

International Trade Summit: *Begin the Next Step of Your Export/Import Journey*

University At Albany – School of Business

Friday, May 3, 2019

7:30am – 1:00pm

This event will provide practical advice, invaluable resources and the contacts needed for your export/import journey. Whether you are at the beginning or need assistance getting to the next level of your export/import business this event is designed to pave the way and guide you on your journey!

The best and most inspirational export/import advice comes from organizations that are directly involved and companies who have been successful. Hear from key presenters on how you can get started as a company in exporting/importing or take you to the next level and learn some of the secrets of their success.

AGENDA:

- 7:30am – 8:00am Networking and Registration (Continental Breakfast)
- 8:00am – 8:15am Welcome: **Nilanjan Sen, Dean, UAlbany School of Business & James Gaspo, Regional Vice President for Upstate NY, TD Bank**
- 8:15am – 9:00am **Getting Ready to Export: Federal, State & Local Assistance**
- *Export Assistance from the federal government- **Cathy Gibbons, U.S. Export Assistance Center/ U.S. Department of Commerce***
 - *Export Assistance from the federal government - Office of International Trade, U.S. Small Business Administration – **Richard Foy, Regional Director, Eastern Region, Export-Import Bank***
 - *Grants & Services **Kathryn Bamberger, Empire State Development - Global New York***
 - *Importance of learning local culture & etiquette – **Mary Estelle Ryckman, Global Markets Advisor, Saratoga County Prosperity Partnership***
- 9:00am – 9:10am **OPEN FOR QUESTIONS - Moderated by: Rita Biswas, Associate Professor of Finance University of Albany, School of Business**
- 9:10am – 10:20am Global Logistics and Supply Chain Management: Discussion – **Moderated by: Andrew Kennedy, President and CEO, Center for Economic Growth**
- *Supply Chain management: How to move your products internationally with efficiency and strategies to address some of the challenges facing companies.*
 - **Michael Martini, Director of Global Supply Chain at PrimaLoft, Inc.**
 - **Tom Valentine, Vice President of Sales & Marketing, Mainfreight USA**
 - **Michael Wilker, Senior Vice President of Operations at Soft-Tex International, Inc.**
- 10:20am – 10:50am **Legal Environment of Exporting/Importing:**
- *How to protect your intellectual property and what to be mindful of from a legal perspective – **David Miranda, Attorney, Heslin, Rothenberg, Farley & Mesiti P.C.***
- 10:50am – 11:30am **Managing Payments and Finalizing the Sale**
- *Strategies and options for sending and receiving money from overseas – **Brian Lindquist, Vice President, CTP/Corporate & Commercial FX, TD Securities (USA) LLC***
 - *Strategies for boosting international sales, managing risk, and structuring transactions that benefit both buyers and sellers - **Andrea Ratay, Vice President, Global Trade Finance, TD Bank***
- 11:30am – 12:30pm Special Guest Speaker – **Fotios, Raptis, TD Bank Senior International Economist**
- *Economic forecast for the U.S., Canada and Emerging Market Economies*
- 12:30pm – 12:35pm Closing Remarks – **Cedric Carter, Vice President & Senior Relationship Manager, TD Bank**
- 12:35pm – 1:00pm Meet/Network with Speakers & Presenters (optional)