



ILLINOIS
CHAMBER

INTERNATIONAL BUSINESS COUNCIL

GROWTH AND EXPOSURE IN 2019: A Guide to Export Diversification

5TH ILCC ANNUAL EXPORTS CONFERENCE

The International Business Council invites you to join our team of policy and industry experts at the 5th ILCC Exports Conference to analyze best models and strategies to successfully internationalize your company. This year, the Conference will focus on risks, opportunities and exports schemes to penetrate high-value markets around the World. The goal of the program is to encourage first time and growing exporters to accelerate their scale-up plans and to provide access to expert advice, funding tools and networks. The conference will host foreign trade representatives from countries representing top international export markets for Illinois. A business networking reception at the exhibit hall will immediately follow the program.

Wednesday, May 22nd | 1:00pm – 5:00pm

The Library at 190 S. LaSalle Street, 40th Floor | Chicago, IL 60603

CONFERENCE KEYNOTE

John G. Murphy, Senior Vice President for International Policy, US Chamber of Commerce

John G. Murphy directs the U.S. Chamber's advocacy relating to international trade and investment policy. Since joining the Chamber in 1999, Murphy has led successful campaigns to win congressional passage of trade agreements with a dozen nations, including Colombia, Panama, and South Korea in 2011, as well as Trade Promotion Authority in 2015. Murphy also plays a key role in the Chamber's advocacy for international business priorities before Congress, the administration, foreign governments, and the World Trade Organization. From 2001 to 2008, Murphy served as the Chamber's Vice President for Western Hemisphere Affairs and as Executive Vice President of the Association of American Chambers of Commerce in Latin America (AACCLA). In 2008, he received AACCLA's Eagle of the Americas award, which is given annually to the individual who has "done the most to advance our mission of increased trade and investment between the United States and Latin America." In the 1990s, Murphy worked at the International Republican Institute (IRI), a nonprofit organization dedicated to the promotion of democracy overseas, and at the Center for International Private Enterprise (CIPE), which champions market-oriented economic reform around the world. From 1992 to 1993, he was the first Western lecturer in economics at the National University of Economics in Czechoslovakia. Murphy graduated Phi Beta Kappa from the University of Colorado at Boulder, and he received his Master of Science degree from the School of Foreign Service at Georgetown University in Washington, D.C. He serves on the boards of the Global Business Dialogue, the U.S. Global Leadership Coalition, and the Washington International Trade Foundation. He is fluent in Spanish.

RSVP

lortega@ilchamber.org

As part of the ILCC, the International Business Council (IBC) was established in 2013 to take a leadership role in international trade policy and increase global trading opportunities for Illinois businesses. The council works with government and business leaders in the US and abroad on issues of competition, market access, export facilitation, Immigration, FTAs and FDI. This is critical to the economic health of our state as 80% of the World's purchasing power and 95% of its customers are outside our borders. Since our companies know that the path to growth is tapping into those markets and establishing new relations, IBC focuses on building strategic partnerships to maximize the resources of the Illinois Chamber's members to expand internationally. The IBC's Global Partners Program is central to helping our companies meet these objectives.

To RSVP or more information please contact Executive Director Laura Ortega at LORTEGA@ILCHAMBER.

AGENDA

12:30pm - 1:00 pm | Registration & Coffee at the Exhibit Hall

1:00pm - 1:15pm | Welcoming Remarks & Introduction to the Conference

Ray Drake, Vice President State Government Affairs, United Parcel Service, Inc.

Laura Ortega, Executive Director, International Business Council

1:15pm – 1:45pm | Keynote Presentation and Q&A

“The International Politics of Trade: 2019 Global Trends and Implications for IL Exporters”

John G. Murphy, Senior Vice President for International Policy, US Chamber of Commerce

1:50pm – 2:50pm | Experts Panel

“Fundamentals to Scale-Up: Export Led Growth Strategies”

Aaron Schildhaus, Principal, Law Offices of Aaron Schildhaus

Anne Blackwood, Senior Trade Specialist, Citi Commercial Bank, Citibank Group

Kevin Breaux, Director of Enterprise Solutions, UPS

Kenneth Maly, Senior Managing Director, Newmark Knight Frank, Chicago

Moderator: Amber M. Johns, Principal, Jackson Corporate Law, PC

2:50pm | Coffee Break

3:00pm – 3:50pm | Industry Panel

“Beyond Uncertainty: Industry Considerations for Successful Exporting”

Aisha Ceballos-Crump, Founder/CEO Honey Baby

Todd Zehr, Founder & Owner, Soil Biotics

Eric Woodie, Trade Facilitator, Illinois Soy Bean Association

Moderator: Derek Begue, Managing Director PRA Global

3:55pm | Coffee Break

4:00pm – 4:45pm | Trade Panel

Trade & Diplomacy: Leveraging Diplomatic Structures to Support Business Development & Lead Generation

Teodora Boteva, President of CITCA and Trade Commissioner of the Republic of Bulgaria, Chicago

Marcelo Boffi, Trade Commissioner, Consulate General of the Republic of Argentina, Chicago

Olivier Kamanzi, President US-African Chamber of Commerce

Jose David Murillo Quesada, Consul General of the Republic of Costa Rica, Chicago

Moderator: Laura Ortega, Executive Director, International Business Council

4:45pm | Closing Remarks

Neli Rowland, CEO A Safe Haven Foundation

4:45-530pm | Networking Reception

By MetaWine & Puerto de Indias

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