



# NADEC ANNUAL EXPORT CONFERENCE



**DATES:** May 18-20, 2022

**LOCATION:** Marriott  
Washington at Metro Center

**Wednesday, May 18, 2022** Members are encouraged to meet with their Members of Congress

**Thursday, May 19, 2022**

**9:00am – 9:15am**

## **Welcome**

Shawn Levsen | NADEC Chair

**9:15am – 9:30am**

## **Break**

**9:30am – 10:30am**

## **Room A: Trade Policy Update**

Port Crisis in America: Causes, Affects, Solutions  
Moderator: John Saylor, *Director, International Trade Group at Commonwealth Trading Partners, Inc./ Virginia/DC DEC*

Speaker: Christopher Connor | *CEO American Association of Port Authorities*

Jay Schuler, *Founder of Richland IFC Located in Minnesota and North Dakota, Chairman of the North Dakota DEC*

## **Room B: Export Opportunities & Challenges**

Exporting in Web 3.0: Navigate eCommerce, Metaverse, NFT's, Cryptocurrency, Blockchain & Virtual Reality

Moderator: W.E. DaCruz, *Cofounder, VGC Group/ Michigan DEC*

Speakers: Naomi Jordan Cook, *Cofounder at VGC Group*

Courtney Sanders, *Founder at CourtneyLSanders.com*

Adrian Viller, *Online Business Development Director at IBT Online*

Mack Hendricks, *CEO of FlyBall*

**10:30am – 10:45am**

**Break**

**10:45am – 11:45am**

**ROOM A: South American Trade Opportunities**

Moderator: Alex Sanchez, *President and CEO of Florida Bankers Association*

Speakers: Ambassador Alfonso Quinonez

Joselin Ramos, *CEO of CBX Global*

**ROOM B: Exporting in Travel & Tourism, Education**

Fred Latuperissa, *President at ExIm 20/20 Group, LLC/ California Inland Empire DEC*

Sandy Renner, *Chair, FasTrack Global Expansion Solutions, Inc./ Minnesota DEC*

**12:00pm – 1:30pm**

**Lunch with Keynote Speaker**

**The Honorable Reta Jo Lewis, Esq.**

**President and Chair**

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

**1:40pm – 2:40pm**

**Room A: U.K. Open for Business: The Way Forward**

Moderator: Urszula Wojciechowska, MBE., *Executive Director, Coalition of New England Companies for Trade, Massachusetts DEC*

Speakers: Emanuel Adam, *Chief Policy & Trade Officer, British American Business*

Sarah Clegg, *Head of Trade Policy, Foreign and Commonwealth Office, British Embassy, DC*

**Room B: Exporting to India**

Stacey Standley, *Formerly, the Managing Director of Sikland-Standley Ent Pvt Ltd. / Nevada DEC*

Samir Kapadia, *Chief Operating Officer and Principal at the Vogel Group*

**2:40pm – 2:55pm**

**Break**

**2:55pm – 3:55pm**

**Room A: SME Resources for increasing exports-  
your educational institutional advantage**

Mark Ballam, *Managing Director at San Diego State University, Center for Advancing Global Business/ Imperial Valley California DEC*

**Room B: U.S.- Africa Trade Relations: How to be  
part of the Economic Growth & Development on  
the “New Frontier”**

Moderator: W.E. DaCruz, *Cofounder, VGC Group/ Michigan DEC*

Speakers: Deniece Laurant-Mantey | *Director for Africa, The National Security Council, The White House*

Akindele Akinyemi *President & CEO at Global African Business Association*

Michael Sudarkas | *CEO Africa Business Group, TBD Ghana Investment Promotion Authority*

**3:55pm – 4:10pm**

**Break**

**4:10pm – 5:10pm**

**Room A: Southbound Trade Initiative**

Ernesto Pinal, *Managing Director, Export Optimizers/ Idaho DEC*

**Room B: Financing your Exporting Business**

Moderator: Luke Lindberg, Executive Director of Global Strategy, Innovation, and World Clinic, Sanford Health/ South Dakota DEC

Speakers: Scott Stevenson, Senior Vice President of Trade, Bankers Association for Finance and Trade

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

Aerek Stephens, Head of Regional Export Promotion Program, Export-Import Bank of the United States

**5:10pm – 5:35pm      Speed Networking**

## **Friday, May 20, 2022**

**9:00am – 9:15am      Welcome**

Shawn Levsen | NADEC Chair

**9:15am – 10:15am      Presentations to DEC of the Year & Executive Secretary of the Year**

**10:15am – 10:30am      Break**

**10:30am – 11:30am      Room A: Export Opportunities & Challenges**

Supply Chain Opportunities to Increase Your Exports

Shawn Levsen | NADEC Chair

International Sales Manager, UPS

### **Room B: Cybersecurity & the Global Impact on Trade**

Moderator: Scott Blacklin, Principal & CEO, Blacklin Associates, LLC/ Virginia-DC DEC

Speakers: Dr. Oz Erdem | Linqs Inc, Past NADEC Chair

Shalon Simmons,

Aaron Amundson, Director of the Information Technology Control Division at the Bureau of Industry and Security

**11:30am – 1:00pm      Lunch with Keynote Speaker**

Former Commerce Deputy Secretary Karen  
Dunn Kelley

**1:00pm – 2:00pm      Room A: Exporting to Island Nations**

Moderator: Elizabeth Chan, *CEO, Global Risk  
Mitigation Foundation*

Speakers: Luke Lindberg, *Executive Director of  
Global Strategy, Innovation, and World Clinic,  
Sanford Health/ South Dakota DEC*

Ambassador (Ret.) Joseph J. Cella, *Immediate past  
Ambassador to Fiji*

Phillip Mendiola-Long, *Hawaii Pacific Export Council*

Ambassador John Hennesey-Niland, *Current U.S.  
Ambassador to the Republic of Palau*

**Room B: DEC Engagement & Orientation**

Moderator: Anne Burkett, *Executive Director, NAITA  
/Alabama DEC*

Speakers: Brenda Stelly, *President, Oil Center  
Research International LLC/ Louisiana DEC*

Sandy Renner, *Chair, FasTrack Global Expansion  
Solutions, Inc./ Minnesota DEC*

Tee Persad, *Attorney, Mediator & Business  
Consultant, CPLS, P.A./ Central-North Florida DEC*

**2:00pm – 2:15pm      Break**

**2:15pm – 3:15pm      Room A: Exporting to Challenging Markets  
(Middle East)**

Moderator: Sheriah Johnson, *Trade Compliance  
Manager, NCR Corporation/ Georgia DEC*

Speakers: Nate LaMar, *Associate Director of  
Regional Initiatives, Ball State University*

Kelly Watkins, *President, Expressive Concepts/  
Kentucky DEC*

**Room B: Trade Policy & Global Markets Update**

Commerce Department in 2022 & Beyond

Scott Blacklin, *Principal & CEO, Blacklin Associates,  
LLC/ Virginia-DC DEC*

**3:15pm – 3:30pm**      **Break**

**3:30pm – 4:30pm**      **Using the DEC to Reach Underserved  
Communities**

Fred Latuperissa, *President at Exlm 20/20 Group,  
LLC/ California Inland Empire DEC*

**4:30pm – 4:45pm**      **Break**

**4:45pm – 5:10pm**      **Small Business Success Story**

**5:10pm – 5:30pm**      **CLOSING REMARKS**