



governmentattic.org

"Rummaging in the government's attic"

Description of document:	Export Import Bank of the United States (EXIM) Agendas for EXIM Annual Conferences, 2018-2022
Requested date:	10-July-2023
Release date:	13-October-2023
Posted date:	18-March-2024
Source of document:	The Freedom of Information and Privacy Office 811 Vermont Ave., N.W. Washington, D.C. 20571 Email: foia@exim.gov Ex-Im Bank FOIA Request Form National FOIA Portal

The governmentattic.org web site ("the site") is a First Amendment free speech web site and is noncommercial and free to the public. The site and materials made available on the site, such as this file, are for reference only. The governmentattic.org web site and its principals have made every effort to make this information as complete and as accurate as possible, however, there may be mistakes and omissions, both typographical and in content. The governmentattic.org web site and its principals shall have neither liability nor responsibility to any person or entity with respect to any loss or damage caused, or alleged to have been caused, directly or indirectly, by the information provided on the governmentattic.org web site or in this file. The public records published on the site were obtained from government agencies using proper legal channels. Each document is identified as to the source. Any concerns about the contents of the site should be directed to the agency originating the document in question. GovernmentAttic.org is not responsible for the contents of documents published on the website.

October 13, 2023

Via Electronic Mail

Re: FOIA Request # 202300063F

This is the final response to your Freedom of Information Act (FOIA) request to the Export-Import Bank of the United States (EXIM). We received your request in our FOIA Office via the National FOIA Portal on July 10, 2023. You requested a copy of the detailed agenda for the EXIM Bank "Annual Conference" for each of the following years: 2018, 2019, 2020, 2022, and 2023.

We conducted a comprehensive search of the files within the Office of Communications & External Engagement for records that would be responsive to your request. This is the component within EXIM in which responsive records could reasonably be expected to be found. The search produced the attached records. After carefully reviewing the responsive documents, we have determined they are releasable in their entirety; no deletions or exemptions have been claimed. For your convenience, we are attaching the documents to this message as a PDF file. However, because the 2023 Annual Conference has not yet happened, there is no finalized agenda. The draft agenda is available online at <https://eximac2023.cmpinc.net/agenda/>.

You may contact our FOIA Public Liaison, Ms. Lennell Jackson at (202) 565-3290 for any further assistance and to discuss any aspect of your request. Additionally, you may contact the Office of Government Information Services (OGIS) at the National Archives and Records Administration to inquire about the FOIA mediation services they offer. The contact information for OGIS is as follows: Office of Government Information Services, National Archives and Records Administration, 8601 Adelphi Road-OGIS, College Park, Maryland 20740-6001, email at ogis@nara.gov; telephone at 202-741-5770; toll free at 1-877-684-6448; or facsimile at 202-741-5769.

For your information, Congress excluded three discrete categories of law enforcement and national security records from the requirements of the FOIA. See 5 U.S.C. §552(c) (2006 & Supp. IV 2010). This response is limited to those records that are subject to the requirements of the FOIA. This is a standard notification that is given to all of our requesters and should not be taken as an indication that excluded records do, or do not, exist.

EXIM's FOIA regulations at 12 C.F.R.404.9 (a) state that EXIM shall charge fees to recover the full allowable direct cost it incurs in processing request, but as a courtesy, we are waiving all fees.

I trust that this information fully satisfies your request. If you need further assistance or would like to discuss any aspect of your request, please do not hesitate to contact our FOIA Public Liaison, Ms. Lennell Jackson at (202) 565-3290 or by E-Mail at Lennell.Jackson@exim.gov.

Sincerely,

LANCE

MATHEWS

Lance Mathews

Deputy Chief FOIA Officer

Digitally signed by

LANCE MATHEWS

Date: 2023.10.13

15:52:10 -04'00'

Attachment: Responsive Document (1 PDF file)



2018 Annual Conference Schedule

April 19 - DAY ONE

- 7:00 a.m. **Registration and Continental Breakfast** (*Exhibit Hall*)
Sponsored by Varella & Advogados Associados
- 8:45 – 8:55 a.m. **Welcome and Remarks** (*Regency Ballroom*)
Jeffrey Goettman, Executive Vice President, Chief Operating Officer, and Head of Agency (acting), EXIM Bank
- 9:00 – 9:25 a.m. **A Conversation on Trade with Senator Heidi Heitkamp**
Moderator: Kevin Cirilli, Chief Washington Correspondent, Bloomberg Television and Bloomberg News
Speaker: U.S. Senator Heidi Heitkamp (North Dakota)
- 9:30 – 10:00 a.m. **A Congressional Perspective on the Role of Trade Supporting U.S. Jobs and Growth Opportunities**
Moderator: Doug Palmer, Senior Trade Reporter, Politico
Speakers:
 - U.S. Congressman Frank Lucas (OK-03)
 - U.S. Congresswoman Gwen Moore (WI-04)
- 10:05 – 10:55 a.m. **Global Competitiveness and the ECA Landscape**
A discussion about challenges and opportunities for American businesses in the global economy and EXIM's position in today's ECA landscape.
Moderator: Douglas Holtz-Eakin, President, American Action Forum
Speakers:
 - Jason Cooper, President and Chief Executive Officer, Linde Engineering North America.
 - Bill Killeen, President and Chief Executive Officer, Acrow Bridge
 - David W. Thompson, President and Chief Executive Officer, Orbital ATK
 - Ernie L. Thrasher, Chief Executive Officer, Xcoal Energy and Resources

11:00 – 11:30 a.m.	An Armchair Discussion with Brendan Bechtel on the Importance of Export Credit in the Global Landscape Moderator: Matthew P. Goodman, Senior Adviser for Asian Economics, Center for Strategic and International Studies (CSIS) Speaker: Brendan P. Bechtel, Chairman and CEO, Bechtel Group, Inc.
11:30 a.m. – 12:25 p.m.	Break and Networking Session (<i>Exhibit Hall</i>)
12:30 – 2:00 p.m.	Lunch (<i>Regency Ballroom</i>) Keynote Remarks: The Honorable Wilbur L. Ross Secretary, U.S. Department of Commerce
2:00 – 2:40 p.m.	Break and Networking Session (<i>Exhibit Hall</i>)

CONCURRENT BREAKOUT SESSIONS

2:45 – 3:45 p.m.

Exploring EXIM Products (*Empire Ballroom*)

Whether you are new to EXIM Bank or looking to refresh your knowledge, this comprehensive overview will help lenders and exporters of all sizes select and access EXIM Bank products to fit their needs. Discussion topics will include:

- eligibility of exporters and their products;
- financing support for exporters and foreign buyers;
- leveraging credit terms as a sales tool;
- mitigating the risks of buyer non-payment;
- using “dead assets” to enhance your cash flow; and
- interpreting the Country Limitation Schedule.

Speakers:

- Regina Gordin, Deputy Managing Director, Eastern Region, EXIM Bank
- Sharyn Koenig, Managing Director, Eastern and Western Regions, EXIM Bank

Structuring Deals to Maximize Recoveries in Brazil, Argentina, and Mexico (*Diplomat Ballroom*)

Learn about structuring issues and loan documentation in cross-border financings in Argentina, Brazil, and Mexico.

