



NADEC Annual Export Conference

May 13, 2024

The Mayflower Hotel – Washington, DC

May 14, 2024

Legislative Training Session & Meetings on The Hill

Celebrating the 50th 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:

Special Guest - [Dame Karen Pierce, British Ambassador to the United States](#)

- 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

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

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
- Artificial Intelligence
- Supply Chain Resilience

- 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

US-EU Marketplace- Aluminum and Steel - EU (CBAM) Carbon Border Adjustment Mechanism and (GASSA) Global Arrangement on Sustainable Steel and Aluminum.

Discussion on:

- Why GASSA matters
- What GASSA would do
- Managing other authoritarian non- market states
- Meaning of CBAM
- How would SME manufacturers be affected?
- Proposed timelines and quotas
- Excess capacity concerns
- Survey on proposal by USTR on Producers
- Possible multiple types of inventories.

[Richard Grana](#), Impex-EMC Company, KY DEC - Moderator

Concurrent Roundtable Discussions

Exporting South- Mexico and Beyond

- Chile
- Colombia
- El Salvador
- Guyana
- Mexico
- Panama

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

Daniel P. Matthews EOP/USTR GASSA
(invited)
[Senator Sherrod Brown](#) of Ohio (Invited)
[Jonathan Szucs](#), Advanced
Superabrasives, Inc., NC DEC
[James Haynes](#), Rohlig USA, OH DEC

11:55 am – 12:15 pm

12:15 pm – 1:25 pm

Break to Transition to Luncheon

NADEC Luncheon - 50th Anniversary of the DEC's

Opening Remarks – [Jonathan Szucs](#), NADEC Chair

Special 50th Anniversary of the DEC's Remarks

Luncheon Sponsor Remarks – [Mark Ballam](#), CIBER

[Don Graves](#), Deputy Secretary of Commerce

Short Break

1:30 pm – 2:00 pm

Fireside Chat with the Small Business Administration (SBA)

[Isabel Casillas Guzman](#), SBA Administrator

2:00 pm – 2:20 pm

BREAK

2:20 pm – 3:05 pm

SBA Resources for SME Exporters

[Hernan Mayol](#), ITFA Board Member
[Dan Pische](#), National Director of Trade
Finance, U.S. Small Business
Administration

**Trade DNA – Engaging Students, Our
Future Exporters**

[Dominic DiCamillo](#), CIBER, Ohio State
University
[Joan Laureano](#), Puerto Rico DEC
[Eddy Sumar](#), California Inland Empire
DEC
[Jim Anderson](#), ETCetera Intl, Inc., North
TX DEC - Moderator

3:10 pm – 3:55 pm

Advocating for SME Exporters

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

[Bill Cummins](#), EXIM Small Business
Council and Alabama DEC,
[Adam Boltik](#), NH Dept of Business &
Economic Affairs, Office of Intl
Commerce and Granite State DEC

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

[Fay Beydoun](#), Chairwoman, East
Michigan DEC
[Bill Edwards](#), Vice Chair, Southern
California DEC
[Christine Everett](#), Indiana University,
Kelley Global, Indiana DEC
[Dan Usher](#), Chair, Georgia DEC
[Brenda Stelly](#), Louisiana DEC - Moderator

4:00 pm – 4:15 pm

Presentation of the NADEC Thomas Norwalk Trade Advocate Awards

4:15 pm – 4:45 pm

**Where are the Trade Winds Blowing? Strategies for International
Trade in 2024 and Beyond**

[James Golsen](#), Deputy Director General of the U.S. and Foreign Commercial Service

4:45 pm – 5:15 pm

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

- Jonathan Szucs, NADEC Chair
- [James Golsen](#), Deputy Director General of the U.S. and Foreign Commercial Service

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