

2019 MITA'S WORLD TRADE CONFERENCE



Every year, the President of the United States declares the third full week of May as World Trade Week. Trade organizations, businesses and other stakeholders come together both nationally and locally to promote and facilitate international trade in the U.S. economy. This year the **Midwest International Trade Association (MITA)** will be hosting the **World Trade Conference** on **May 22nd**. Conference attendees will hear from several speakers on a variety of topics including trade updates and current international hot topics from industry experts on USMCA, how to implement a Blockchain, E-Commerce, local export success stories, amongst others. In addition, Nebraska Governor Pete Ricketts will address the attendees and present MITA's Excellence in Leadership and Development Achievement Award. Join MITA as we celebrate the importance of international trade on the region's economy as well as to gain collective expertise to help your business grow.

[Register Here](#)

Pete Ricketts
Governor of Nebraska

Growing Nebraska through International Trade

- Presentation of MITA's Excellence in Leadership and Development Achievement Award

Jeffrey Kessler
Assistant Secretary for Enforcement and Compliance
U.S. Department of Commerce

USMCA -- Modernizing NAFTA into a 21st Century Trade Agreement

- The United States-Mexico-Canada Agreement (USMCA) is the most comprehensive and high-standard trade agreement ever negotiated.
- It fully updates, modernizes, and rebalances the NAFTA to meet the challenges of the 21st century economy and to ensure that American workers, farmers, ranchers, and businesses, including small- and medium-sized enterprises, share in the benefits of the agreement.
- It will help drive economic prosperity, promote fairer and more balanced trade, and help ensure that North America remains the world's most competitive region.

Ernie Goss, Ph.D.
MacAllister Chair in Economics
Department of Economics and Finance
Creighton University

The Regional Economy-Black Swans & Golden Geese: The Outlook from Bankers and Manufacturers

- Trajectory of regional growth based on monthly surveys of bankers and manufacturers.
- Exports and imports: looking back and forward.
- Federal Reserve interest rate policies and the impact on trade.

- Economic risks and economic indicators to watch.
- What are the big economic risks, Black Swans?

**Pete Mento, Vice President of Global Trade and Managed Services
Crane Worldwide Logistics**

Trade and Geo-Politics: How our New Paradigm of Weaponized Tariffs is Effecting the Economy

- Now that we seem to have a new threat popping up every month concerning tariffs or sanctions, how will the changes to our Nation's attitude toward an innovation economy effect future decisions?
- How can companies prepare for what comes next and avoid the perils of trade wars?

**Paul DeLaria, Partner Solution Architect
Amazon Web Services (AWS)**

How to Implement a Blockchain: A Look at Applications Using Blockchain on AWS

- AWS Overview: What is AWS?
- Blockchain:
 - * What is blockchain?
 - * Introduction to Amazon Managed Blockchain.
 - * How it Works.
 - * Getting Started on Amazon Managed Blockchain.

**Dave Rippe, Director
Nebraska Department of Economic Development**

An Update on Nebraska's Economic Developments

- Opportunities for international business in Nebraska.
- Future trade missions.

Successful Exporters: Leveraging Strategies and Resources to Grow Your International Business (Panel Discussion):

- Strategic Advantages: How do global exporters leverage strategic advantages to grow beyond North America?
- Success Models: What do successful exporters do differently than other firms?
- Successful small businesses leverage the STEP Grant to help grow their international business!
- How to bring it all together.

Panelists:

Raquel Kangas, Customer Success Manager, RD Industries

Bob Stoupa, Vice President of Business Development, KZCO

Adam Kosmicki, Vice President of Technical Services & Sales, American Beer Equipment/Norland International

Susan Rouch, Export Development Manager, STEP Grant Administrator, Nebraska Department of Economic Development

EVENT DETAILS

Date: Wednesday, May 22, 2019

Time: 7:30-8:10 am -- Registration/Networking (breakfast included)
8:10-3:15 pm -- Conference
3:15-5:00 pm -- Networking Reception Sponsored by First National Bank

Location: Embassy Suites Omaha-LaVista Conference Center
12520 Westport Parkway
LaVista, Nebraska

Fee: This event is FREE to Platinum, Gold and Silver MITA Members.

