

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 and guide you on your way!

The best and most inspirational advice comes from successful companies involved in exporting/importing. Hear from key presenters who will get you started as an exporting/importing company or advance you to the next level while learning secrets of their success.

AGENDA:

- 7:30am – 8:00am Registration and Networking (Continental Breakfast)
- 8:00am – 8:15am Welcome:
- **Nilanjan Sen, Dean, University at Albany 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 at Albany, School of Business**
- 9:10am – 10:20am **Global Logistics and Supply Chain Management** – Moderated Panel Discussion
- *Supply Chain Management: How to Move Your Products Internationally with Efficiency and Strategies to Address Some of the Challenges Facing Companies:*
 - **Moderator: Andrew Kennedy, President and CEO, Center for Economic Growth**
 - **Panelists:**
 - **Michael Martini, Senior Vice President of Global Supply Chain, PrimaLoft, Inc.**
 - **Tom Valentine, Vice President of Transport North America, Mainfreight Inc.**
 - **Michael Wilker, Senior Vice President of Operations, Soft-Tex International, Inc.**
- 10:20am – 10:30am **BREAK**
- 10:30am – 11:00am **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.***
- 11:00am – 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