



## NADEC Annual Export Conference

**May 13, 2024**

The Mayflower Hotel – Washington, DC

**May 14, 2024**

Legislative Training Session & Meetings on The Hill

**Celebrating the 50<sup>th</sup> Anniversary of the District Export Councils**

**Engaging with Our Friends & Neighbors**

### PROGRAM AGENDA

#### DAY ONE **Monday, MAY 13, 2024 8:00 am – 5:30 pm**

**8:00 am – 8:30 am**

#### **Welcome**

*[Jonathan Szucs](#), NADEC Chair*

**8:30 am – 9:15 am**

#### **Opening Plenary**

“On the Couch” Conversation between key officials from the UK and US:

[Dame Karen Pierce, British Ambassador to the United States](#) (Confirmed)

[U.S. Senator Chris Coons](#) (Invited)

[U.S. Senator John Thune](#) (Invited)

- The UNITED (Undertaking Negotiations on Investment and Trade for Economic Dynamism) Act – what is in it for all of us?
- Importance of SME hookups between the UK and the US

Moderator: [Luke Lindberg](#), President, South Dakota Trade, South Dakota DEC

	<b>State Ballroom</b>	<b>East Ballroom</b>
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**9:20 am – 10:05 am**

#### **Friendshoring**

A private sector panel with speakers from the UK, Australia, Canada, and the US, each of whom does business in the other’s market.

- Importance of working with trusted allies
- Long standing commercial linkages
- UK, Australia, and Canada now designated as a “domestic

#### **Concurrent Roundtable Discussions**

*Private Sector experts/specialists to share their expertise in concurrent roundtable discussions.*

#### **Trade Issue Roundtable Discussions:**

- Cyber Security Risks
- Export Controls
- Managing Freight Forwarders & Export Carriers

source” for purposes of Title III of the U.S. Defense Production Act

- The Atlantic Declaration – is there anything there for SMEs?

Trade issue discussions led by industry specialists and NADEC board/DEC members with special expertise in the topic.

10:05 am – 10:20 am

## BREAK

10:20 am – 11:05 am

### Engaging with Our Neighbors South of the Border

#### **“Argentina: An Evolving Market for U.S. Exporters”**

Argentina’s remarkable political shift now suggests that the potential for a de-risking and the emergence of essentially a new market for U.S. SMEs. This program addresses these changes and the opportunities that lie ahead.

- [Peter Jones](#), Jones Equity Fund, TN DEC - *Moderator*
- [Mariano Parlato](#), TRUENORTH CORPORATION, Puerto Rico DEC
- [Andres Rombola](#), Smartmatic Intl, Buenos Aires, Argentina
- [Christopher Di Trolio](#), Argentina Desk Officer, US Dept of Commerce

### Concurrent Roundtable Discussions

#### **Industry sector Roundtable Discussions:**

- Aerospace/Defense
- Agriculture
- General Manufacturing
- Energy & Sustainability
- Healthcare
- Technology/AI

Industry discussions led by exporters/specialists in each industry sector and national industry association officials.

11:10 – 11:55 am

### How Tariff and Non-Tariff Trade Barriers are Wreaking Havoc in the EU Marketplace

#### **SME Roadblocks**

- Aluminum and Steel Tariffs
- Certification Requirements
- Labeling Requirements
- Multiple Currencies

- [Richard Grana](#), Impex-EMC Company, KY DEC - *Moderator*
- [Senator Sherrod Brown](#) of Ohio (*Invited*)
- [Jonathan Szucs](#), Advanced Superabrasives, Inc., NC DEC
- [Nate LaMar](#), IN DEC
- [James Haynes](#), Rohlig USA, OH DEC

### Concurrent Roundtable Discussions

#### **Exporting South- Mexico and Beyond**

- Chile
- Colombia
- El Salvador
- Mexico
- Panama

Discussions led by U.S. Department of Commerce Country Specialists and current exporters to the country.

11:55 am – 12:15 pm  
12:15 pm – 1:25 pm

Break to Transition to Luncheon  
**NADEC Luncheon - 50<sup>th</sup> Anniversary of the DECs**

Opening Remarks – [Jonathan Szucs](#), NADEC Chair  
Special 50<sup>th</sup> Anniversary of the DECs Remarks

[The Honorable Gina Raimondo, U.S. Secretary of Commerce](#) (Invited)

1:30 pm – 2:00 pm

Short Break

Fireside Chat with the Small Business Administration (SBA)

[Isabel Casillas Guzman](#), SBA Administrator (Confirmed)

2:00 pm – 2:20 pm

**BREAK**

2:20 pm – 3:05 pm

**What's New at SBA?**

[Dan Pische](#), National Director of Trade Finance, U.S. Small Business Administration

**Trade DNA – A Trade Workforce Development Initiative**

[Jim Anderson](#), ETCetera Intl, Inc., North TX DEC

3:10 pm – 3:55 pm

**Advocating for SME Exporters**

- STEP Program Reauthorization
- EXIM Bank Reauthorization
- SBDC Reauthorization – trade impact

**DEC Strategic Recruitment, Engagement, and the next Generation**

4:00 pm – 4:45 pm

**The Next Trade Frontier**

4:45 pm – 5:15 pm

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

- *Jonathan Szucs, NADEC Chair*
- *Key Official from the U.S. Department of Commerce*

5:15 pm

**CLOSING REMARKS** - *Jonathan Szucs, NADEC Chair*

5:30 – 7:30 pm

**Networking Reception**

**DAY ONE**

**Trade Resource Tables**

Throughout the day, attendees will have the opportunity to meet with trade resource partners to discuss specific export programs.

**DAY TWO****Tuesday, MAY 14, 2024 Special Training & Visit to The Hill****9:00 – 11:30 am****Special Legislative Training Session at The Mayflower**

Presentations by the U.S. Chamber of Commerce, SIDO, and the U.S. Global Leadership Coalition.

**11:30 am****Networking at The Mayflower****12:00 – 1:30 pm****NADEC Hill Day Luncheon at The Mayflower**

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.

Following the lunch, 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. Pre-scheduled appointments are recommended. Regional representatives on the NADEC Board are encouraged to accompany conference attendees in these meetings