

April 20: In-Focus Country Series - Japan
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APRIL 20

IN-FOCUS COUNTRY SERIES: JAPAN

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As one of Nebraska's two largest trading partners in Asia, our relationship with Japan is high on our list of international interests! Japan is Nebraska's third largest export market and our state's largest direct foreign investor. We have completed ten state-led trade missions to Japan over the past 25 years; and opened the Nebraska Center Japan in 2006 to develop and support mutual trade between our two regions. While there are many questions regarding the direction of world trade without US engagement in the TPP, Nebraska's efforts to pursue international trade continues.

This is your opportunity to learn more about existing trade promotion activities, resources available for assistance and the future of trade with Japan.

Speakers:

- Naoki Ito, Consul-General of Japan in Chicago
- Ichiro Sone, Chief Executive Director, JETRO-Chicago
- Ralph Inforzato, Executive Director, Business Development, JETRO-Chicago
- Courtney Dentlinger, Director, Nebraska Department of Economic Development

Nebraska Business Panel:

- Terry Tanaka, Sr. Vice President, Operations & Corporate Management, Henningsen Foods
- Lance Kotschwar, Chief Ethics & Compliance Officer, Vice President, Government & Industry Affairs, The Gaviion Group, LLC
- Jeremy Baker, Director of Business Development, Oxbow Animal Health
- Aaron Caldwell, Founder and Chief Executive Officer, Z3 Technology

Topics of Discussion:

- Nebraska's history of trade and investment with Japan
- Does the U.S. withdrawal from TPP and talk of a US-Japan Trade Agreement look promising
- Current issues that might affect future trade with Japan
- What should we expect regarding our future relationship with Japan
- Changes in the new administration that will impact your business with Japan/US

EVENT DETAILS

Date: Thursday, April 20, 2017

Time: 8:00-8:30 am -- Registration/Networking (breakfast included)
8:30-11:30 am -- Program

Location: Tiburon Clubhouse, 10302 South 168th Street, Omaha, NE 402.896.1323

Fee: Platinum, Gold and Silver Members: Free
Bronze Members: \$35/person
Non-Members: \$75/person
Student/Retirees: \$35/person

REGISTRATION

To register for this event, please contact Gloria Penas at **402.596.1210**, email us at mita@mitaonline.org, or just [click here](#) !

Registration Deadline: Monday, March 13, 2017

Payment can be made at the door or sent to: MITA, P.O. Box 642123, Omaha, NE 68164 (no-shows will be billed).

TRAINERS

Naoki Ito **Consul-General of Japan in Chicago**

Naoki Ito attended the University of Tokyo Law School and University of Cambridge (Pembroke College) in the UK. He began his career in April 1984 when he joined the Ministry of Foreign Affairs (MOFA), a cabinet level ministry of the Japanese government responsible for the country's foreign relations. In 1999, he was appointed to the Embassy of Japan in Burma where he remained until moving to his first assignment in the U.S. to the Permanent Mission of Japan to the United Nations in New York in July 2001. Following his two-year stay in New York he continued to serve in a variety of positions of increasing responsibility within MOFA working in the Second Southeast Asia Division, Northeast Asia Division (Korean Peninsula) and International Cooperation Bureau until 2008. He spent three years as Minister in the Embassy of Japan in India and three years as Minister in the Embassy of Japan in the United Kingdom. In 2014, he became Deputy Director-General, Economic Affairs Bureau and European Affairs Bureau of MOFA, concurrently serving as Councillor, Cabinet Secretariat participating in FTA/EPA negotiations. He served as Vice President of the Japan International Cooperation Agency (JICA) from October 2015 to January 2017, when he was appointed Consul-General of Japan in Chicago. Mr. Ito began his duties in Chicago as Consul-General of Japan on February 17, 2017.



Ichiro Soné **Chief Executive Director** **JETRO-Chicago**

Ichiro Soné was appointed Chief Executive Director of the Chicago office of the Japan External Trade Organization (JETRO Chicago) in June 2013. As Chief Executive Director, he oversees JETRO Chicago's activities designed to facilitate trade and investment between Japan and 12 Midwestern states served by JETRO Chicago. Before coming to Chicago, Mr. Soné served as Director of the Overseas Offices Division at JETRO Tokyo HQ. In this role, he managed all of JETRO's overseas offices, responsible for the budget, staff training and development, and administration of more than 70 offices worldwide. He joined JETRO in 1988 after graduating Doshisha University in Kyoto with a bachelor's degree in art. He has a deep knowledge



on international business through working at Trade Fair Department and Invest Japan Department at JETRO Tokyo, and North America Bureau at Ministry of Foreign Affairs. His previous overseas postings were JETRO Los Angeles and JETRO San Francisco.

Ralph Inforzato
Executive Director
Business Development
JETRO-Chicago



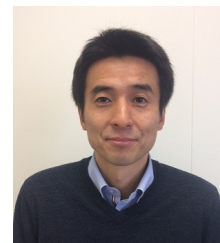
Ralph Inforzato is Executive Director, Business Development for the Chicago office of the Japan External Trade Organization [JETRO Chicago]. In this position he works to implement JETRO's team based projects to directly engage in assisting US business expansion to Japan. He initiates in-bound and out-bound technology collaboration for US & Japanese small and medium sized companies which has resulted in numerous business agreements. He also sustains the relationships that JETRO Chicago has with business, state government and university leaders. For the last thirty-two years, Mr. Inforzato has been involved in significant JETRO related business development projects: Japan-US Biotechnology Initiative (2002-2010), which has sent more than 500 representatives from North American life sciences companies, universities and research institutes to Japan, enabling them to initiate research collaboration and business development in the Japanese biotechnology and pharmaceutical communities. He is directly involved in the teams that implement JETRO's Japan service robotics business development projects and JETRO's Monozukuri program, a series of seminars focused on Japanese manufacturing philosophies for engineers in North American technology companies.

