



ABOUT SUMMIT SPEAKERS BIOGRAPHIES

THE NEW ENGLAND TRADE DEVELOPMENT SUMMIT

OCTOBER 17 AND 18, 2011

NEW BEDFORD,
MASSACHUSETTS, USA

WAYPOINT CONFERENCE
CENTER

& FAIRFIELD INN & SUITES BY
MARRIOTT NEW BEDFORD

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HARBOR DEVELOPMENT COMMISSION



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Mayor Scott Lang

Mayor
City Of New Bedford

Scott W. Lang is the 37th Mayor of the City of New Bedford. With a strong history of civic engagement and public service, Scott Lang saw an opportunity to become even more involved in his community by entering the race for Mayor of the City of New Bedford in 2005. Upon his election, Mayor Lang wasted no time in rallying the community and addressing the quality-of-life issues most important to city residents. In his first term, he led a full-scale, comprehensive effort to reduce crime, including re-opening police district stations and strengthening the police presence community wide; initiated an aggressive program to address abandoned and tax delinquent properties; created jobs by supporting small businesses; resolved collective bargaining agreements with city employee unions; reduced a projected FY '06 budget deficit; initiated city financial management system improvements; and sparked a statewide discussion about the need to modify the State's MCAS graduation requirement. In 2007, Mayor Lang was re-elected for a second term by 87% of voters and his priorities continue to include enhancing public safety, competing to create more and better jobs, managing city government efficiently, preparing New Bedford children to meet the challenges of their future, developing strong, vibrant neighborhoods and strengthening community spirit. For his distinguished leadership regarding education issues, Mayor Lang received awards in 2007 from the Massachusetts Association of School Committees and the Citizens for Public Schools. For his innovative leadership on a myriad of issues impacting the New Bedford community, NBC 10 and The Standard-Times named him the "2006 SouthCoast Man of the Year". In 2008, Mayor Lang was nominated to serve on the Massachusetts Local Government Advisory Council; a group of officials who advise the Governor on key issues facing cities and towns. Mayor Lang has also initiated and raised the funds to support an annual summer youth program for New Bedford teenagers, structured on community service, classroom learning and professional development and enrichment activities.



Kristin Decas

Port Director / Executive Director and CEO,
New Bedford Harbor Development Commission

Starting January of 2007, Kristin Decas has served as the CEO and Executive Director of the New Bedford Harbor Development Commission (HDC), the governing entity for the Port and the municipal organization responsible for managing the Port of New Bedford and its waterfront facilities and properties. In this capacity Ms. Decas is responsible for the operations and policies of the HDC and for the strategic economic development of the Port. Ms. Decas as Executive Director manages all port real estate owned by the City including 21 commercial properties, 5 municipal fish piers, 1,600 linear feet of fish product unloading dock, the Whales tooth parking lot and its ferry shuttle service, and a 198 slip marina. She is responsible for the assignment of the Harbor's 500 moorings and the enforcement of rules regarding the use of piers, wharves, parking areas, and navigational waterways. Ms. Decas oversees the Port's harbor master functions. She manages capital development projects and the HDC budget. She oversees the daily operations of the HDC and its personnel.



JOSEPH K. HURD III

Senior Director, Export Promotion and Trade Policy
U.S. Department of Commerce
International Trade Administration

In October 2009 Joe Hurd was appointed Senior Director, Export Promotion and Trade Policy for the International Trade Administration at the U.S. Department of Commerce. In this capacity Joe provides leadership for the Trade Promotion and Coordinating Committee (TPCC), an inter-agency trade promotion secretariat chaired by the Secretary of Commerce, Gary Locke.

The TPCC is the principal implementing agency behind the National Export Initiative recently announced by President Obama. As part of TPCC's mission to advance a government-wide trade promotion agenda, Joe works directly with the heads of the State, Treasury, Export-Import Bank, OPIC and U.S. Trade Representative, and over 10 additional government agencies.