Moderator: Nathalie Rey, Senior Counsel for Trade Finance & Insurance/Small Business, EXIM Bank

Speakers:

- Javier Arreola E., Partner, Nader, Hayaux & Goebel
- Luis Matias Ponferrada, Partner, Abeledo Gottheil Abogados
- Alexandre Eppinghaus Varella, Partner, Varella & Advogados Associados

Revitalizing EXIM Working Capital Guarantee (*Ambassador Ballroom*)

Learn how EXIM Bank is updating its Working Capital Guarantee Product Master Guarantee Agreement (MGA) and Delegated Authority Letter Agreement (DALA) to enhance the effectiveness and flexibility of the WCGP. The session will preview proposed changes to the MGA and DALA that will:

- better reflect current market practices in underwriting asset-based loans;
- reduce documentary requirements for delegated authority lenders;
- streamline the waiver process; and
- incorporate a risk based approach for monitoring and reporting.

Attendees will have the opportunity to ask questions and offer suggested changes to the MGA and DALA.

Speakers:

- Smaro Karakatsanis, Director, Business Credit Division, EXIM Bank
- Sami Nassar, Director, Business Credit Division, EXIM Bank
- Mario Ramirez, Director, Business Credit Division, EXIM Bank

Current Market Trends in the Power, Oil & Gas, and Technology Sectors – Impact on U.S. Export Opportunities (*Palladian Ballroom*)

In this session, learn about current trends and opportunities in various industries including:

- oil & gas - upstream, mid-stream, pipelines, and LNG;
- petrochemicals;
- renewables and alternative energy - solar, wind, and nuclear;
- conventional power; and
- technology - satellites, launch, and semi-conductors.

Moderator: Hala El-Mohandes, Vice President, Structured Finance Division, EXIM Bank

Speakers:

- Uduak Essien, Managing Director, Alternative Energy, Structured Finance Division, EXIM Bank
- Monique Fridell, Deputy Vice President, Project Finance Division, EXIM Bank
- Ian Steff, Deputy Assistant Secretary for Manufacturing, U.S. Department of Commerce
- Paula Swain, Managing Director, Global Energy, Project Finance Division, EXIM Bank

A Discussion on EXIM's Risk-Sharing Program with Private-Sector Reinsurers (*Congressional Room*)

This session will discuss EXIM's innovative risk-sharing program and describe how the Bank will work with the private sector to minimize risk of losses and protect U.S. taxpayers.

Speakers:

- David Sena, Senior Vice President, Office of Board Authorized Finance, EXIM Bank
- Inci Tonguch-Murray, Senior Vice President and Chief Financial Officer, EXIM Bank
- Michael Torre, Executive Managing Director, Aon Benfield

CONCURRENT BREAKOUT SESSIONS

4:00 – 5:00 p.m.

Government Resources to Grow Your Small Business Exports (*Ambassador Ballroom*)

Join an interactive discussion about the resources available to exporters to accelerate growth in international markets, fund overseas expansion, engage in emerging economies, and mitigate risk. This session is geared toward small business exporters and will provide guidance on how to:

- identify new markets and meet international customers;
- improve cash flow while expanding overseas;
- prepare for projects in emerging economies; and
- protect company assets.

Moderator: Elizabeth Thomas, Director of Sales and Marketing, EXIM Bank

Speakers:

- William Fanjoy, Director, U.S. Export Assistance Center of D.C. and Virginia, U.S. Department of Commerce
- Lida Fitts, Regional Director for Sub-Saharan Africa, U.S. Trade and Development Agency
- William Houck, Regional Manager, Office of International Trade, U.S. Small Business Administration
- Sharyn Koenig, Managing Director, Eastern and Western Regions, EXIM Bank

All Aboard! A Discussion about Rail (*Empire Ballroom*)

Rail industry experts will engage in a lively discussion of topics relevant to the sector, including:

- current challenges facing U.S. rail exporters;
- the importance of rail related exports to the U.S. manufacturing base;
- the importance of the extensive supply chain tied to U.S. rail exports;
- growing foreign competition, in particular from China;
- the importance of EXIM financing to international sales efforts;
- the challenge of localization requirements in foreign tenders; and
- current trends and technological developments in the sector.

Moderator: Cheryl Conlin, Director of Rail Finance, Transportation Division, EXIM Bank

Speakers:

- Nicole Brewin, Vice President of Government Affairs, Rail Supply Institute
- Michael Friedberg, Senior Counsel, Holland & Knight
- Scott Garman, Sales Director for Europe, Progress Rail
- Lars Hickey, Global Treasurer, GE Transportation
- TJ Mahoney, LEAF Program Manager, Railserve, Inc.

Experts on Exports: Discussion of Best Practices & Financing Options to Successfully Grow Exports (*Palladian Ballroom*)

This interactive session with exporters and financial institutions will include discussions of the coverage successful exporters use to expand their business and what it has meant for those companies. Bankers will detail how they use the variety of EXIM supported financing options available to them under EXIM's export credit insurance program in assisting exporters.

Moderator: Tom Fitzpatrick, Deputy Vice President, Export Credit Insurance, EXIM Bank

Speakers:

- Andy Arduini, Senior Vice President, Huntington National Bank
- Michael Boyle, President, Boyle Energy Services and Technology, Inc
- Bill Courtney, President, Classic American Hardwoods, Inc.
- Robert Kurek, Senior Vice President, KeyBank
- Amy Shinkman, Vice President (Acting), Export Credit Insurance, EXIM Bank

Scaling Up! Helping Smaller Companies Do Larger Deals (*Diplomat Ballroom*)

In this session, learn how small and medium-sized companies have successfully utilized EXIM Bank to pursue and win large (>\$10MM) international contracts. Hear from Speakers who have leveraged EXIM and other U.S. government resources to bid, win, and complete mid-to large-sized infrastructure projects in challenging markets. This interactive session will include discussions about:

- the value EXIM provides during contract negotiations and prior to contract awarding;
- how EXIM evaluates infrastructures projects for small and medium-sized companies; and
- when EXIM should be involved and what other stakeholders should be engaged.

Moderator: Kyle Jackson, Industry Head, Sovereign and Global Infrastructure Credits, EXIM Bank

Speakers:

- Richard Ebel, Vice President, International Development, ECC
- Patrick Hennelly, President, Weldy-Lamont
- Paul Sullivan, Senior Vice President-International, Acrow Bridge

5:30 – 7:00 p.m.

Reception (*Blue Room, East Side of Omni Shoreham Hotel*)

April 20 - DAY TWO

7:30 a.m. **Continental Breakfast** (*Exhibit Hall*)

8:55 – 9:20 a.m. **Welcome and Remarks** (*Regency Ballroom*)

A Discussion on EXIM Bank's Strategic Outlook

Moderator: Glenn A. Youngkin, Co-Chief Executive Officer, The Carlyle Group

Speaker:

- Jeffrey Goettman, Executive Vice President, Chief Operating Officer, and Head of Agency (acting), EXIM Bank

9:25 – 10:10 a.m. **A Global Outlook for the U.S. Energy Industry**

This panel will explore energy trends and their impact on the global economy.

Moderator: Nick Juliano, Deputy Energy Editor, Politico

Speakers:

- Basil El-Baz, Chairman and CEO, Carbon Holdings
- José Gutiérrez, President and CEO, Westinghouse Electric Company
- Tim Roemer, former U.S. Ambassador to India, former U.S. Congressman (IND), and Executive Director and Strategic Counselor, APCO Worldwide
- Deborah L. Wince-Smith, President and CEO, The Council on Competitiveness

10:15 – 10:35 a.m. **Armchair Discussion with GE Board Nominee Lawrence Culp**

Moderator: David M. Rubenstein, Co-Founder and Co-Executive Chairman, The Carlyle Group

Speaker:

- H. Lawrence Culp, Jr., Board of Directors Nominee, General Electric, and Senior Lecturer, Harvard Business School

10:35 – 10:55 a.m. **Coffee Break** (*Exhibit Hall*)

CONCURRENT BREAKOUT SESSIONS

11:00 a.m. – 12:00 p.m.

