

The National Association of District Export Councils

ANNUAL EXPORT CONFERENCE

MAY 13 - 14, 2024 | WASHINGTON, DC

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A LETTER FROM OUR CHAIR

JONATHAN SZUCS

Happy 50th Anniversary to all our District Export Councils!

Yes, the DECs have officially turned 50 and the NADEC is proud of this achievement. This year's spring conference is not only a celebration of the past 50 years but also a look in to the next 50 years. What better way to look to the past and the future than to start with looking at where we are with our longest tenured trading partners.

The United Kingdom and other E.U. countries were trading with the United States before it was even an independent country. It is important to discuss where we are with trade with these closest of allies. Please join me in welcoming the Honorable James Roscoe MVO, Deputy Head of Mission to the USA, British Embassy. This timely discussion will cover post Brexit trade along with a host of other topics. At the same time, we need to discuss the Global Arrangement on Sustainable Steel and Aluminum (GASSA) and Carbon Border Adjustment Mechanism (CBAM). We must also focus on the continuing war in Ukraine and its global effects on trade.

The NADEC is also focused on the Southern Hemisphere and our trading partners along with the possibility of new trading partners due to political shakeups in Latin America. The possibilities in this region of the world are now more exciting than ever, and we are pleased to see markets opening that previously have been almost impossible for our exporters to be successful in.

The NADEC is excited that Deputy Secretary Don Graves is joining us again for an update on Commerce. Following the Deputy Secretary, we will have a conversation with SBA Deputy Administrator Dilawar Syed on new innovative products that SBA is launching to strengthen export opportunities for small businesses.

This year's conference will be a lead in to the next 50 years of exporting. I look forward to seeing everyone as we celebrate our DECs' 50th Anniversary!

Jonathan Szucs
NADEC Chair
js@asiwheels.com



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Celebrating the 50th Anniversary of the District Export Councils Engaging with Our Friends & Neighbors

DAY ONE **Monday, May 13, 2024 | 8:00 am – 5:30 pm**

8:00 am – 8:30 am **Welcome: Special 50th Anniversary of the DEC's 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*

State Ballroom

9:20 am – 10:05 am **Friendshoring and the Reorientation of Export Markets & Supply Chains**

- Importance of working with trusted allies and friends
- 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*

East Ballroom

Concurrent Roundtable Discussions

Trade Issue & Industry Roundtable Discussions:

- **Cybersecurity (Both Hard & Digital) - *Elizabeth Chan*, NADEC 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.

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10:05 am – 10:20 am

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 CORPORATION, Puerto Rico DEC

Andres Rombola, Smartmatic Intl, Buenos Aires, Argentina

Christopher Di Trolio, Argentina Desk Officer, US Dept of Commerce

11:10 pm – 11:55 pm

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, Rohlrig USA, OH DEC

BREAK

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
- **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

Break to Transition to Luncheon

12:15 pm – 1:25 pm

NADEC Luncheon - 50th Anniversary of the DEC's

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

1:30 pm – 2:00 pm

“Tête à tête” with the Small Business Administration (SBA)
SBA Deputy Administrator Dilawar Syed

2:00 pm – 2:20 pm

BREAK

2:20 pm – 3:05 pm

SBA Resources for SME Exporters

Hernan Mayo, ITFA Board Member

Dan Pische, National Director of Trade
Finance, U.S. Small Business
Administration

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

**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

**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 pm - 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 am- 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 pm - 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.

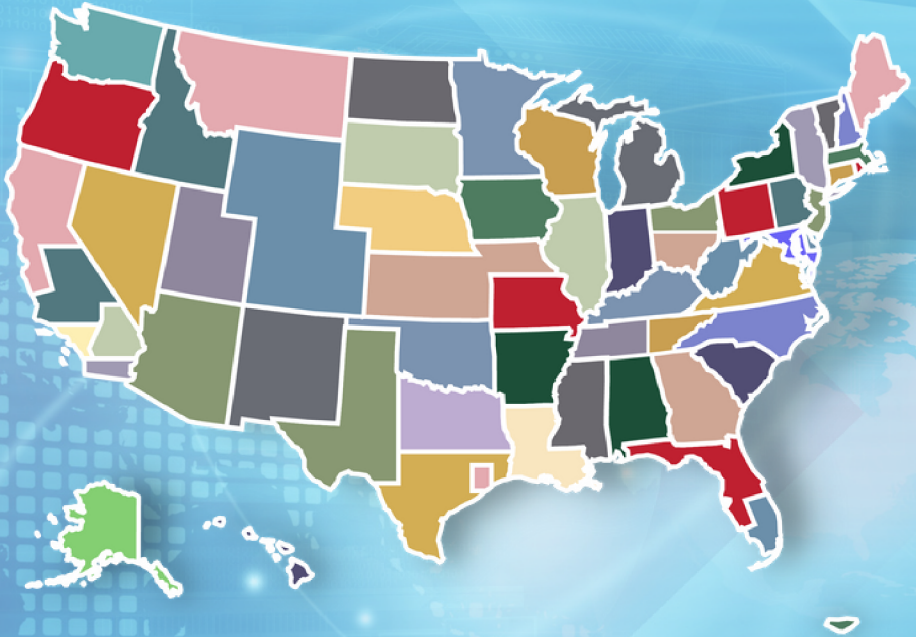
NADEC Mission Statement

The National Association of District Export Councils increases awareness and understanding of the importance of exports to the US economy through education, legislative outreach, and engagement with DEC’s and other relevant stakeholders.



BY THE NUMBERS:

- 8 Regions
- 61 Local District Export Councils
- 1,500 Members



Visit Us Online

We invite you to visit our newly redesigned website USAExporter.org to learn more about the valuable resources we offer to exporters.

Some of these include:

- National and Local Events Calendar
- DEC Locator
- List of Relevant Government Agencies
- Helpful Articles and Website Links
- NADEC Board and Committees Details
- Access To Your Legislators

nadec@usaexporter.org | www.USAExporter.org