Bronze Members: \$50/person
Additional Member Fee: \$75/person
Non-Member Meeting Fee: \$95/person
Student/Retiree Meeting Fee: \$35/person

REGISTRATION

To register for this event, please contact Gloria Penas at [402.596.1210](tel:402.596.1210) or mita@mitaonline.org, OR just [click here](#).

Registration Deadline: Friday, May 17, 2019

Late Registration Fee: \$10/person

Payment options include:

- Credit card payment at the meeting via Square Card Reader (an additional 3% processing fee will be applied)
- PayPal option available during final registration process on the MITA website (standard PayPal fees apply)
- Company check at the door or mailed in advance to MITA, PO Box 642123, Omaha, NE 68164.

Dress: Business Casual.

No-shows will be billed.

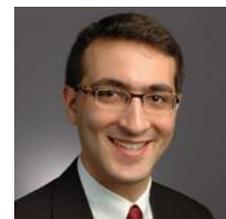
SPEAKER BIOS

Pete Ricketts **Governor of Nebraska**



Governor Pete Ricketts was sworn in as Nebraska's 40th Governor on January 8, 2015. Governor Ricketts was first elected to office upon winning the Nebraska gubernatorial election on November 4, 2014. Prior to his election as governor, he worked to support Nebraska entrepreneurs and startup companies. Born in Nebraska City and raised in Omaha, Ricketts is the son of an entrepreneur and a public school teacher. Governor Ricketts and his wife, First Lady Susanne Shore, have been married for 21 years and live in Omaha. They have three children: Roscoe, Margot, and Eleanor. Ricketts graduated from Westside High School before attending the University of Chicago where he earned his bachelor's degree in biology and an MBA in marketing and finance. After graduate school, Ricketts returned to Omaha and worked for Union Pacific before working as a customer services representative in his family's business, a company that would eventually become known as Ameritrade. He went on to hold leadership roles in the company including Senior Vice President of Strategy and Business Development, Senior Vice President of Product Development, Senior Vice President of Marketing, President, and Chief Operating Officer (COO). He is also a past board member of TD Ameritrade's Board of Directors. Ricketts is the founder of Drakon, LLC that supports local entrepreneurs and startup companies. He also serves as a director for the Chicago Cubs baseball team. Driven by a desire to give back to his community and create education and job opportunities, Governor Ricketts has taken on leadership roles in local and state associations and organizations. Currently, he serves on the boards of the Mid-America Council of the Boy Scouts and the Christian Urban Education Service (CUES). Additionally, he serves as a director for the Children's Scholarship Fund Foundation, a director of the Nebraska Game and Parks Foundation, a member of the Board of Advisors of Opportunity Education Foundation, a member of the Archbishop's Committee for Development, a member of the Knights of Columbus, and a Knight of the Holy Sepulchre. Governor Ricketts and his family attend St. Margaret Mary's church.

Jeffrey Kessler **Assistant Secretary for Enforcement and Compliance** **U.S. Department of Commerce**



Jeff has extensive experience assisting U.S. companies to overcome foreign market access barriers. Prior to joining ITA, Jeff was a counsel in the International Trade, Investment, and Market Access group at Wilmer Cutler Pickering Hale and Dorr LLP, where he represented U.S. manufacturers in domestic trade remedy proceedings and helped them obtain relief from unfair foreign trade practices. Jeff has also been involved in litigating several high-profile World Trade Organization disputes, successfully challenging foreign country practices that restrict international trade, and defending U.S. trade practices. Jeff also advised U.S. companies and industry associations on trade, investment, and market access barriers imposed by China. Jeff earned a B.A., magna cum laude, from Yale University, an M.A. from the University of Chicago, and a J.D. and M.A. from Stanford University, where he was an articles editor of the Stanford Law Review and a John M. Olin Law and Economics fellow.

