Visit to The Hill

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

8:30 am – 11:30 am

***Welcome to The Hill Breakfast*** - Jonathan Szucs, NADEC Chair

The NADEC Capitol Hill Day will start at 8:30 am at The Capitol with a continental breakfast. Members of Congress are invited to make presentations focused on critical trade issues.

DEC members will have the opportunity 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.