An Update: Examining Ways to Detect, Prevent, and Prosecute Fraud (*Diplomat Ballroom*)

This interactive discussion will include updated information on EXIM Bank's anti-fraud procedures.

Members of the audience will be invited to share anti-fraud and anti-corruption measures that they have used as well as recommendations for how EXIM Bank and its customers can combat fraud and corruption in EXIM transactions.

Speakers:

- John Connor, Assistant General Counsel for Litigation, Fraud, and Compliance, EXIM Bank
- Walter Hill, Vice President, Credit Review and Compliance Division, EXIM Bank

Strengthening the American Economy through Infrastructure (*Ambassador Ballroom*)

This panel of industry, policy, and government experts will explore how EXIM Bank can support U.S. exporters and American competitiveness through both domestic and international infrastructure opportunities.

Moderator: John Hardy, President, Coalition for Employment through Exports (CEE)

Speakers:

- Tim Dunne, President and CEO, Private Export Funding Corporation (PEFCO)
- John Giles, Mayor of Mesa, Arizona
- Steve Howlett, Consultant, Horn & Watson Capital Strategies LLC
- Robert M. Landry, Chief Commercial Officer, Port Of New Orleans
- William Schubert, President, International Trade & Transportation, Inc. and former Administrator of the U.S. Maritime Administration (MARAD)

Knowing Your Competitor: An Insight into ECA Activity around the World (*Palladian Ballroom*)

The competitive landscape for U.S. exporters is evolving rapidly. Each year, foreign governments are aggressively expanding support for their domestic exporters, making it more difficult for American businesses seeking to grow sales abroad. This data-driven discussion will explore the wider world of export credit agencies (ECAs) from different perspectives, with a deep dive into:

- the data available to observers interested in understanding the official export finance market;
- how the global ECA arena has changed in recent years and what are developing trends; and
- which ECAs are emerging as leaders in various regions and sectors.

Moderator: Isabel Galdiz, Vice President, International Relations, EXIM Bank

Speakers:

- David Drysdale, Head of Export Credits Division, Organisation for Economic Co-operation and Development (OECD)
- Dan Sheriff, Managing Director, Trade and Export Finance
- Laszlo Varnai, Associate Director, Berne Union

How Payment Terms and INCOTERMS Work Together to Speed Up and Protect your Payment (*Empire Ballroom*)

Do you have an EXIM letter of credit or insurance policy in place or are you hoping to secure one in the future? In this session, learn about the various aspects of securing, maintaining, and capitalizing on EXIM products including:

- complying with EXIM documentation requirements;
- handling claims related to cargo shipping delays, damages, or losses;
- effectively analyzing the impacts of pursuing a company- versus customer-controlled shipping strategy;
- working successfully with freight forwarders; and
- understanding and utilizing a wide array of risk mitigation practices.

Moderator: Irina Avilova, Director of Administration (acting), Asset Management Division, EXIM Bank

Speakers:

- Paul Jarzombek, Chief Operating Officer, LR International
- Ursula Wegrzynowicz, Business Development Manager, LR International

12:30 – 2:00 p.m. **Lunch, Awards Ceremony, Closing Remarks** (*Regency Ballroom*)



Exports • Security • Prosperity

MARCH 28-29 | Omni Shoreham Hotel | Washington, DC

AGENDA

Thursday, March 28

- 7:00 a.m. **Registration and Continental Breakfast** (*Exhibit Hall*)
- 8:45 – 8:50 a.m. **Welcome Message** (*Regency Ballroom*)
Ambassador Jeffrey Gerrish, Chairman and President (acting), EXIM
- 8:50 – 9:00 a.m. **Keynote Remarks**
Lawrence A. Kudlow, Assistant to the President for Economic Policy,
Director of the National Economic Council
- 9:05 – 9:15 a.m. **Opening Remarks**
Jeffrey Goettman, Executive Vice President and Chief Operating Officer,
EXIM
- 9:20 – 9:45 a.m. **Congressional Panel: The Path to EXIM's Reauthorization**
Members of the U.S. House of Representatives discuss reauthorization.
Moderator: Andrew Ackerman, Reporter, Wall Street Journal

Speakers:
 - Congressman Emanuel Cleaver (MO-05)
 - Congressman Blaine Luetkemeyer (MO-03)
 - Congressman Steve Stivers (OH-15)
- 9:50 – 10:25 a.m. **EXIM and National Security: Global Competition for Critical Industries**
America's competitors have created industrial development strategies to gain advantages in sectors critical to U.S. economic and national security. This panel discussion tackles how export credit financing can be utilized to protect these key industries and maintain American dominance.
Moderator: Dr. Douglas Holtz-Eakin, President, American Action Forum

Speakers:
 - General (ret.) James Cartwright, United States Marine Corps, and Director, IP3 International
 - Eric Fanning, President and Chief Executive Officer, Aerospace

Industries Association

- Seth Grae, President and CEO, Lightbridge Corporation
- Tom Stroup, President, Satellite Industry Association

10:30 – 11:05 a.m.

Strategic Trade Finance: The ECA Competitive Advantage

Export financing has become a potent tool for nations in advancing their strategic and economic policy objectives. While America's allies are deploying export credit in pursuit of their own goals, no nation has been more aggressive on this front than China.

Moderator: Dr. Rebecca Harding, CEO, Coriolis Technologies, and author of *The Weaponization of Trade*

Speakers:

- Dr. C. Fred Bergsten, Senior Fellow and Director Emeritus, Peterson Institute for International Economics
- Paul Denton, Senior Vice President, Marketing and Advanced Technologies, Progress Rail
- Patrick Gang, Head of Export and Agency Finance, Bank of America
- Louis Taylor, Chief Executive, UK Export Finance (UKEF)

11:10 – 11:45 a.m.

Powering Global Energy Demand

Rising exports will help the United States become a net energy exporter by 2022, four years earlier than expected, and for the first time since 1953. As American energy production ramps up, the global demand for energy is rising too, and along with that increase is the opportunity for U.S. energy companies to compete for large energy projects around the globe, often in areas of strategic importance. Learn about the role that export financing can play to support the nation's energy producers.

Moderator: Shawn Bennett, Deputy Assistant Secretary for Oil and Natural Gas, U.S. Department of Energy

Speakers:

- Greg Conlon, Chief Development Officer, KBR
- Steve Conner, President and CEO, Siemens Energy, Inc., USA CFO, Siemens Global Power Generation Services
- Peter Gibson, Chairman and Chief Executive Officer, Stellar Energy
- John Hopkins, Chairman of the Board and Chief Executive Officer, NuScale Power

11:50 a.m. – 12:50 p.m.

Break and Networking Session (*Exhibit Hall*)

12:50 – 2:15 p.m.

Lunch and Keynote Remarks (*Regency Ballroom*)

Keynote Remarks

Dr. Peter Navarro, Assistant to the President, Director of the Office of Trade and Manufacturing Policy

Congressional Remarks

Congresswoman Maxine Waters (CA-43), Chairwoman, House Financial Services Committee

Congressional Update: Trade, Economic Opportunity, and EXIM

Members of the U.S. House of Representatives discuss international trade, global competitiveness, the impact of exporting on the U.S. economy and jobs growth, and EXIM reauthorization.

