



NADEC Annual Export Conference

May 13, 2024

The Mayflower Hotel – Washington, DC

May 14, 2024

Legislative Training Session at The Mayflower Hotel & 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

Conversation on Trade & Export Opportunities with the UK:

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

[Luke Lindberg](#), President, South Dakota Trade, South Dakota DEC
Co-Chair, NADEC Trade Policy Committee

- In a post-Brexit world, what does the future of the U.S./U.K. trade look like?
- Where are the opportunities in both countries for SMEs?
- Importance of SME hookups between the UK and the US?

	State Ballroom	East Ballroom
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9:20 am – 10:05 am

Friendshoring and the Reorientation of Export Markets & Supply Chains

Panelists representing the UK, U.A.E, and Philippines

- Importance of working with trusted allies and friends

Concurrent Roundtable Discussions

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

Trade Issue & Industry Roundtable Discussions:

- Cybersecurity (Both Hard & Digital)

- 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
- The new Philippine Self Reliance Defense Program – the opportunities for U.S. SMEs?

- Export Controls
- Managing Freight Forwarders & Export Carriers
- Artificial Intelligence
- Supply Chain Resilience

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
- Critical Mineral/Rare Earths
- Energy & Sustainability
- Healthcare
- Technology/AI

Industry discussions led by exporters/specialists in each industry sector and invited 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

Concurrent Roundtable Discussions

Exporting South- Mexico and Beyond

- Argentina
- Brazil
- Chile/Colombia
- Guyana
- Mexico
- Uruguay

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

- Survey on proposal by USTR on Producers
- Possible multiple types of inventories.

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

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

1:30 pm – 2:00 pm

Short Break

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

[Jim Anderson](#), ETCetera International, North TX DEC - *Moderator*

[Dominic DiCamillo](#), CIBER, Ohio State University

[Bill Harazin](#) - North Carolina DEC

[Joan Laureano](#), Puerto Rico DEC

[Eddy Sumar](#), California Inland Empire DEC

3:10 pm – 3:55 pm

Advocating for SME Exporters

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

[Karen Wyman](#), NADEC Secretary & Granite State DEC - *Moderator*

DEC Strategic Recruitment, Engagement, and the next Generation

[Brenda Stelly](#), Louisiana DEC - *Moderator*

[Fay Beydoun](#), Chairwoman, East Michigan DEC

[Bill Edwards](#), Vice Chair, Southern California DEC

[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

[Christine Everett](#), Indiana University, Kelley Global, Indiana DEC
[Dan Usher](#), Chair, Georgia DEC

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 <ul style="list-style-type: none">Jonathan Szucs, NADEC ChairJames 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.

- AI and Cybersecurity - Ryan Rhodes and Lauren Baker- Office of Digital and Emerging Technology Services
- Clean Energy
- ITACs and Industry Engagement- Ingrid Mitchem, Megan Finney, Jesse Graves- Office of Industry Engagement
- Manufacturing
- Services- Aileen Elwell
- Standards
- Supply Chain- James Cramer, Casey Fitzpatrick, Rachel Minogue- Supply Chain Center
- Travel and Tourism- Curt Cottle- National Travel and Tourism Office

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