Prior to joining the Department of Commerce, Joe spent ten years in senior business development and international sales/operations positions for a number of Silicon Valley start-up companies, including Friendster, VideoEgg and Apptera. He negotiated over 200 internet and e-commerce deals, built online sales teams that delivered over \$50M in global revenue, and opened sales offices in England, Australia, the Philippines, Hong Kong and Kuala Lumpur. Before Silicon Valley, Joe was responsible for business development in Tokyo and Sydney for America Online, Inc. and practiced corporate and securities law in London with Linklaters, a British law firm. He is a member of the New York, Massachusetts and District of Columbia bars, and is also a Solicitor of the Supreme Court of England and Wales.

A native of Wellesley, Massachusetts, Joe received a J.D. from Harvard Law School, a masters in international affairs from Columbia, and an A.B. in East Asian Studies and Government with honors from Harvard College. He is a life member of the Council on Foreign Relations, the International Institute of Strategic Studies, and the Council for Emerging National Security Affairs. Committed to public service, Joe is a Venture Advisor to high school entrepreneurs through BUILD, Inc., a non-profit in the Bay Area. He commutes between Washington, DC and Los Altos, CA where he lives with his wife, daughter and son.



Elizabeth Black Robson, Esq.

Sr. Vice President
JF Moran

Betty Robson is a principal and Sr. Vice President of JF Moran, a national customs broker, forwarder and worldwide logistics provider. She has been a Licensed Customs Broker since 1988, is a member of both the Massachusetts and Florida Bars, and is admitted to practice in the U.S. Court of International Trade. She received her B.A. from Boston College in 1987 and her J.D. from Stetson University College of Law in 1997. Betty is a past president of the Boston Customs Brokers and Freight Forwarders Association and is a longtime member of CONECT and the National Customs Brokers and Freight Forwarders Association. Betty is also an adjunct professor in Johnson & Wales University's graduate and undergraduate programs where she teaches global economics and international business classes.



Frank Mahady

Principal
FXM Associates

Frank Mahady is an economist and urban planner with 40 years professional experience in economic development, transportation, and real estate. He is Principal of FXM Associates, an economic consulting firm founded in 1991. FXM has conducted over 50 waterfront economic and planning projects in the past five years, ranging from assessments of the economic effects maritime industries on statewide economies to individual port and cargo market, financial and economic impact assessments.



Matt Morrissey

Executive Director
New Bedford Economic Development Council

Matthew A. Morrissey serves as Executive Director of the New Bedford Economic Development Council, Inc. (NBEDC). The NBEDC, in conjunction with Mayor Scott Lang, sets the agenda for New Bedford's strategic economic development growth. The NBEDC is governed by a board of directors and broad based Council of business and community leaders.

New Bedford leads in new growth amongst the 11 gateway cities in the Commonwealth—creating nearly 2,000 new and construction jobs and capturing more than \$340 million in private investment over the past 5 years. A few specific examples of these results include New Bedford being named the home port for the Cape Wind project that will create hundreds of new jobs and millions in new investment; the city's first hotel in 40 years; the redevelopment of the Fairhaven Mills area and the development of the mixed use project anchored now by Market Basket, more than 40 businesses either opening or expanding in the city's historic downtown since 2007; the redevelopment of six historic mills located in the city's upper harbor; and the development of a premier crew course with plans to construct a water front community center and boathouse on the river's edge.

He holds a BA in English from the University of Massachusetts Dartmouth and is the graduate of a year-long program at Harvard University's Graduate School of Design Advanced Management Development Program in Real Estate.