Moderator: Kevin Cirilli, Reporter, Bloomberg

Speakers:

- Congressman Denny Heck (WA-10)
- Congressman Frank Lucas (OK-03)

CONCURRENT BREAKOUT SESSIONS

2:45 – 3:45 p.m. **Concurrent Breakout Session One**

Export Incubator (*Diplomat Ballroom*)

Global Expansion is for companies of all sizes. Companies that export are more profitable, avoid seasonality and market fluctuations, and understand that 95 percent of the world's purchasing power resides outside of the United States. Many companies embrace the concept of exporting but are not sure how to get started. This workshop will provide guidance on how to:

- Identify new markets and meet international customers;
- Prepare for projects in emerging economies;
- Improve cash flow while expanding overseas;
- Protect your company's assets; and
- Implement a successful export strategy.

Join this interactive discussion about the U.S. government resources available to exporters to accelerate growth in international markets, fund overseas expansion, engage in emerging economies, and mitigate risk. Let us help you successfully launch or expand your global markets strategy.

Moderator: Elizabeth Thomas, Business Development Specialist, EXIM

Speakers:

- Sean Casey, Co-founder and President, Rotorcorp
- William Fanjoy, Director, The Commercial Service, Virginia/Washington, D.C., U.S. Department of Commerce
- Bill Houck, Regional Manager, Office of International Trade, Export Solutions Group, Mid-Atlantic Region, Small Business Administration
- Sharyn Koenig, Managing Director, Eastern and Western Regions, EXIM
- Heather Lanigan, Regional Director, Sub-Saharan Africa, U.S. Trade and Development Agency

Healthcare Infrastructure R_x: Financing Medical Exports *(Palladian Ballroom)*

Join a roundtable of exporters, lenders, and buyers as they discuss opportunities and financing for medical projects, equipment, and services. Topics will include:

- Exporter experiences in emerging markets with supplying medical equipment and services;
- Opportunities to support training and management services between U.S. teaching hospitals and their foreign counterparts;
- Highlights of underlying risks associated with these opportunities and mitigating financing structures; and
- Appropriate repayment term for different types of medical equipment and services.

Introductions: Rita Murrell, Deputy Vice President, Global Infrastructure Division, EXIM

Moderator: Douglas Frye, Senior Loan Officer, Global Infrastructure Division, EXIM

Speakers:

- Trevor Gunn, Vice President International Relations, Medtronic
- Raphael Ortega, CEO, Societe Francaise d'Equipements Hospitaliers (SFEH)
- Robert Peaslee, Commercial Advisor, Office of the U.S. Executive Director, World Bank Group
- Michael Sams, Senior Electrical Engineer, EXIM
- Leanne G. Spees, SVP, International Finance, The Provident Bank

How EXIM Effectively Manages Loan Portfolio Risk *(Ambassador Ballroom)*

EXIM's asset management experts will engage in a discussion of the various aspects of post-closing loan monitoring and management of troubled credits, including:

- Guiding principles for effective loan portfolio management;
- What happens after the first drawdown;
- Project, corporate, and transportation—differences in monitoring strategies;
- Compliance and information quality—what makes a truly great borrower;
- Early warning signals indicating increased risk—the obvious and not-so-obvious;
- Loan restructurings—limiting factors and EXIM Bank approaches; and
- Tools that EXIM Bank uses for recoveries versus those used by commercial banks.

Moderator: Andrew McCabe, Deputy Vice President, Special Assets, Claims and Recoveries, Asset Management Division, EXIM

Speakers:

- Sonia Koshy, Deputy Vice President (Acting), Portfolio Risk Management, Asset Management Division, EXIM
- Wilson Llerena, Managing Director, Medium Term and Sovereign, Asset Management Division, EXIM
- Polina Williams, Deputy Vice President (Acting), Transportation Portfolio Management Division, EXIM

Modifying EXIM's Working Capital Guarantee Fees *(Congressional Room)*

Learn how EXIM is considering changing the Working Capital Guarantee Program (WCGP) fees under a risk-based approach to better reflect current market practices in pricing asset-based loans and incorporate a risk-based approach for individual borrowers and lenders.

The session will include EXIM staff and will provide attendees with the opportunity to ask questions and offer suggestions for changes to the WCGP pricing.

Speakers:

- Smaro Karakatsanis, Director, Business Credit Division, EXIM
- Nizar Najm, Management and Pricing Analyst, Office of Small Business, EXIM
- Sami Nassar, Director, Business Credit Division, EXIM
- Mario Ramirez, Director, Business Credit Division, EXIM

4:00 – 5:00 p.m.

Concurrent Breakout Session Two

Get the Most out of Your EXIM Insurance: The Insurance Broker's Perspective

(Diplomat Ballroom)

Trade credit insurance is a specialized line of business that requires specialized expertise. Insurance brokers experienced in credit insurance are the key link to understanding the product and obtaining appropriate and cost-effective coverage. Several insurance brokers will share their thoughts about how to navigate the trade credit insurance market and use EXIM insurance to grow your business.

Moderator: Ed Coppola, Director of Broker Relations and Product Development, EXIM

Speakers:

- Bruce Glaub, Principal, Trade Acceptance Group LLC
- John Koch, Managing Partner, World Trade Consult
- Ursula Wegrzynowicz, Founder and President, Emelev LLC

Financing Medium-Term Transactions *(Palladian Ballroom)*

EXIM staff will discuss innovative approaches to financing medium-term transactions for U.S. exporters, including financing the export of environmental goods and services.

Speakers:

- Bonnie Cybulko, Vice President (Acting), Industrial Finance Division, EXIM
- David Fiore, Vice President, Transportation Division, EXIM
- Craig O'Connor, Senior Finance/Renewable Energy Officer, Industrial Finance Division, EXIM

Evolution of Fraud Risk Management at EXIM *(Ambassador Ballroom)*

Learn about the ever-changing landscape of fraud risk.

Speakers:

- John Connor, Assistant General Counsel for Litigation, Fraud, and Compliance, EXIM
- Walter Hill, Vice President, Credit Review and Compliance Division, EXIM

5:30 – 7:00 p.m.

Reception *(Blue Room, East Promenade)*

Friday, March 29

7:30 a.m.

Continental Breakfast (*Exhibit Hall*)

8:45 – 8:50 a.m.

Welcome Remarks (*Regency Ballroom*)

Jeffrey Goettman, Executive Vice President and Chief Operating Officer, EXIM

8:55 – 9:25 a.m.

The Multiplier Effect: Supporting the U.S. Supply Chain

For every large U.S. market leader exporting goods, hundreds, if not thousands, of small- and medium-sized companies are involved. American exports support domestic businesses providing the components and sub-systems that are critical to the finished product, as well as the transportation and infrastructure required to complete projects overseas. This panel explores the importance of preserving and protecting manufacturing, service, and logistics jobs across the U.S. supply chain, in terms of both American employment and national security.

Moderator: Jordan Stoick, Vice President, Government Relations, National Association of Manufacturers

Speakers:

- Christopher Barber, Senior Director, Sales and Marketing, American Roll-on Roll-off Carrier
- Chuck Cadena, Head of Communications, Public and Government Affairs, Spirit AeroSystems, Inc.
- Karl Hutter, President and Chief Executive Officer, Click Bond

9:30 – 10:00 a.m.

“Crowding In” vs. “Crowding Out”: How EXIM Attracts Private-Sector Activity

EXIM actively seeks to engage the private sector in risk-sharing for its transactions. Last year, the bank completed a groundbreaking reinsurance program for its aircraft portfolio. Join the conversation about how EXIM can engage the private sector and further protect the American taxpayer through risk-sharing programs.