Courtney Dentlinger
Director
Nebraska Department of Economic Development



Courtney Dentlinger is director of the Nebraska Department of Economic Development (DED). Under Dentlinger's leadership, the department is undergoing a comprehensive reorganization to align the agency to better grow the state through attraction of innovative industries and talent. Prior to DED, she served as Executive Director of the Norfolk Area Economic Development Council, in Norfolk, Neb., where she built a new economic development department for the City of Norfolk from the ground up. Dentlinger also served in the Administration of Northeast Community College. During her tenure as the Executive Director of Development, she managed one of the largest capital campaigns in Northeast Nebraska in recent history. From 2005-2007, she practiced law as an Associate Attorney at Fitzgerald, Vetter & Temple in Norfolk, and from 2001-2004, she served as Associate Director of Government Relations with the nonprofit NAFSA: Association of International Educators in Washington, D.C, where she monitored legislation and regulations affecting international education, and worked with Congress and federal agencies to implement laws and regulations favorable to promoting international education. Dentlinger holds a Bachelor of Arts in Political Science, International Studies and Spanish from Wayne State College in Wayne, Neb., and a Juris Doctor from George Washington University College of Law in Washington, D.C.

Terry Tanaka
Senior Vice President
Operations and Corporate Management
Henningsen Foods

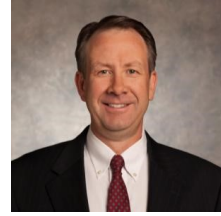


Terry Tanaka is the Senior Vice President of Operations and Corporate Management at Henningsen Foods. Henningsen Foods provides the food processing industry with specialty egg, meat and poultry products. Henningsen Foods offers a full line of ingredients that are perfect for today's high protein demands. Terry has worked at the corporate planning division of Kewpie in Japan for three years. Terry has been employed by Kewpie Corporation and Henningsen Foods since 2002. Terry has a Master's Degree of Food Science from Leeds University.

Lance Kotschwar
Chief Ethics & Compliance Officer

**Vice President, Government & Industry Affairs
The Gavilon Group, LLC**

Lance Kotschwar is the Chief Ethics & Compliance Officer at The Gavilon Group, LLC, a leading commodity management firm. He is responsible for regulatory compliance matters across the grain, ingredients, and fertilizer sectors. He also leads the company's Federal legislative and regulatory activities and participation in industry organizations. Kotschwar has more than 20 years of legislative and regulatory expertise. His previously served as general counsel to the U.S. Senate Committee on Agriculture, Nutrition and Forestry; general counsel to the U.S. House of Representatives Committee on Energy and Commerce; chief counsel to the U.S. House of Representatives Committee on Agriculture; counsel at the U.S. Department of Agriculture; and federal government relations counsel on behalf of agriculture and food industry clients. In Washington, Kotschwar played an instrumental role in several significant pieces of legislation affecting the food and agriculture industries, including the 1996 and 2002 Farm Bills, the Food Quality Protection Act of 1996, the Commodity Futures Modernization Act of 2000, the Plant Protection Act of 2000, the Grain Standards and Warehouse Improvement Act of 2000, and the Animal Health Protection Act. Kotschwar earned a Bachelor of Science degree in agriculture and a Juris Doctor degree from the University of Nebraska-Lincoln. He is a member of the Nebraska and District of Columbia bar associations.



**Jeremy Baker
Director of Business Development
Oxbow Animal Health**

Jeremy Baker is currently with Oxbow Animal Health where he has served in multiple capacities within the sales division both domestically and internationally. Jeremy joined Oxbow Animal health in 2007 after moving back from Chicago, IL where he held several roles in both sales and marketing for Black & Decker and Dewalt. You always come back home right? At least if home is Nebraska! Currently Jeremy serves as the Director of Business Development for Oxbow Animal Health. Leading a sales and customer service team of eight is only part of the fun. He is a member of the leadership team at the organization and works to support the strategic direction of a rapidly growing animal health company, in a global marketplace. Oxbow Animal Health currently supplies products throughout all of North America in addition to 30 other countries. Jeremy earned a degree in Marketing and Management from the University of Nebraska - Lincoln. He currently lives in Omaha, NE with his wife and two amazing boys with a third on the way! My philosophy is to always believe in yourself, your dreams, learn something new every day and strive to make a difference in the lives of others through knowledge and wisdom.



**Aaron Caldwell
Founder and Chief Executive Officer
Z3 Technology**

Aaron Caldwell is the founder and CEO Of Z3 Technology. Z3 Technology is an industry-leading, USA-based manufacturer of broadcast video encoders, high-end IP camera systems as well as OEM video encoder and camera solutions. Z3 was organized in 2006 and has customers in 38 countries. We are headquartered in Lincoln, Nebraska with engineering offices in Chicago, Illinois. From our subsidiary office in Japan to our team of video professionals, we know the needs of the global video community and serve customers in applications worldwide.



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2017 UPCOMING MITA EVENTS

April 20: In-Focus Country Series: Japan

- May 17:** MITA's World Trade Conference
- June 15:** Summer Networking Event: Riverboat Cruise
- September 21:** Ecommerce: Tools to Selling Across the Border (Annual Meeting)
- October 19:** Managing Transportation and Costs Effectively: Best Practices in Freight Management
- November 16:** TBA
- December 14:** Holiday Networking Event: Lauritzen Gardens
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This meeting, as well as future meetings, may be eligible for NCBFA.

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STAY CONNECTED:

