



Thursday and Friday, January 14 and 15, 2021 | 10:00 a.m. to 4:00 p.m. EST | Virtual Event

Agenda Summary | Thursday, January 14, 2021

10:00 a.m.	Opening Plenary Session	
11:00 a.m.	Visit Sponsor Exhibits	
11:15 a.m.	CEO Panel Discussion: Navigating a Transitioning Global Environment	Government Resources for Exporters Panel Discussion
12:15 p.m.	Visit Sponsor Exhibits & Lunch Break	
1:15 p.m.	Tariff & VAT Deferral and Recovery Programs	Export Control 2020 Year-in-Review
1:45 p.m.	Visit Sponsor Exhibits	
2:00 p.m.	INCOTERMS 2020	Know Your CFUIUS and Export Control Risks: You Could be Subject to Mandatory Filing Requirements
2:30 p.m.	Visit Sponsor Exhibits	
2:45 p.m.	CMMC Ready: Cybersecurity Strategies for Exporters	US Trade Relations with China & Hong Kong: A Two-Way Look at Export Control, Tariff & Customs Compliance Developments
3:15 p.m.	Visit Sponsor Exhibits	
3:30 p.m.	Rethinking Supply Chain and Logistics Processes in the New Europe	Best Practices in Compliance Risk Assessments and Response
4:00 p.m.	Adjourn	

Agenda Summary | Friday, January 15, 2021

10:00 a.m.	Opening Plenary Session	
11:00 a.m.	Visit Sponsor Exhibits	
11:15 a.m.	Hot Topics in Trade Panel Discussion	Reimagining Your Global Business Development Strategy Panel Discussion
12:15 p.m.	Visit Sponsor Exhibits	
12:30 p.m.	Compliance Alliance BYO Brown Bag Lunch (accessible to Compliance Alliance members only)	The US-UK Trade Landscape Panel Discussion: Brexit, Free Trade and Beyond
1:30 p.m.	Visit Sponsor Exhibits	
1:45 p.m.	Closing Plenary Session	
3:00 p.m.	Virtual Networking Reception	
4:00 p.m.	Adjourn	

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Thursday, January 14, 2021

Detailed Agenda

10:00 a.m. –

11:00 a.m. **Opening Plenary Session**

Introduction: Paula Murphy, Director – Massachusetts Export Center

Barbara Weisel

Former Assistant U.S. Trade Representative for Southeast Asia and the Pacific, and
Chief U.S. Negotiator, Trans Pacific Partnership
Managing Director – Rock Creek Global Advisors

Ms. Weisel will provide an update on the U.S.-Asia and U.S.-China global trade landscape, including tariff actions, trade negotiations and trade agreement developments. She will also discuss implications of trade policy actions under the Trump Administration and provide an outlook for trade policy developments anticipated under a Biden Administration.

11:15 a.m. –

12:15 p.m.

Session I Panel Discussions (Two Concurrent Programs)

CEO Panel: Navigating a Transitioning Global Environment

- *Moderator: Representative Lori Ehrlich, Chair, Joint Committee on Export Development – Commonwealth of Massachusetts*
- Lisa Chamberlain, Managing Partner – The Chamberlain Group
- ML Mackey, CEO and Co-Founder – Beacon Interactive Systems
- Isabel Parlee, Owner & CEO – Parlee Cycles

Government Resources for Exporters

- *Moderator: Nancy Lowd, Senior International Trade Advisor – Massachusetts Export Center*
- Richard Foy, Eastern Regional Director – Export Import Bank of the U.S.
- Bonita Oehlke, Market Development – MA Department of Agricultural Resources
- James Paul, Director, Boston Office – U.S. Department of Commerce Commercial Service
- Joseph Raycraft, Export Finance Manager – U.S. Small Business Administration
- Mark Sullivan, Executive Director – MA Office of International Trade & Investment

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12:15 p.m. –
1:15 p.m.

Visit Sponsor Exhibits and Lunch Break

1:15 p.m. –
1:45 p.m.

Session II Workshops (Two Concurrent Programs)

Tariff & VAT Deferral and Recovery Programs

- Robert Stein, Vice President, Trade Advisors – Mohawk Global
- Kristen Morneau, Senior Advisor – Mohawk Global

Export Control 2020 Year-in-Review

- Alexandra Lopez-Casero, Partner – Nixon Peabody LLP
- David Crosby, Counsel – Nixon Peabody LLP

2:00 p.m. –
2:30 p.m.

Session III Workshops (Two Concurrent Programs)

INCOTERMS 2020

- Joseph Wyson, Executive Vice President & Co-Founder – OCEANAIR, Inc.