Moderator: Joseph Monaghan, Executive Managing Director, Aon

Speakers:

- Gemma Bae, Managing Director and Head of Structured Export Finance Americas, ING Capital LLC
- Dan Riordan, President of Global Political Risk, Credit and Bond Insurance, AXA XL
- Doug Steenland, Chairman, AIG

10:05 – 10:30 a.m.

The Global Power Competition: A Conversation with the Chairman of GE Gas Power

Well-respected executive at General Electric, John Rice, came out of retirement to take the helm of GE's newly formed Gas Power unit. Matthew Goodman leads Rice through a conversation about the challenges GE and other American companies face as they compete for major energy projects around the globe.

Moderator: Matthew Goodman, Senior Vice President, Simon Chair in Political Economy, and Senior Adviser for Asian Economics, Center for Strategic and International Studies (CSIS)

Speaker:

- John Rice, Chairman, GE Gas Power

10:35 – 11:05 a.m.

Africa and Energy: The Fierce Competition and National Security Impact

Africa's demand for electricity is expected to increase by more than two-thirds between now and 2040. It is estimated that \$450 billion will be needed to build new power generation capacity on the continent over the next 25 years. Competition for energy projects in Africa has never been more intense, with China leading the way. This panel discusses the strategic importance of America's ability to win energy projects in Africa.

Moderator: Judd Devermont, Director of the Africa Program, Center for Strategic and International Studies

Speakers:

- Dan Blumenthal, Director of Asian Studies and Resident Fellow, American Enterprise Institute
- Thomas Hardy, Acting Director, U.S. Trade and Development Agency
- Gilbert B. Kaplan, Under Secretary of Commerce for International Trade, U.S. Department of Commerce
- Robert McFarlane, former National Security Advisor to President Ronald Reagan and Co-founder and Director, IP3 International

11:15 a.m. – 12:15 p.m. **Concurrent Breakout Session Three**

Ask the Experts: ECA Activity around the World Ten Years after the Financial Crisis (Palladian Ballroom)

The competitive landscape for U.S. exporters changed rapidly during the financial crisis. Here is your chance to ask the experts about the global export credit agency (ECA) arena. Is ECA financing a discriminating factor among bids that influences procurement decisions? Are the OECD export credit rules necessary in today's world? What challenges will American exporters face to grow sales abroad? This data-driven discussion will explore the wider world of ECAs from different perspectives, with a deep dive into:

- data available to observers interested in understanding the official export finance market;
- how the global ECA arena has changed since the financial crisis and what roles they play today (e.g., strategic; development; jobs creation); and
- which ECAs are emerging as leaders in various regions and sectors and what are they doing to win the bids.

Moderator: Isabel Galdiz, Vice President, International Relations, EXIM

Speakers:

- David Drysdale, Head of Export Credits Division, Organisation for Economic Co-operation and Development
- Oliver O'Connell, Trade and Export Finance, TXF Media
- Laszlo Varnai, Associate Director, Berne Union

The Blockchain Revolution: Increasing Trade, Reducing Costs, Minimizing Fraud

(Diplomat Ballroom)

Are you curious about FinTech? Are you interested in blockchain and distributed ledger technologies? This panel will explore blockchain, and its applicability to trade finance, supply chain management, and the potential disruption of the \$2.3 trillion letter of credit market. This session features experts on the cutting edge of blockchain and how they see distributed ledger technologies fitting into the larger global trade landscape.

Moderator: Michael Sams, Senior Electrical Engineer, EXIM

Speakers:

- Shailee Adinolfi, Director, Government Solutions, Consensusys
- Anoop Agarwal, Senior Program Manager, Viant
- Satya Prasad Sahu, Senior Trade Facilitation Specialist, The World Bank
- Robert Sicina, Executive in Residence, American University and Co-founder, AU Blockchain Hub

12:20 – 2:00 p.m.

Lunch, Awards Ceremony, and Closing Remarks *(Regency Ballroom)*

2020 EXIM Annual Conference
September 9-11, 2020
Preliminary Agenda

Wednesday, September 9, 2020

10:00 am – 1:00 pm **Welcome and Conference Preview**
Luke Lindberg, Senior Vice President, External Engagement, EXIM
Virtual Expo Hall

Thursday, September 10, 2020

9:30 am – 11:10 am **Opening Plenary**

Welcome Remarks
Kimberly A. Reed, President and Chairman, EXIM

Keynote Remarks
Robert O'Brien, United States National Security Advisor

EXIM's Program on China and Transformational Exports
Remarks by: David Trulio, Counselor to the Chairman & Senior Vice President for the Program on China and Transformational Exports, EXIM
Followed by a discussion with Members of the House China Task Force on:
Strategic Competition with China: How U.S. Businesses Can Compete and Win
Panelists:
U.S. Congressman Andy Barr (KY-6)
U.S. Congressman Anthony Gonzalez (OH-16)
U.S. Congressman Michael McCaul (TX-10)

EXIM's COVID-19 Relief Measures
Stephen Renna, Chief Banking Officer, EXIM

Awards Presentation: Regional Export Promotion Program Member of the Year
Presented by: Luke Lindberg, Senior Vice President, External Engagement, EXIM

11:10 am – 11:25 am **Break**

11:25 am – 12:10 pm **Concurrent Breakout Sessions (Track 1)**

- **Small Business Track: Trade Finance Tools for Export Success**
Let EXIM help you successfully launch or expand your global markets strategy. This session will provide an explanation of EXIM products to companies seeking to expand and accelerate growth in international markets access pre-export working capital and mitigate the risks of buyer nonpayment.
Introduction:
Spencer Bachus, III, Member of the Board of Directors, EXIM
Speaker:
Sharyn Koenig, Managing Director, Eastern & Western Regions, EXIM

- **Advancing U.S. Clean Energy Technologies Across the Globe**

Increasing global demand for energy provides an opportunity for U.S. companies to deploy innovations in renewable energy and energy efficient technologies. Representatives from U.S. companies will share their export experiences and perspectives in this panel discussion.

Moderator:

Rich Powell, Executive Director, ClearPath

Panelists:

Aram Zamgochian, Director of Strategic Partnerships, Energy Storage Systems, Inc.

Ravi Pradhan, Vice President, Portfolio Management, Siemens Digital Grid

Steven Wilburn, CEO, VerdeWatts

- **5G Wireless Technology and U.S. Exports**

The U.S. telecommunications industry, including manufacturing and services related to 5G wireless communications and associated scalable infrastructures, represents a critical area for EXIM action. The telecommunications industry serves as a crucial foundation for global technological innovation, and maintaining the competitive advantage and technological leadership of the U.S. telecommunications industry is essential to America's economic and national security.

Moderator:

Luke Lindberg, Senior Vice President, External Engagement, EXIM

Panelists:

Bob Everson, Senior Director, 5G Architecture, Cisco

Bob Kerr, 5G Engineering Technologist, Office of the CTO, Dell Technologies

Phil Mottram, Vice President of Communications and Media Solutions, Hewlett Packard Enterprise

12:10 pm – 12:20 pm **Break**

12:20 pm – 2:00 pm **Afternoon Plenary**

Keynote Remarks

Hon. Wilbur L. Ross, Secretary, U.S. Department of Commerce

Memorandum of Understanding Signing Ceremony

David J. Byrd, National Director, Minority Business Development Agency

Kimberly A. Reed, President and Chairman, EXIM

Securing our Wireless Future: A Global Outlook on 5G

An armchair discussion with:

David M. Rubenstein, Co-Founder and Co-Executive Chairman, The Carlyle Group

Patrick P. Gelsinger, CEO, VMware

Awards Presentation: Deal of the Year

Presented by: David Sena, Senior Vice President, Office of Board Authorized Finance, EXIM

The U.S. Trade Toolbox: Agencies Working Together to Support U.S. Companies

A conversation with leading U.S. government officials on the Deal Team concept and ways agencies are collaborating to accelerate growth in international markets.