Ernie Goss, Ph.D.
MacAllister Chair in Economics
Department of Economics and Finance
Creighton University



Ernie Goss is currently the MacAllister Chair and Professor of Economics at Creighton University in Omaha, Nebraska, and Director of the Goss Institute in Denver, Colorado. He is also a Research Faculty member at California State University-Fresno. Dr. Goss was a visiting scholar with the Congressional Budget Office for 2003-04 and former faculty research fellow with NASA. His book, *Changing Attitudes toward Economic Reform during the Yeltsin Era* was published by Praeger Press in 2003 and his book *Governing Fortune: Casino Gambling in America* was published by the University of Michigan Press in 2007 (www.erniegoss.com). He is editor of *Economic Trends*, an economics newsletter published monthly that is distributed to more than 10,000 subscribers. He conducts three monthly surveys across 13 states. He will report the findings at MITA's World Trade Conference.

Pete Mento
Vice President of Global Trade and Managed Services
Crane Worldwide Logistics



Pete Mento is the Vice President of Global Trade and Managed Services for Crane Worldwide Logistics. In this role he leads the development, marketing and innovation of Customs, Regulatory and Global Trade Products, Secured Transportation Offerings, Management Consulting, Integrated Managed Services and Software Solutions. Prior to joining Crane Worldwide, Mr. Mento was Practice Leader and Principal of Ryan Tax LLC's Customs and Global Trade Practice. While there, he managed the recovery and avoidance of global duties and VAT for importers all over the world. Mr. Mento also served as the Principal Consultant of Expeditors Tradewin where he spent 7 years managing and leading the organization. Mr. Mento is a Customs House Broker, Foreign Relations Expert and Trade Academic. He is one of the world's leading experts on International Trade Policy and Supply Chain Security. Mr. Mento received his ALM in Government (Trade Theory Focus) from Harvard University and did his undergraduate work at Maine Maritime Academy where he served five consecutive terms as a member of the advisory board. Mr. Mento is a Trade Academic who has written many articles and work papers on Trade Theory and Trade Practices. His PhD studies at the University of Durham in the United Kingdom in Trade Law focused on applied economic theory toward cargo security. Because of his passion for the topic and his skill at illuminating complex (and often dry) topics in international trade and economics, Mr. Mento is a highly sought-after speaker all over the world. A former professional standup comedian, he has conducted sold out lectures to tens of thousands of people in every imaginable venue - from University lecture halls to night clubs. His style of mixing economics, history and humor is always a welcome change for his clients and students. He is the most unlikely trade nerd you will ever meet.

Paul DeLaria
Partner Solution Architect
Amazon Web Services (AWS)



Paul DeLaria is a Partner Solution Architect for AWS. Paul consults with clients and partners on enterprise-scale computing solutions using next-generation technologies. He works directly with clients to develop flexible and resilient cloud architectures that address customer business problems and accelerate the adoption of services. As a business-oriented technologist, Paul is uniquely able to communicate the value proposition of technical architecture by clearly connecting technology to measureable business outcomes for enterprises. Paul has 20+ years of consulting and industry experience leading large, multifunctional transformation programs for clients. Prior to joining AWS, Paul had numerous technical and architectural engagements at IBM, Terremark (www.terremark.com) and AT&T Hosting and Application Services (www.att.com). Serving the role of strategic business advisor enabled Paul to lead growth efforts in ecommerce and multichannel initiatives at some of largest and most complex client engagements. Paul holds an M.B.A. from the University of St. Thomas and a Bachelor of Business Administration from the University of Wisconsin-Eau Claire. Additionally, he holds five technical certifications, 2 from AWS and 3 from IBM.

Dave Rippe

Director
Nebraska Department of Economic Development

Dave Rippe was appointed by Governor Pete Ricketts to lead the Nebraska Department of Economic Development and began his work for the agency in December of 2017. He previously worked as the Executive Director for the Hastings Economic Development Corporation for eight years, advocating for community and business growth. In that role, he worked to advance downtown revitalization efforts in Hastings, as well as numerous corporate expansions and small business startups. Before taking the job in Hastings, Rippe was an economic development consultant in business recruitment for the Nebraska Department of Economic Development and a fiscal analyst in the Legislative Fiscal Office. Rippe has a Master of Business Administration Degree in Strategic Management and Finance from the University of Nebraska-Lincoln, and a Bachelor of Science Degree from Nebraska Wesleyan University. Dave is married to Kristi, and they have a 6 year old daughter, Julia.