Michael Hunter

Undersecretary for Business Development
Executive Office of Housing and Economic Development

Mr. Hunter is currently the Undersecretary for Business Development at the Executive Office of Housing and Economic Development. Michael was formerly an Assistant Vice President at DMJM/Harris (a firm specializing in Transportation and Infrastructure) managing mixed use real estate projects. He has held a number of management and business development positions over the last several years in the public and private sector including Real Estate Manager for supermarket retailer Supervalu, Deputy Director for Institutional Real Estate for the Boston Redevelopment Authority and a Public Finance specialist at the former Bank of Boston. Mr. Hunter began his career in Boston as a Strategic Planner for the Governor's Office of Economic Development in the administration of former Governor Michael Dukakis. He earned a B.A in Political Science from Holy Cross and Master's in Management from the Heller School at Brandeis University



Ed Anthes-Washburn

Director of Operations
Port of New Bedford

Edward C. Anthes-Washburn serves as the Director of Operations at the Port of New Bedford. Prior to his work at the port, we worked in port infrastructure development at the Massachusetts Seaport Advisory Council in Fairhaven, Massachusetts. Ed is also a Research Fellow at the Institute for Global Maritime Studies, a non-profit research organization that grew out of the Tufts Fletcher School. He has a city planning background, and has a long-standing interest in maritime studies and the effects of shipping on municipal and regional economies. He received a B.S. in Urban Studies from the College of Architecture Art and Planning at Cornell University and a M.S. in Public affairs from the University of Massachusetts- Boston. Prior to his work for the Port of New Bedford and Commonwealth of Massachusetts, he was hired by the New Orleans Planning Initiative to help create a comprehensive, resident-driven plan to rebuild the Upper and Lower 9th Ward.



Ricardo Rodríguez Arana

Projects Director
General Coordination for Ports and Merchant Marine
SCT, Mexico

Mr. Ricardo Rodríguez is the Projects Director at the General Coordination for Ports and Merchant Marine, in the Ministry of Communications and Transportation in Mexico. In his present position, he is responsible for supervising the projects in the port and maritime transportation sectors in Mexico. He has been involved in analyzing and proposing solutions for issues related to land connectivity in the Mexican ports and short sea shipping.

He has been actively involved in forming and working for the Trilateral Working Group for Short Sea Shipping, along with Transport Canada and the US Maritime Administration, as the Mexican representative in the Group, in order to promote and develop short sea shipping projects and activities in North America.

Before joining the Coordination, Mr. Rodríguez worked for 14 years for Grupo TMM, the leading logistics and transportation company in Mexico. He was mainly involved in planning and project evaluation for both the shipping and land transportation and logistics businesses. He has also consulted extensively both in the public and private sectors in Mexico, mainly in activities related to the supply chain management.

Mr. Rodríguez got a BS degree in Chemical Engineering at the National University of Mexico and did graduate studies in Operations Research both at the University of Michigan and Cornell University in the United States.



Pierre Bernier

Maritime Terminal, inc.

Over 30 year experience in the handling and distribution of various ocean cargoes, mainly perishables goods, as an importer, exporter, ship broker, vessel agent, freight forwarder, stevedore and warehouseman.



Capt. Jeffrey Flumignan

Director

Maritime Administration's North Atlantic Gateway

Capt. Jeffrey Flumignan is the Director of the Maritime Administration's North Atlantic Gateway, a region that encompasses one of the largest concentrations of shipping and maritime activity in the nation. He is responsible for the strategic planning, execution, and management of projects that advance the Department of Transportation's objectives to enhance safety, promote the marine transportation system and economic growth, reduce congestion, protect the environment, and support emergency preparedness.

Capt. Flumignan has over 25 years of experience in shipping, maritime labor relations, contract management, and vessel operations. He served on active duty in the Navy, as Operations Manager at Liberty Maritime Corporation and then joined the faculty of the Merchant Marine Academy as Academy Training Representative. For over a decade, he supervised the professional development and at sea training of thousands of future merchant marine officers. Active in the international shipping community, he served as Head of Delegation for the United States at the 2010 NATO Shipping Working Group and as the US Navy's delegate for the 2009 NATO Planning Board for Ocean Shipping.

A native of Detroit, Michigan he is a graduate of the United States Merchant Marine Academy at Kings Point and the Naval War College in Newport, Rhode Island. Capt. Flumignan and his family reside in Holbrook, New York.



Rudy Mack

COO

American Feeder Lines

Rudy Mack has over 40 years of experience in liner and global container shipping. He spent 35 years at Hapag-Lloyd as Regional President for Asia and the Americas and as a Managing Director of Hapag-Lloyd AG. In August 2007 he founded Rudy Mack Associates Inc., a management consulting company based in New York City. Today he is Chief Operating Officer of American Feeder Lines.



