



## 2017 Annual Stakeholder's Meeting February 28, 2017

Toyota Motor Manufacturing Texas, Visitor's Center  
One Lone Star Pass, San Antonio, TX 78264

### MORNING AGENDA:

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| 7:30 a.m. – 8:00 a.m.   | <b>Registration</b><br>Toyota Plant Tour Registration – <b>Required</b>                                                                                                                                  |
| 8:00 a.m. – 8:15 a.m.   | <b>Welcome</b><br>Karen Box, SMSDC President & CEO<br>Monetta Stephens, Supplier Diversity Manager, Toyota<br>Reginald K. Layton, Chairman of the Board, JCI<br>Introduction of SMSDC Board of Directors |
| 8:15 a.m. – 9:00 a.m.   | <b>State of the NMSDC Network</b><br>State of the Council<br>Annual Report                                                                                                                               |
| 9:00 a.m. – 9:30 a.m.   | <b>“Export – Import Bank Overview”</b><br>Julia Searles, EXIM Bank                                                                                                                                       |
| 9:30 a.m. – 10:00 a.m.  | <b>“How to Find Foreign Buyers”</b><br>Daniel Rodriguez, U.S. Dept of Commerce                                                                                                                           |
| 10:00 a.m. – 10:15 a.m. | <b>Networking Break</b>                                                                                                                                                                                  |
| 10:15 a.m. – 10:45 a.m. | <b>“How to Increase Your Export Sales Using Open Account Terms”</b><br>Tamara Maxwell, EXIM Bank                                                                                                         |
| 10:45 a.m. – 11:15 a.m. | <b>“Working Capital for Your Export Sales”</b><br>Annie Hudspeth, SBA                                                                                                                                    |
| 11:15 a.m. – 11:30 a.m. | <b>Question &amp; Answer Period</b>                                                                                                                                                                      |
| 11:30 a.m. – 12:00 p.m. | <b>2017 Services</b><br>Subscriptions<br>Corporate                                                                                                                                                       |



MBE  
SMSDC Activities  
Regional Task Force Introductions  
RTF Goals and Objectives  
RTF Signups

### **AFTERNOON AGENDA:**

- 12:00 p.m. – 1:00 p.m.      Tour 1 of the Toyota Plant – Corporate Members
- 12:00 p.m. – 1:00 p.m.      Networking Lunch for Tour 2 participants
- 1:30 p.m. – 2:30 p.m.      Tour 2 of the Toyota Plant – Certified MBEs
- 1:30 p.m. – 2:30 p.m.      Networking Lunch for Tour 1 participants

### **DEVELOPMENTAL CLASSES:**

- 1:30 p.m. – 3:00 p.m.      Benchmarking Plus class for Corporate Members
- 3:30 p.m. – 5:00 p.m.      Capacity Plus class for Certified MBEs