Moderator:

Keith Krach, Under Secretary for Economic Growth, Energy, and the Environment, U.S. Department of State

Panelists:

Todd Abrajano, Chief Operating Officer, Head of Agency, U.S. Trade and Development Agency

Adam Boehler, CEO, U.S. International Development Finance Corporation

Sean Cairncross, CEO, Millennium Challenge Corporation

Bonnie Glick, Deputy Administrator, U.S. Agency for International Development

Awards Presentation: Lender of the Year

Presented by: Stephen Renna, Chief Banking Officer, EXIM

2:00 pm – 2:15 pm

Break

2:15 pm – 3:00 pm

Concurrent Breakout Sessions (Track 2)

- **Small Business Track: Incoterms: A Common Language for International Sales**
International Commercial Terms, or Incoterms, define the obligations of buyers and sellers in international transactions from the standpoint of risks, costs, and documents. This session will help exporters better understand how Incoterms are applied in international trade by demonstrating:
 - the three criteria used to classify them – mode of transport, payment of transport, and transfer of risk;
 - how they are divided into four groups with varying seller-to-buyer conditions;
 - changes occurring in 2020;
 - areas of caution; and,
 - how to mitigate risks not addressed in the Incoterms.

Speaker:

Richard Foy, Regional Director, EXIM

- **Case Study Africa: How the USG Helped an Illinois Small Business Succeed**
Power remains a binding constraint to growth across Africa. With power generation, distribution and transmission in high demand, the need to finance power projects in Africa remains of paramount importance. This panel will provide insight into the key elements of a U.S. export financing success story and how USG Whole-of-Government facilitated the financing for a rural electrification project in Senegal in support of a small company from Illinois.

Moderator:

Judith D. Pryor, Member of the Board of Directors, EXIM

Panelists:

Heath Bailey, Economic Section Chief, U.S. Embassy Dakar, Senegal

Mark Carrato, Coordinator, Power Africa

Lori Helmers, Executive Director, JPMorgan Chase

Patrick Hennelly, President, Weldy-Lamont

Kyle Jackson, Managing Director, EXIM

- **EXIM Takes Action During COVID-19**

The U.S. economy has been experiencing unprecedented challenges due to the COVID-19 pandemic. EXIM responded early-on with a number of relief measures to ensure U.S. exporters and financial institutions have the tools necessary to succeed. In this session, EXIM staff will provide a more in-depth explanation of the agency's COVID-19 response related to the:

- Bridge/Modified Repayment Term Program;
- Pre-Export Payment Program;
- Supply Chain Financing Program; and,
- Working Capital Guarantee Program.

In addition, EXIM staff will share specific examples of authorized deals and deals in the pipeline pertaining to COVID-19 relief measures, where the agency is seeing increased interest from customers, and how the agency assesses risk and the overall flexibility of processes.

Panelists:

Bonnie Cybulko, Vice President of Industrial Finance, EXIM

David Fiore, Vice President of Transportation, EXIM

Steven Freshour, Vice President of Business Credit, EXIM

Mario Ramirez, Director of Working Capital Guarantees Lender Relations, EXIM

3:00 pm – 3:15 pm

Break

3:15 pm – 4:15 pm

Small Group Topic-Specific Discussions/Networking Opportunities

This portion of the conference provides an opportunity to interact face-to-face with attendees. Join the conversation by entering one (or more) of the many discussions about a diverse range of topics and issues.

4:15 pm

Close of Day 1

Friday, September 11, 2020

9:45 am – 11:25 am

Morning Plenary

Welcome Remarks

Kimberly A. Reed, President and Chairman, EXIM

Keynote Remarks

Lawrence A. Kudlow, Assistant to the President for Economic Policy, Director of the United States National Economic Council

Keynote Remarks and a Conversation on the Global Outlook for the U.S. Energy Industry

Kimberly A. Reed, President and Chairman, EXIM

Hon. Dan Brouillette, Secretary, U.S. Department of Energy

Exporting American Energy: A Conversation with Energy Industry CEOs

Rising global demand for energy provides U.S. companies with an opportunity to compete for large energy and infrastructure projects around the globe, often in areas of strategic importance. Learn about the role that export financing can play to support the nation's energy producers across a diversity of energy sources, including gas, renewables, and nuclear.

Moderator:

Tim Puko, Energy Policy Reporter, Wall Street Journal

Panelists:

Meg Gentle, President and CEO, Tellurian

John Hopkins, Chairman and CEO, NuScale Power

Mark Widmar, CEO, First Solar

Awards Presentation: Broker of the Year and New Broker of the Year

Presented by: James Burrows, Senior Vice President of Small Business, EXIM

11:25 am – 11:40 am

Break

11:40 am – 12:25 pm

Concurrent Breakout Sessions (Track 3)

• Small Business Track: Overview of The Working Capital and Supply Chain Guarantee Programs

The Business Credit division is home to two of EXIM's important programs: The Working Capital Guarantee and Supply Chain Finance Guarantee. EXIM staff will outline:

- how each program works;
- who qualifies and overall program eligibility;
- uses and borrower benefits; and,
- modifications to provide COVID-19 relief.

Speaker:

Steven Freshour, Vice President of Business Credit, EXIM

• Ask the Experts: ECA Activity Around the World

The competitive landscape for U.S. exporters has changed rapidly in recent years. This data-driven session will discuss the challenges American exporters face and explore the wider world of ECAs from different perspectives, with a deep dive into:

- data available to observers interested in understanding the official export

- finance market;
- the changing environment of the global ECA arena; and,
- which ECAs are emerging as leaders in various regions and sectors and what are they doing to win the bids.

Moderator:

Isabel Galdiz, Vice President, International Relations, EXIM

Panelists:

David Drysdale, Head of Export Credits Division, Organization for Economic Co-operation and Development

Dominik Kloiber, Co-founder and Commercial Director, TXF Media

Laszlo Varnai, Associate Director, Berne Union

- **The Multiplier Effect: Supporting Large Deals Through Services Exports**

When U.S. firms provide services in the early development stages, other U.S. exporters may have a better chance of winning sales contracts under the related large infrastructure projects. EXIM's Engineering Multiplier Program provides financing for preliminary engineering and design services that are critical to winning these larger deals. Panelists will discuss program benefits for U.S. service providers, exporters, and suppliers, as well as how working in conjunction with the U.S. Trade Development Agency and U.S. International Development Finance Corporation may lower the all-in cost of project financing.

Moderator:

Douglas Frye, Senior Loan Officer and Business Developer, EXIM

Panelists:

Robert Doyle, Director, Project & Structured Financing, Honeywell UOP

Mark Erdly, AIA, Studio Director, Gensler

David G. Hester, Managing Director for Technical Development, U.S. International Development Finance Corporation

- **U.S. LNG and the Global Export Landscape**

Liquified Natural Gas (LNG) has transformed the global energy landscape over recent years. Hear from leading companies in industry about current trends and export opportunities.

