

2023 National Small Business Exporter Summit



AGENDA—Day 1: October 3, 2023—10:00 am~2:00 p.m. ET

10:00 AM

WELCOME & OPENING REMARKS

10:15 AM

Keynote Presentation

“The U.S. Trade Agenda & Small Business” - Join us for this session as representatives from the Office of the U.S. Trade Representative share insights on the current U.S. trade agenda, along with updates on the small business initiatives occurring across the country this fall. Also, of value an update on tariff and non-tariff barriers will be provided.

- Christina Sevilla, Deputy Assist. U.S. Trade Rep. for Small Business, USTR
- Justin Hoffmann, Director of Industrial Goods, USTR

11:00 AM

BREAK / NETWORKING TIME

11:15 AM

Featured Exporter Panel #1

“Doing Business in Africa: Opportunities for Exporting & Investment” - This panel discussion will provide an overview of the current market in African countries for U.S. companies to export and invest, including infrastructure, agriculture, and technology. The panel will discuss current investments and projects, addressing both the benefits and potential harm to African countries, and where there are needs that U.S. exporters may be able to address. Panel members to include:

- Mark Adkins, Co-Founder & CEO—LeanMed LLC (PA)
- Daniel Bodendorfer, Managing Director—EL Industries International, Inc. (FL)
- Kemi Arosanyin, Director, Africa Trade Expansion Prog.— World Trade Center Miami (FL)
- Elizabeth Rosa, Event Manager, Sub-Saharan Africa—U.S. Trade & Dev. Agency

12:15 PM

Featured Exporter Panel #2

“Food for Thought: Insights into Successfully Exporting Food & Agricultural Products” - U.S. exports of food & agricultural products are growing three times faster than domestic sales with huge opportunities globally for food producers and manufacturers. Join us for this session as four experienced panelists discuss how they selected markets and exported food and ag products. You will also learn how these companies dealt with labeling, ingredients issues and language requirements. Panel members to include:

- Damon Holter, CEO—Croix Valley Foods (WI)
- Robb Miller, Founder & CEO—Miller’s Gourmet Foods, LLC (PA)
- Shannon Costa, International Sales Coordinator—Herr’s Foods, Inc. (PA)
- Patrick Boss, VP of Business Development & Procurement—Cascade Milling (WA)

1:15 PM

BREAK / NETWORKING TIME

1:30 PM

OUTSTANDING EXPORTER HONOREE RECOGNITION

2:00 PM

THANKS & CLOSING REMARKS

2023 National Small Business Exporter Summit



AGENDA—Day 2: October 4, 2023 —10:00 am~2:00 p.m.* ET

10:00 AM

WELCOME & OPENING REMARKS

10:15 AM

Keynote Presentation

“Facilitating Trade” - Join us for this session to gain insight into the role that the U.S. Customs & Border Protection (CBP) plays in facilitating cross-border trade. Of particular interest will be the updating of regulatory requirements for the electronic submission of outbound cargo declarations.

- David Garcia, Program Manager, Outbound Enforcement & Policy—U.S. CBP

11:00 AM

BREAK / NETWORKING TIME

11:15 AM

Featured Exporter Panel #3

“Charting a Course to Export Success” - The road to export success is one often paved in gravel and sprinkled with hazards that can impede the journey of the ill-prepared exporter. Join us for this session as the panel of featured exporters share lesson learned from the school of hard knocks, and the valuable tips, tactics and strategies resulting that are now contributing to their businesses’ success. Panel members to include:

- John Quayle, Chief of Staff —Four Growers (PA)
- Melinda Burn, CEO—Solecta, Inc. (CA)
- Arch Sharma, CEO—Wazoodle Fabrics & AKASTEX (PA)
- Juan José Córdova Benavides, General Manager – Textil del Valle (Peru)

12:15 PM

Featured Exporter Panel #4

“Expanding Across Borders: Tech Companies & International Sales” - The exporters featured in this session have harnessed the power of new technology to develop their products and services, often using it to solve humanitarian challenges abroad. Learn about the unique opportunities and challenges they have faced in product development, entering new markets, and how they have leveraged their expertise in tech for export success. Panel members to include:

- Chris Light, CEO & Founder—E-Livestock Global LLC (DC)
- Wendy Jackson-Dowe, Chief Drone Officer—SkyPixGroup (PA)
- Robert Bowen, Export & Trade Compliance Counsel—ServiceNow, Inc. (CA)
- Dheeraj Kulshrestha, CEO & President—Flairsoft Ltd. (OH)

1:00 PM

Featured Exporter Panel #5

“U.S.-China Trade Relations: The Frenemy Era” - As old and new challenges between the U.S. and China continue to take shape, U.S. companies and consumers continue to rely on China as a major source of goods. This session will address a number of those challenges & the impact of new U.S. regulations on Forced Labor. Panel members to include:

- Greyson Mann, Manager, Government Affairs —U.S.-China Business Council (DC)
- Jay Nash, Principal—Nash Global Trade Services (WI)
- Douglas Jacobson, Partner—Jacobson Burton Kelly PLLC (DC)

2:00PM

CLOSING REMARKS & NETWORKING TIME

2023 National Small Business Exporter Summit



AGENDA—Day 2: October 4, 2023 —2:15~3:15 ET

2:15 PM

BONUS SESSION—Careers Now: Tips from Those in Trade

Attend this student-focused session to gain insights and real experience on the career opportunities that await new graduates within the global trade sector. A panel of experienced experts, who are being recognized as Outstanding Export Honorees at the 2023 National Small Business Exporter Summit, will share suggestions on how to prepare for a career in global trade. These career opportunities might involve a variety of compelling positions within the private sector or at the federal, state or local community level. With ample opportunity to ask questions, participants will gain an understanding of core competencies they can pursue (such as passing the CGBP Exam), and the impactful global experiences to highlight in their resume that will positively impress future employers. Panel members to include:

- Chris Chaidez, CGBP, Greater Chicagoland Economic Partnership Regional Manager – World Business Chicago (IL)
- Jim Foley, CGBP, Director, Turner Center for Entrepreneurship – Bradley University & Author of “The Global Entrepreneur” (IL)
- Jennifer Burge, CEO – WorldWise Consulting (MX)
- Wendy Jackson-Dowe, Chief Drone Officer - SkyPixGroup (PA)

Moderator: Jason Callejas, Student – University of Maryland