



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
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8:00 am – 8:30 am

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

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

Platinum Sponsor Remarks: [Jawaher Al Mheiri](#), Head of Economic Policy and Affairs, [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

	State Ballroom	East Ballroom
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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 Council
[Jawaher Al Mheiri](#), Head of Economic Policy and Affairs, Embassy of the United Arab Emirates

[Kenneth Yap](#), Special Trade Representative, Department of Trade and Industry, Embassy of the Republic of the Philippines

Trade Policy Cte – *Facilitator* & Ryan Rhodes, USDOC

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

Trade issue discussions led by industry specialists and NADEC Board/DEC members and U.S. Department of Commerce (USDOC) officials 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.

[Peter Jones](#), Jones Equity Fund, Tennessee DEC - *Moderator*
[Mariano Parlato](#), TRUENORTH

Concurrent Roundtable Discussions

Industry sector Roundtable Discussions:

- Aerospace/Defense – [Zaheer Faruqi](#), Georgia DEC & [Nate LaMar](#), Indiana DEC – *Facilitators* & Kim Wells, USDOC
- Agriculture – [Mark Garfield](#), Utah DEC - *Facilitator*
- Critical Minerals/Rare Earths – [David Day](#), Hawaii DEC & [Carl Delfeld](#), Hay Seward Economic Council - *Facilitators*

11:10 – 11:55 am

CORPORATION, Puerto Rico DEC
[Alejandro Hernandez](#), Thomas Greg & Sons
Ambassador Dr. [Ricardo Lozano](#),
Board of Directors of Thomas Greg & Sons
[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

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

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

Industry discussions led by exporters/specialists in each industry sector and NADEC board/DEC members and U.S. Department of Commerce (USDOC) officials with special expertise on the topic.

Concurrent Roundtable Discussions

Exporting South- Mexico and Beyond

- Brazil – [Tom Dustman](#), Missouri DEC – *Facilitator* & Christine Gomes, USDOC
- Chile/Colombia – [Eugene Laney](#), DC DEC – *Facilitator* & Peter Bowman, USDOC
- Guyana – [Brenda Stelly](#), Louisiana DEC – *Facilitator* & Scott Smith, USDOC
- Mexico – [Mark Garfield](#) - Utah DEC & [Christina Luhn](#), NADEC Advisory Board – *Facilitators* & David Olsen, USDOC
- Uruguay – [Russ Monk](#), Oregon DEC – *Facilitator* & Keiton Grundfast, USDOC

Discussions led by U.S. Department of Commerce (USDOC) 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 - 50th 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](#)

1:30 pm – 2:00 pm

2:00 pm – 2:20 pm

2:20 pm – 3:05 pm

BREAK

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
- ITACs and Industry Engagement
- Manufacturing
- Services
- Supply Chain
- Travel and Tourism
- Western Hemisphere office

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

Rhode Island Room at The Mayflower

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

9 am - Opening remarks by [Luke Lindberg](#)

9:15 am - Presentation of business trade policy priorities by the [U.S. Chamber of Commerce](#)

[John Murphy](#), Sr Vice President & Head of International, U.S. Chamber of Commerce

[Isabelle Icso](#), Sr Director, International Policy, U.S. Chamber of Commerce

9:45 am - Presentation of state trade policy priorities by [SIDO](#)

[Andy Karellas](#), Executive Director, State International Development Organizations (SIDO)

10:15 am - Break

10:30 am - Presentation of international affairs policy priorities by [USGLC](#)

[Alex Grant](#), National Outreach Director, U.S. Global Leadership Coalition

11:00am - Panel Q&A

11:30 am

Networking at The Mayflower

12:00 – 1:30 pm

NADEC Hill Day Lunch 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.