Moderator:

Ambassador Richard Morningstar, Founding Chairman, Global Energy Center, Atlantic Council

Panelists:

Samantha Carl-Yoder, Director, International Affairs and Marketing, Tellurian

Martin Hupka, Chief Commercial Officer & General Counsel, Sempra LNG

Chris Smith, Senior Vice President, Cheniere Energy

12:25 pm – 12:40 pm **Break**

12:40 pm – 1:25 pm **Concurrent Breakout Sessions (Track 4)**

- **Small Business Track: Where in the World are the Deals?**

Emerging trends impact exporters of all sizes, whether they are small businesses or multinational companies. Deal "hot zones" come and go and are often tied to industries, regions, and circumstances. Financial industry leaders discuss where they're doing deals, potential future opportunities, and what they're hearing from others in trade finance.

Moderator:

Alex Sanchez, President & CEO, Florida Bankers Association

Panelists:

André Gazal, Managing Director - Global Head of Export Finance, Credit Agricole CIB

Meaghan McGrath, Global Head of Syndications, International Finance Corporation

T.J. Raguso, Executive Vice President and Director of Global Banking, Zions Bancorporation

• **Streamlining the Medium-Term Application Process: Engineering & Environmental Considerations**

EXIM's applications for medium-term loans, guarantees, and insurance involve coordination with EXIM's Engineering & Environment Division. Experts from this division will provide insights to help customers navigate policies within the EXIM application process. Discussion topics will include:

- environmental and social reviews and delegated authority;
- military buyers and security forces;
- U.S. content and local costs;
- pre-export payment policy; and,
- other common considerations (useful life, extended term, starting point of credit, etc.).

Moderator:

Michael Sams, Senior Electrical Engineer, EXIM

Panelists:

Tiffin Caverly, Vice President Engineering & Environment, EXIM

Stephen Parsons, Managing Director, Environmental & Social Policy and Analysis, EXIM

Roger Yerger, Senior Mechanical Engineer, EXIM

• **EXIM Anti-Fraud Strategy**

Through implementing a multi-pronged approach to combat fraud, EXIM has significantly reduced the scope and frequency of fraud, and the agency continues to adapt and improve upon its strategy through education, outreach, and accountability. In this session, staff will discuss EXIM's commitment to a code of business ethics; a fraud risk management framework; due diligence; cyber fraud protection; and overall best practices.

Panelists:

John Connor, Assistant General Counsel for Litigation Fraud, and Compliance, EXIM

Walter Hill, Vice President, Credit Policy and Compliance, EXIM

Gabriela Smith-Sherman, Chief Information Security Officer, EXIM

Lisa Terry, Senior Vice President and Chief Ethics Officer, EXIM

1:25 pm – 1:40 pm

Break

1:40 pm – 4:10 pm

Afternoon Plenary

Memorandum of Understanding Signing Ceremony

Ted McKinney, Under Secretary for Trade and Foreign Agricultural Affairs, U.S. Department of Agriculture

Kimberly A. Reed, President and Chairman, EXIM

Awards Presentation: Exporters of the Year

Presented by: Spencer Bachus, III, Member of the Board of Directors, EXIM

U.S.-Africa Economic Relations, AfCFTA, and the EXIM-Afreximbank Relationship

An armchair discussion with:

Judith D. Pryor, Member, Board of the Board of Directors, EXIM

Professor Benedict O. Oramah, President, Afreximbank

Role of Official ECAs in 2020's—Indispensable or Irrelevant?

Moderator:

David Drysdale, Head of Export Credits Division, Organization for Economic Co-operation and Development (OECD)

Panelists:

Kimberly A. Reed, President and Chairman, EXIM

Mairead Lavery, President & Chief Executive Officer, Export Development Canada (EDC)

Gabriel Cumenge, Deputy Assistant Secretary, Export Finance, French Treasury

Christoph Herfarth, Head of Division Export Finance/Export Credit Insurance, German Ministry for Economic Affairs and Energy

M. Senthilnathan, Chairman-cum-Managing Director, ECGC Limited (ECGC)

Pierfrancesco Latini, Chief Executive Officer, SACE

Atsuo Kuroda, Chairman and CEO, Nippon Export and Investment Insurance (NEXI)

Nikita Gusakov, CEO, Export Credit and Investment Insurance Russia (EXIAR)

Louis Taylor, Chief Executive, United Kingdom Export Finance (UKEF)

Closing Remarks

Kimberly A. Reed, President and Chairman, EXIM



7:00-8:00 am **Registration** (*Ambassador Ballroom*)

8:15-11:05 am **Morning Plenary** (*Regency Ballroom*)

Welcome Remarks

Reta Jo Lewis, President and Chair, EXIM Board of Directors

Enhancing Strategic Relationships Between the U.S. and Africa

Moderator:

John Yearwood, Editorial Director - Diversity & Culture, Politico

Speakers:

H.E. João Lourenço, President of the Republic of Angola

H.E. Filipe Nyusi, President of the Republic of Mozambique

Award Presentation: Sub-Saharan Africa Deal of the Year

Presenter:

Reta Jo Lewis, President and Chair, EXIM Board of Directors

Financing Africa: Innovative Ideas to Unlock Capital to the Continent

Moderator:

Teresa Clarke, Chairman and Executive Editor, Africa.com

Speakers:

Alain Ebobissé, CEO, Africa50

Benedict Oramah, President and Chairman, Afreximbank

Admassu Tadesse, President and CEO, Trade and Development Bank

Samaila Zubairu, President and Chief Executive Officer, Africa Finance Corporation

Supply Chains in an Era of Instability and Impacts on U.S. National and Economic Security

Moderator:

David Rubenstein, Co-Founder and Co-Chairman, The Carlyle Group

Speakers:

Suzanne Clark, President and CEO, U.S. Chamber of Commerce

Tim Myers, President, Boeing Capital Corporation

Howard Ungerleider, President and Chief Financial Officer, Dow

A Message from U.S. Senator Sherrod Brown, Chairman of the United States Senate Committee on Banking, Housing, and Urban Affairs

ECA Financing Around the World: International Trends in Export Credit

Moderator:

Kevin Cirilli, Yahoo Finance Broadcast Contributor, Visiting Media Fellow, Atlantic Council's Global China Hub, and Senior Visiting Fellow at Krach Institute for Tech Diplomacy at Purdue

Speakers:

John Hopkins, CEO, Export Finance Australia

Mairead Lavery, President & Chief Executive Officer, Export Development Canada

Reta Jo Lewis, President and Chair, EXIM Board of Directors

Michal Ron, Chief International Officer, SACE, and former President, Berne Union

Award Presentation: Lenders of the Year

Presenter:

Owen Herrnstadt, Member, EXIM Board of Directors

The Future of Small Business Exporting

Isabella Casillas Guzman, Administrator, U.S. Small Business Administration

11:00 am-12:30 pm

EXIM Staff Office Hours (*Ambassador Ballroom*)

- China and Transformational Exports Program
- Export Credit Insurance
- Global Infrastructure
- Industrial
- Make More in America
- Minority and Women Owned Business (MWOB)
- Project and Structured Finance
- Sub-Saharan Africa
- Transportation
- Unique Entity Identifier (UEI)
- Working Capital Guarantee Program and Supply Chain Financing Program

11:30 am-12:15 pm

Concurrent Forums

Advancing Competitiveness for a More Robust Business Outlook (*Diplomat Room*)

Moderator:

Ambassador Stuart Holliday, President and CEO, Meridian International Center

Speakers:

