

U.S. Commercial Service 2019 Trade Americas—Business Opportunities in Latin America Region Conference

August 19, 2019

InterContinental The Wharf Hotel - Washington, DC



Program Agenda

Monday, August 19

- 7:30-8:30 AM **Continental Breakfast and Registration** - *Potomac Hall*
- 8:30-9:00 AM **Opening Remarks** - *Waterside 1*
Richard Steffens, Deputy Assistant Secretary (Acting) for Western Hemisphere - U.S. Department of Commerce
- 9:00-9:40 AM **Regional Economic Overview of The Americas** - *Waterside 1*
Arnoldo López Marmolejo, Lead Economist - Inter-American Development Bank's Mexico and Central America
Leonardo Moreno, Senior Vice President and Chief Commercial Officer - The AES Corporation
- 9:40-10:20AM **Making Deals: Financing U.S. Exports in the Region** - *Waterside 1*
Regina Gordin, Deputy Managing Director- U.S. Export-Import Bank
Kristie Pellecchia, Managing Director for Western Hemisphere – OPIC/U.S. International Development Finance Corporation
Fabio Fagundes, Chief of Financial Products & Services Investment Operations Department - IDB Invest
- 10:20-10:40AM **Networking Break** - *Potomac Hall*
- 10:40-11:20AM **E-Commerce in Latin Americas – Strategize Your Online Presence** - *Waterside 1*
Justin Seibert, President, Direct Online Marketing
Reuben Smith-Vaughan, Manager, Latin American Public Policy - Amazon
Francisco Hugo Estrazulas de Souza, Connect Americas - Inter-American Development Bank
- 11:20AM-12:20PM **Infrastructure & Energy Projects in Latin America – How to get involved and win projects** - *Waterside 1*
Norman Anderson, Chairman and CEO - CG / LA Infrastructure
Joseph Brancato, Managing Principal, Gensler
Daniel Sierra, Public Policy Advisor to the Interim Government of Venezuela
Nathan Younge, Regional Director, Latin America & Caribbean - U.S. Trade & Development Agency
- 12:30-2:00PM **Keynote Luncheon** - *Waterside 2-3*
Ian Steff - Performing the Nonexclusive Duties and Functions of the Assistant Secretary for Global Markets and Director General of the United States and Foreign Commercial Service - U.S. Department of Commerce
Ambassador Carlos Vecchio, Ambassador to the United States for the Interim Government of Venezuela
- 2:00-6:00 PM **One-on-One Meetings with Commercial/Econ Officers and Business Service Providers** - *Waterside 1*
- 2:00- 2:40PM **Exporting to the Americas – Learning from Experience** - *Seaport 1 & 2*
Jenna Dunay, Director, International Government Affairs - OSI Systems (Rapiscan)
Chad Remp, Operations Manager, Wheeling Truck Center
- 2:40-3:20PM **Mitigating Risks when Exporting to the Region** - *Seaport 1 & 2*
John M. Huddle, Esq., CEO & Attorney at Law - The Global Law Group, PLC
Martha Mallory, Business Development Manager, Latin America - TRACE
- 3:20-3:40PM **Networking Break** - *Potomac Hall*
- 3:40-4:20 PM **Export Compliance and Defeating Trade Barriers** - *Seaport 1 & 2*
Mike Allocca, President - Allocca Enterprises
Steven Presing, Office of Trade Agreements Negotiations and Compliance - U.S. Department of Commerce
Americo Tadeu, Deputy Director -Advocacy Center - U.S. Department of Commerce

- 4:20-5:00 PM **Role of Amchams in Latin America - *Seaport 1 & 2***
Waleska Sterkel de Ortiz, Executive Director - AmCham Guatemala
Jeannette Diaz Granados, President - AmCham Panama
- 5:00-5:40 PM **Tools are Resources to Increase your Export Sales - *Seaport 1 & 2***
Export Credit Insurance - **Jenny L. Norris**, Regional Director - Meridian Finance Group
Market Diversification Tool - **Morgan Barr**, International Economist, Office of Trade Negotiations and Analysis
Industry and Analysis - U.S. Department of Commerce
Gold Key Matchmaking Service – **William Fanjoy**, Director - U.S. Commercial Service Virginia/Washington, DC
- 5:40PM **Conference Adjourn**
- 6:30-8:30PM **Networking Reception - *Algonquian***

List of US Embassies/Officers:

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|-------------------------------|-----------------------------------------------------------------------|
| 1. Argentina Table | Rick de Lambert, Regional Senior Commercial Officer |
| 2. Belize Table | Carmen Silva, Commercial Specialist |
| 3. Bolivia Table | J.M. Saxton-Ruiz, Deputy Political/Economic Chief |
| 4. Brazil Table | Scott Shaw, Senior Commercial Officer |
| 5. Canada Table | Cathy Feig, Principal Commercial Officer |
| 6. Caribbean Table | María Elena Portorreal, Senior Commercial Specialist Caribbean Region |
| 7. Chile Table | Jim McCarthy, Senior Commercial Officer |
| 8. Colombia Table | Yamilee Bastien, Commercial Officer |
| 9. Costa Rica Table | Eric Wolff, Regional Senior Commercial Officer |
| 10. Dominican Republic Table | Bryan Larson, Regional Senior Commercial Officer |
| 11. Ecuador Table | Geoffrey Schadrack, Econ Officer |
| 12. El Salvador Table | Rachel Kreissl, Senior Commercial Officer |
| 13. Guatemala Table | Nicole DeSilvis, Senior Commercial Officer |
| 14. Guyana Table | Alexandra J. King Pile, Political and Economic Counselor |
| 15. Haiti Table | Alexis Nieves, Economic and Commercial Officer |
| 16. Honduras Table | Tyler Hacking, Senior Commercial Officer |
| 17. Mexico Table | Isabella Cascarano, Senior Commercial Officer |
| 18. Nicaragua Table | Borchien Lai, Economic and Commercial Officer |
| 19. Panama Table | Laura Gimenez, Senior Commercial Officer |
| 20. Peru Table | Val Huston, Senior Commercial Officer |
| 21. Trinidad and Tobago Table | Matthew Ciesielski, Economic and Commercial Officer |
| 22. Uruguay Table | Matthew Poole, Senior Commercial Officer |



Trade Mission and Conference Official Sponsors and Supporting Organizations

The Wharf – Meeting Rooms

