



NADEC Annual Export Conference

May 9, 2023

The Mayflower Hotel – Washington, DC

May 10, 2023

Meetings on The Hill – Senate Visitors Center

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**

8:00 am – 8:30 am

Welcome

[Jonathan Szucs](#), NADEC Chair

[Kendee Yamaguchi](#), Deputy Assistant Secretary for the U.S. Field, U. S. Department of Commerce

[John Worthington](#), CEO/ President, IBT Online – **Platinum Sponsor**

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

[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	SME Trade Agenda Updates 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	Strategies and Tactics for new Emerging Export Markets 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 Heather Lanigan , Regional Director for Sub-Saharan Africa, U.S. Trade & Development Agency Toyin Umersiri , Founder & CEO, Nazaru LLC & IL DEC Dr. Thierry Wandji , CEO, Cybastion Tech Dr. Guevera Yao , Executive Director, U.S.-Africa Business Center of the U.S. Chamber of Commerce Moderator: W.E. Da’Cruz , Cofounder & COO, The VGC Group, E MI 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 Kyia Jackson , Export Business Development Specialist, Arizona Export Center, Minority Business Development Agency, U.S. Department of Commerce Moderator: Fred Latuperissa , President, ExIm 20/20 Group and Inland Empire CA DEC
12:00 pm – 1:45 pm	Special Remarks- Deputy Secretary of Commerce Don Graves Conversation on Trade with SBA Featuring SBA Administrator Isabella Guzman (Invited)	
1:50 pm – 2:50 pm	Agriculture & National Security Michael Brooks , Senior Agriculture Advisor to Senator Mike Rounds, South Dakota Timothy Hughes , Senior Trade Advisor, Office of the Commissioner, Kentucky Department of Agriculture	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)

[Kelly Wheeler](#), Export Manager, Aviagen, Inc., Alabama

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

[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

[Kimberly Brown](#), CEO of Amethyst Technologies and Chair, Maryland/DC DEC

[Joyce Steffan](#), The Ohio State University, Northern Ohio DEC

[Kim Smith](#), CEO, Plidco, Northern Ohio DEC

[Joan Kanlian](#), Director, Westchester U.S. Export Assistance Center

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

3:50 pm – 4:10 pm

BREAK

4:10 pm – 4:30 pm **Special Remarks**

Presentation of Executive Secretary of the Year and DEC of the Year

Jonathan Szucs, NADEC Chair

*Mark Ballam, San Diego State University CIBER – **Gold Sponsor***

Kendee Yamaguchi, Deputy Assistant Secretary for the U.S. Field

4:30 pm – 5:30 pm **Global Markets Snapshots: Opportunities and Challenges**

- [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
- [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. Commercial Service – U.S. Field
- U.S. Commercial Service – Office of Strategy and Engagement
- U.S. Small Business Administration
- Export Import Bank of the United States
- U.S. Trade & Development Agency

DAY TWO

Wednesday, MAY 10, 2023 Visit to The Hill

Senate Visitors Center, SVC 212-10

7:45 am – 11:45 am

Welcome to The Hill Breakfast - Jonathan Szucs, NADEC Chair

8:15 am

Special Remarks by the US Global Leadership Coalition

Presentation to the Congressional Trade Advocates of the Year

The objective of the NADEC Capitol Hill 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. Key committee staff from the following committees will speak to our group:

- Panel Discussion with House and Senate Small Business Committee Staffs
- Panel Discussion with House Ways & Means (Trade Sub-Committee) and House Agriculture Committee Staffs
- Panel Discussion with Senate Finance Committee (International Trade Sub-Committee)
- Conclusion

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

DEC members are encouraged to meet 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 talking points will be provided.