Pablo Carrillo, Of Counsel, Squire Patton Boggs

Patrick Gang, Head of Export & Agency Finance, Bank of America

Brad Markell, Executive Director, AFL-CIO Industrial Union Council

Expanding Globally: How Small Businesses are Reaching New Markets (*Palladian Room*)

Welcome Remarks:

Congressman Spencer Bachus, Member, EXIM Board of Directors

Moderator:

Kevin Klowden, Chief Global Strategist, Milken Institute

Speakers:

Kathie Leonard, President and CEO, Auburn Manufacturing

Zaheer Faruqi, CEO, Aventure International Aviation Services

Our Anti-Fraud Strategy: EXIM and the Office of the Inspector General (*Congressional Room*)

Welcome Remarks:

Parisa Salehi, Inspector General, EXIM

Speakers:

Walter Hill, Vice President, Credit Review and Compliance, EXIM

Thomas Redmann, Senior Investigator, Office of the Inspector General, EXIM

Howard Spira, Senior Vice President and Chief Information Officer, EXIM

Lisa Terry, Senior Vice President and Chief Ethics Officer, EXIM

Global Healthcare Infrastructure: Emerging Opportunities for U.S. Firms *(Empire Room)*

Moderator:

Dr. Trevor Gunn, Vice President, International Relations, Medtronic, and Founder and Chair, USA Healthcare Alliance

Speakers:

Tama Duffy Day, Principal, Global Practice Leader, Senior Living and Advisor on Health, Gensler

Doug Frye, Senior Loan Officer and Transaction Facilitator, EXIM

Les Funtleyder, Healthcare Portfolio Manager, E Squared Capital Management

Dr. Maureen Lewis, CEO, Aceso Global

12:30-2:00 pm

Lunch Plenary *(Regency Ballroom)*

Award Presentation: Brokers of the Year

Presenter:

Congressman Spencer Bachus, Member, EXIM Board of Directors

Award Presentation: Exporters of the Year

Presenter:

Judith Pryor, First Vice President and Vice Chair, EXIM Board of Directors

Mobilizing Private Capital

Scott Nathan, CEO, U.S. International Development Finance Corporation

Economic Security and Global Markets: Securing Supply Chains, Growing Exports, and Spreading the Benefits of Trade

Marisa Lago, Under Secretary of Commerce for International Trade

**Award Presentation: Regional Export Promotion Program
Member of the Year**

Presenter:

Congressman Spencer Bachus, Member, EXIM Board of Directors

Securing Financing: Importance of Quality Project Preparation

Ambassador Vinai Thummalapally (Ret.), Deputy Director, U.S.
Trade and Development Agency

Remarks

Alexia Latortue, Assistant Secretary for International Trade and
Development, U.S. Department of the Treasury

**Global Markets, Local Impacts: The Role of State and Local
Governments in Supporting American Competitiveness**

Moderator:

Kevin Cirilli, Yahoo Finance Broadcast Contributor, Visiting Media
Fellow, Atlantic Council's Global China Hub, and Senior Visiting
Fellow at Krach Institute for Tech Diplomacy at Purdue

Speakers:

Heidi Heitkamp, Former United States Senator, and Founder, One
Country Project
Asa Hutchinson, Governor of Arkansas, and Immediate Past Chair,
National Governors Association

2:00-3:00 pm

EXIM Staff Office Hours (*Ambassador Ballroom*)

- China and Transformational Exports Program
- Export Credit Insurance
- Global Infrastructure
- Industrial
- Minority and Women Owned Business (MWOB)
- Project and Structured Finance
- Sub-Saharan Africa
- Transportation
- Unique Entity Identifier (UEI)
- Working Capital Guarantee Program and Supply Chain
Financing Program

2:15-3:00 pm

Concurrent Forums

The Future for American-Made Clean Energy Technology *(Diplomat Room)*

Welcome Remarks:

Judith Pryor, First Vice President and Vice Chair, EXIM Board of Directors

Moderator:

Joe Britton, Executive Director, Zero Emission Transportation Association, and President, Pioneer Public Affairs

Speakers:

Erin Lane, VP Government Affairs, Plug Power
Venkee Sharma, Executive Chairman, Aquatech International, LLC

Make More in America: Revitalizing American Industry and Employment *(Palladian Room)*

Program Overview:

Scott Condren, Senior Policy Analyst, Office of Policy Analysis and International Relations, EXIM

Welcome Remarks:

Owen Herrnsstadt, Member, EXIM Board of Directors

Moderator:

David Brooks, Manager of Financial Reporting, Office of Board Authorized Finance, EXIM

Speakers:

Lynee Bradley, Director, Export Agency Finance, Treasury and Trade Solutions, Citi
Celeste Drake, Special Assistant to the President and Deputy Director of the National Economic Council
Harrison Moskowitz, Executive Director, Export & Agency Finance – Americas, J.P. Morgan

State Trade Expansion Program (STEP) Grants to Fund Small Business Export Growth *(Congressional Room)*

Moderator:

Ursula Wegrzynowicz, Deputy Managing Director, Central Region, EXIM

Speakers:

Daniel Pische, National Director of Trade Finance, Office of International Trade, U.S. Small Business Administration
Shadetra Robinson, STEP Director, US Small Business Administration

3:15-5:30 pm

Afternoon Plenary (Regency Ballroom)

A Conversation on Energy Security and the Global Energy Transition with Jennifer Granholm, Secretary, U.S. Department of Energy

Interviewer:

Rachel Kyte, Dean, The Fletcher School, Tufts University

Award Presentation: Renewable Energy Deal of the Year

Presenter:

Reta Jo Lewis, President and Chair, EXIM Board of Directors

Promoting American Economic Competitiveness on a Global Scale

Speaker:

Don Graves, Deputy Secretary, U.S. Department of Commerce

Advancing Women in Business: Challenges and Opportunities

Moderator:

Nancy Flake Johnson, President, Urban League of Greater Atlanta

Speakers:

Faheen Allibhoy, Managing Director and Head of the J.P. Morgan Development Finance Institution, J.P. Morgan
Tracy Gray, Founder and Managing Partner, The 22 Fund
Archana Sharma, CEO, AKAS Textiles
Lezlee Westine, President and CEO, Personal Care Products Council

A Message from Liz Shuler, President of the AFL-CIO

Issue Spotlight: The Partnership for Global Infrastructure and Investment (PGII)

Moderator:

David Lawder, Correspondent, Reuters News

Speaker:

Amos Hochstein, Special Presidential Coordinator for International Energy Affairs

Fireside Chat with Katharine Tai, Ambassador, United States Trade Representative

Interviewer:

Andrew Sollinger, Publisher and CEO, Foreign Policy

Award Presentation: CTEP Deal of the Year

Presenter:

Reta Jo Lewis, President and Chair, EXIM Board of Directors

Remarks

Jude Kearney, Managing Partner, ASAFO & CO.

Shaping the Future: New Technologies, Critical Minerals, and Transformational Exports

Moderator:

Adm. Gary Roughead, U.S. Navy (Ret.), and Robert and Marion Oster Distinguished Military Fellow, Hoover Institution, Stanford University

Speakers:

Dr. Robert Atkinson, President, Information Technology and Innovation Foundation

Jose W. Fernandez, Under Secretary for Economic Growth, Energy, and the Environment, U.S. Department of State

Philip Lewis, Global Head of Export Finance, HSBC

Award Presentation: Deal of the Year

Presenter:

Reta Jo Lewis, President and Chair, EXIM Board of Directors

Closing Remarks

Reta Jo Lewis, President and Chair, EXIM Board of Directors

5:30-7:00 pm

Reception and Networking (*Empire Ballroom*)