Know Your CFIOUS and Export Control Risks: You Could be Subject to Mandatory Filing Requirements

- Melissa Mannino, Of Counsel – Wilson Sonsini Goodrich & Rosati
- Seth Cowell, Associate – Wilson Sonsini Goodrich & Rosati

2:45 p.m. –
3:15 p.m.

Session IV Workshops (Two Concurrent Programs)

CMMC Ready: Cybersecurity Strategies for Exporters

- Ryan Heidorn, Managing Partner – Steel Root

US Trade Relations with China & Hong Kong:

A Two-Way Look at Export Control, Tariff & Customs Compliance Developments

- Stephen Brotherton, Principal and Global Export Controls & Sanctions Lead – KPMG LLP
- James Mulvehill, Senior Manager, Trade & Customs – KPMG LLP

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3:30 p.m. –

4:00 p.m.

Session V Workshops (Two Concurrent Programs)

Rethinking Supply Chains and Logistics Processes in the New Europe

- Stan de Caluwe, Senior Manager, Supply Chain Solutions – Holland International Distribution Council
- Thomas Schansman, Director, New York Office – Netherlands Foreign Investment Agency

Best Practices in Compliance Risk Assessments and Response

- Gwendolyn Jaramillo, Partner – Foley Hoag LLP
- Luciano Racco, Counsel – Foley Hoag LLP

4:00 p.m.

Adjourn Day 1

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Friday, January 15, 2021

Detailed Agenda

10:00 a.m. –

11:00 a.m.

Opening Plenary Session

Introduction: Paula Murphy, Director – Massachusetts Export Center

Kevin Wolf

Former Assistant Secretary of Commerce for Export Administration
Partner – Akin Gump Strauss Hauer and Feld LLP

Mr. Wolf will provide an update and guidance on recent export regulatory developments, such as continued enhancement of export controls on emerging and foundational technologies, continued enhancement of end use and end user controls, expansion of the Entity List and associated licensing requirements, and other related issues, such as sanctions against Huawei and recent changes to the Foreign Produced Direct Product Rule.

11:15 a.m. –

12:15 p.m.

Session I Panel Discussions (Two Concurrent Programs)

Hot Topics in Trade

- *Moderator: Larry Disenhof, Group Director, Export Compliance & Government Relations – Cadence Design Systems, Inc.*
- Peter Friedmann, Counsel, Coalition of NE Companies for Trade – FBB Federal Relations
- Ken Montgomery, Vice President, International Trade Regulation & Compliance – Computing Technology Industry Association (CompTIA)
- Joe Pasetti, Vice President, Global Public Policy & Advocacy – SEMI

Reimagining Your Global Business Development Strategy

- *Moderator: Nancy Lowd, Senior International Trade Advisor – Massachusetts Export Center*
- Brooke Fishback, Regional Sales Manager, International – Protectowire FireSystems
- Grace Preston, Director of International Sales – Optim LLC
- John Worthington, CEO – IBT Online

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12:30 p.m. –
1:30 p.m.

Session II Panel Discussions (Two Concurrent Programs)

Compliance Alliance BYO Brown Bag Lunch (accessible to Compliance Alliance members only)

- Moderator: Brian Amero, Director of Global Compliance & Ethics – Teradyne, Inc.
- Kevin Wolf, Former Assistant Secretary of Commerce for Export Administration, and Partner - Akin Gump Strauss Hauer and Feld LLP
- Matthew Borman, Deputy Assistant Secretary of Commerce for Export Administration
- Eileen Albanese, Director, Office of National Security & Technology Transfer Controls – U.S. Department of Commerce Bureau of Industry and Security

US-UK Trade Landscape: Brexit, Free Trade and Beyond Panel Discussion

- Moderator: Kristen Rupert, Senior Vice President, External Affairs and Executive Director, International Business Council – Associated Industries of Massachusetts
- Dr. Peter Abbott, Her Majesty's Consul General to New England – British Consulate General
- Rosemary Gallant, Minister Counselor for Commercial Affairs – U.S. Embassy, London
- Tom Nickalls, First Secretary Trade Policy, Deputy Consul General to New England – British Consulate General

1:45 p.m. –
3:00 p.m.

Closing Plenary Session

Introduction: Paula Murphy, Director – Massachusetts Export Center

Matthew Borman

Deputy Assistant Secretary of Commerce for Export Administration

Eileen Albanese

Director, Office of National Security & Technology Transfer Controls
U.S. Department of Commerce Bureau of Industry and Security

Deputy Assistant Secretary Borman and Ms. Albanese will provide an update on the latest export regulatory developments and export control policy priorities. Specifically, they will discuss export controls on emerging and foundational technologies, end use and end user export control trends, licensing policy and other related issues.

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- 3:00 p.m. –
4:00 p.m. Virtual Networking Reception

- 4:00 p.m. Adjourn

**Conference Materials and Recordings to be Posted to Export Expo Web Site
Week of January 18, 2021**

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