Raquel Kangas
Customer Success Manager
RD Industries

Since 2013, Raquel Kangas has been a leader in driving customer success and sales management with a primary focus on international sales for RD Industries. As customer success manager for RD Industries, she has been instrumental in increasing communications between departments leading to increased customer satisfaction and implemented numerous processes for continuous improvement. Her focus is helping clients understand how to optimize their strategy and align products and innovation projects to meet and exceed their business goals. Before RD Industries, Raquel established the international department of NEI Global Relocation; she facilitated 600+ international real estate transactions as well as selected and managed over 150 vendor relations. As the International Operations Director she oversaw the day-to-day operations, lead the global strategy of the business that dramatically influenced the overall business growth. Raquel began her love of international business through her time living in Russia, where she started as a Peace Corps Volunteer working with regional economic development initiatives. After her Peace Corps service, she stayed in Russia and continued her economic development work through the US Embassy in Moscow and Russian Ministry of Labor. With the support of the Ministry of Foreign Affairs and Ministry of Labor, she founded 13 regional offices where she successfully developed numerous program initiatives. Raquel received her Masters of Business Administration from Bellevue University in International Management, and her Bachelor's Degree from South Dakota State University in English, History, and Russian Studies. She has completed numerous executive leadership and sales management training programs.



Bob Stoupa
Vice President of Business Development
KZCO

Bob is a creative, bottom line oriented, marketing professional with experience in retail and industrial markets. He joined KZValve in March 2011, and has served as Marketing Manager, Sales Director, and Vice President of Business Development. Bob brings over thirty years of sales and marketing experience and the determination to create profitable opportunities for KZValve in North America, South America and Europe. His experience in key account management, account prospecting, new product development, and market analysis enhances the culture of continuous improvement at KZValve. Bob graduated from the University of Nebraska - Lincoln in 1987 with a Bachelor of Science Degree in Business Administration and has held sales and marketing positions at Black & Decker, Rubbermaid, and Sandoz Pharmaceuticals prior to joining KZValve.



Adam Kosmicki
Vice President of Technical Services & Sales
American Beer Equipment/Norland International

Adam is a native of Loup City, Nebraska with a degree in Electrical Engineering from UNL. Adam joined Norland in 1996 while attending UNL and has served in many roles within the company from electrical tech, engineer, customer service technician, technical sales, and various management roles. Adam has traveled extensively throughout the world installing and selling the Norland product lines while helping their customers, employees, and the company maximize its opportunities.



Susan Rouch
Export Development Manager
STEP Grant Administrator
Nebraska Department of Economic Development



Susan has over 30 years of experience in international trade promotion and development as a member of the international business community, University of Nebraska and Nebraska Department of Economic Development. She has been invited and participated as a speaker in two and three-week business exchange tours in Japan, Russia and the Ukraine, and has assisted in the development of an international business curriculum for use in post secondary education classes nationwide. Susan has organized, managed and participated in Governor-led trade missions abroad, traveling to Canada, Mexico, Argentina, Brazil, Chile, Great Britain, Germany, China, Hong Kong, Taiwan, Japan, Russia, Great Britain, and the Ukraine. She is past president of the Midwest International Trade Association (MITA), current member of the MITA Advisory Council, past-chair and current member of the Nebraska District Export Council. Susan also serves as Administrator of the Nebraska State Trade Expansion Program, otherwise known as the STEP Grant Program, encouraging and assisting small businesses in reaching new and expanding international markets.

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2019 UPCOMING MITA EVENTS

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| June 27 | Tour of Innovation Campus-Lincoln, NE |
| July 11 | Summer Networking Event: Soaring Wings |
| Sept. 19 | USMCA FORUM: An Update From the Leading Trade Negotiators and Experts in the North American Trade Talks |
| Oct. 17 | TBA |
| Nov. 21 | Incoterms 2020 by Frank Reynolds |
| Dec. 7: | Holiday Networking Event |

This meeting, as well as future meetings, may be eligible for NCBFA.

MITA | 402.596.1210 | Email: mita@mitaonline.org | Website: mitaonline.org

STAY CONNECTED:

