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## The Upcoming Annual Conference:

### Staying ahead of Trade Developments Coming over the Horizon

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The **NADEC's Annual Conference in May 13, 2024**, in Washington, D.C. is beginning to take shape and a couple of developments are worth mentioning at this early date. The trade policy and educational sides of the NADEC always attempt to stay out in front of important trade developments well in advance of their actual occurrence. This upcoming conference in May is no different.

One of our upcoming conference programs that falls squarely in this vein is focused on **Argentina**. No doubt you are familiar with the political revolution that has taken place in Argentina with its recent Presidential election of Javier Milei along with President Milei's recent speech at Davos. We are going to see some radical changes to Argentina's economy and business dealings. This is likely to mean the emergence of essentially a new market (previously foreclosed by currency challenges, inflation, and all kinds of bureaucratic red tape--effectively rendering it as a dead zone for most U.S. SME/MME exporters).

The May conference will include an Argentine program which will include Andres Rombola, an Argentine economist, who will be coming up from Buenos Aires to brief conference attendees on the forthcoming changes in the business environment in Argentina beneficial to U.S. exporters. Mr. Rombola will be joined by Mariano Parlato (NADEC Trade Policy Committee- Puerto Rico) and Peter Jones (NADEC Trade Policy Committee- Tennessee), both of whom have had extensive business experience in Argentina. While it is always difficult to predict the emergence of a new market, there are strong indicators that this is now in process. We shall see where these developments sit come May.

Another area of upcoming programs in our May conference has to do with our oldest ally, **the United Kingdom**. You may be aware that, during the previous Administration, the United States and the U.K. were working on an important Free Trade Agreement. Substantial progress was made, then there was a change of Administration. The current White House elected to drop the FTA negotiations and, more recently, drop any pretext of even negotiating a trade "framework" arrangement with the U.K. In part motivated by the finalization of the BREXIT deal, the U.K. trade team here in the United States has embarked on a series of state-by-state negotiations with a number of our

States to develop memoranda of understanding with the UK which, hopefully, will lead to new relationships with the UK private sector and new export opportunities for U.S. firms. Our Annual Conference will include select programs focused on trade and export opportunities in the UK as essentially another “new” market that has opened up (now separate from the EU).

Finally, in the next Newsletter we will talk in some detail about **a separate track of programs**, to be held in a different meeting room at the conference, which will feature a whole series of trade and DEC development discussions set in the form of facilitated coffee discussions set around large round tables. We anticipate finalizing a whole slew of issues to be discussed so much so that you will have quite a number to choose from. More on these issues in the next Newsletter.

### **Did you know....**

The UK now has MoUs with seven US states – Indiana, North Carolina, South Carolina, Oklahoma, Utah, Washington, and Florida – with a combined GDP of £3.3tn, just under the GDP of Germany. It is actively engaging with further states including Texas, California, Colorado, and Illinois.

### **Other UK trade agreement signed in 2023**

<https://www.cityam.com/a-roundup-of-free-trade-deals-the-uk-signed-in-2023/>