



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

*Special Announcement* - [Bill Cummins](#), EXIM Small Business Council

*Platinum Sponsor Remarks:* [Karim Gamal](#) – Director and Chief of Staff, Trade Office, [Embassy of the United Arab Emirates](#), Washington, DC

8:30 am – 9:15 am

**Opening Plenary**

**Conversation on Trade & Export Opportunities with the UK**

*Special Guest*

[James Roscoe MVO](#), Deputy Head of Mission to the USA, British Embassy

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

|  | <b>State Ballroom</b> | <b>East Ballroom</b> |
|--|-----------------------|----------------------|
|--|-----------------------|----------------------|

9:20 am – 10:05 am

**Friendshoring and the Reorientation of Export Markets & Supply Chains**

- Importance of working with trusted allies and friends

**Concurrent Roundtable Discussions**

***Trade Issue & Industry Roundtable Discussions:***

- Cybersecurity (Both Hard & Digital) - [Elizabeth Chan](#), NADEC

- 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 Luzon Economic Corridor” unveiled at the recent TriLateral Summit in Washington along with the new Philippine Self Reliance Defense Program – the opportunities for U.S. SMEs?

[David Day](#), Chairman, Global Risk Mitigation Foundation, Co-Chair NADEC Trade Policy Committee – *Moderator*

[Emanuel Adam](#), Executive Director and Chief Trade and Policy Officer, British American Business.

[Karim Gamal](#) - Director and Chief of Staff, Trade Office, Embassy of the United Arab Emirates, Washington, DC

[Benedict Uy](#) - Trade Commissioner, Philippine Trade and Investment Center, Philippine Consulate General, New York

Trade Policy Committee - *Facilitator*

- Export Controls Update - [Karen Wyman](#), Granite State DEC - *Facilitator*
- Supply Chain Strategies & Managing Freight Forwarders & Export Carriers – [Tom Cook](#), New York DEC - *Facilitator*
- Artificial Intelligence – [Bill Edwards](#), Southern California DEC - *Facilitator*

Trade issue discussions led by industry specialists and NADEC Board/DEC members with special expertise on 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.

**Concurrent Roundtable Discussions**

***Industry sector Roundtable Discussions:***

- Aerospace/Defense – [Zaheer Faruqi](#), Georgia DEC & [Nate LaMar](#), Indiana DEC - *Facilitators*
- Agriculture – [Mark Garfield](#), Utah DEC - *Facilitator*
- Critical Mineral/Rare Earths – [David Day](#), Hawaii DEC - *Facilitator*

11:10 – 11:55 am

[Peter Jones](#), Jones Equity Fund, Tennessee 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  
**US-EU Marketplace- Aluminum and Steel - EU Carbon Border Adjustment Mechanism (CBAM) and Global Arrangement on Sustainable Steel and Aluminum (GASSA)**

*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*

[Daniel P. Matthews](#), Director for Industrial Competitiveness, Office of the U.S. Trade Representative

[Senator Sherrod Brown](#) of Ohio (*Invited*)

[Jonathan Szucs](#), Advanced Superabrasives, Inc., NC DEC

[James Haynes](#), Rohlig USA, OH DEC

- Energy & Sustainability – [Brenda Stelly](#), Louisiana DEC - *Facilitator*

Industry discussions led by exporters/specialists in each industry sector and NADEC board/DEC members with special expertise on the topic.

#### **Concurrent Roundtable Discussions**

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

- Brazil – [Tom Dustman](#), Missouri DEC - *Facilitator*
- Chile/Colombia – [Eugene Laney](#), DC DEC - *Facilitator*
- Guyana – [Brenda Stelly](#), Louisiana DEC – *Facilitator*
- Mexico – [Mark Garfield](#) - Utah DEC & [Christina Luhn](#), NADEC Advisory Board - *Facilitators*
- Uruguay – [Russ Monk](#), Oregon DEC - *Facilitator*

Discussions led by U.S. Department of Commerce Country Specialists, current exporters to the country and NADEC Board/DEC members with special expertise on the topic.

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**

**Luncheon Sponsor Remarks – [Rebecca L Bellinger](#) for**

**[Centers for International Business Education & Research \(CIBER\)](#)**

**Keynote Speaker**

**Don Graves, Deputy Secretary of Commerce**

Short Break

**“Tête à tête” with the Small Business Administration (SBA)**

**SBA Deputy Administrator Dilawar Syed**

**BREAK**

1:30 pm – 2:00 pm

2:00 pm – 2:20 pm

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](#), 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  
[Adam Boltik](#), NH Dept of Business & Economic Affairs, Office of Intl Commerce and Granite State DEC  
[Bill Cummins](#), EXIM Small Business Council and Alabama DEC  
[Will Garrity Binger](#), Small Business and Economic Policy Advisor, Office of Senator Shaheen (NH)  
[Meredith West](#), Staff Director, U.S. Senate Committee on Small Business & Entrepreneurship

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

[Brenda Stelly](#), Louisiana DEC - Moderator  
[Bill Edwards](#), Vice Chair, Southern California 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**

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

5:15 pm

**CLOSING REMARKS** – [Anne Burkett](#), NADEC Vice Chair

5:30 – 7:30 pm

**Networking Reception in the East Ballroom**

## DAY ONE

## Trade Resource Tables

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

### ***U.S. Department of Commerce:***

- AI and Cybersecurity
- Clean Energy
- ITACs and Industry Engagement
- Manufacturing
- Services
- Standards
- Supply Chain
- Travel and Tourism

### ***The Export-Import Bank of the United States***

### ***U.S. Small Business Administration***

## 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](#), [State International Development Organizations, Inc. \(SIDO\)](#), and the [U.S. Global Leadership Coalition \(USGLC\)](#).

*Moderator:* [Luke Lindberg](#), NADEC Board & South Dakota DEC

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 the 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.