James Russell
President
New Bedford Whaling Museum

Formerly the Vice President of the International Yacht Restoration School (IYRS) and The Museum of Yachting in Newport, RI, Mr. Russell has 20 years of experience in a variety of nonprofit educational institutions. He has a lifelong interest in art and 15 year's experience with maritime museums.

At IYRS, Mr. Russell served on the senior management team during a period of dramatic growth. During his tenure there, he established a "culture of giving," turning school finances around and expanding philanthropy. He established an entrepreneurial spirit in the organization by building multiple revenue streams and designed an effective regional and national fundraising strategy. When an opportunity arose for IYRS to merge with The Museum of Yachting, he spearheaded that transition and repositioned the museum as an educational institution.

During his tenure at the Herreshoff Marine Museum, the museum was awarded several significant federal and state grants for renovation and preservation of the campus. He oversaw record fundraising for both operating and capital projects. Mr. Russell worked with the America's Cup Hall of Fame Selection Committee and organized four international America's Cup Hall of Fame induction ceremonies. At the Boston Center for the Arts, he managed a capital campaign for the renovation of the historic Cyclorama building in conjunction with funding an education program serving youth.

Named Director to the Attleboro Museum in 1994, he managed its relocation to and renovation of new quarters in Attleboro, where he established the museum as an anchor in the revitalization of the downtown area. In his dual role as Director and Curator, he implemented a slate of exhibits and events that focused on community outreach and engagement.

Mr. Russell attended Harvard, where he majored in science with additional course work in art. Following undergraduate work, he completed a two-year apprenticeship with noted sculptor Dimitri Hadzi.

A US citizen and resident of Attleboro, MA by way of England and Ireland, Mr. Russell and his wife, Delia, have two children: Aine, age 16, and Owen, age 14. Delia Russell is the project coordinator of the Black Women's Health Study at Boston University's Slone Epidemiology Center.



Congressman Barney Frank

Congressman
Massachusetts 4th District

Barney Frank represents the Fourth Congressional District of Massachusetts, and he is also the Ranking Member of the House Financial Services Committee. Last year, he helped pass the Dodd-Frank Wall Street Reform and Consumer Protection Act," a new law that the Washington Post has called "the most sweeping overhaul of the nation's financial regulatory system since the Great Depression."

Frank began his career in the Massachusetts State House, where he served for eight years before winning a seat in the U.S. Congress in 1980.

Although he is widely-recognized for his work on national issues, Frank has also fought to help New Bedford fishermen, to bring commuter rail to the Southcoast, to provide affordable rental housing, and to support many local organizations and businesses.



James Paul

Director
U.S. Commercial Service

Mr. James Paul is Director of the U.S. Commercial Service, a division of the U.S. Department of Commerce, office in Boston. Mr. Paul currently uses his more than 15 years of international trade experience to assist U.S. exporters with penetrating markets overseas.

Mr. Paul has previously held international trade positions with the World Trade Center Association, a global logistics firm, and an export/import company.

Mr. Paul graduated with honors in receiving a Bachelor of Art's degree in Political Economy from the University of California, Berkeley. He also earned a Master of Business Administration in International Management from the Thunderbird School of Global Management.



Scott Brotemarkle

Director of Program Development & Technology
American Association of Port Authorities

Scott Brotemarkle is the Director of Program Development & Technology at the American Association of Port Authorities. As part of his purview, Scott engages with federal agencies in a number of areas related to freight transportation and waterborne commerce. He also leads the association's surface transportation and freight mobility policy initiatives including education and training, best practices development, and stakeholder outreach. In addition, he staffs the Port Operations & Information Technology Committees within AAPA.

Mr. Brotemarkle holds a Masters degree in Transportation Policy, Operations & Logistics from George Mason University and a Bachelors degree in History from Virginia Tech.



JOSÉ LUIS PAZ VEGA

Head of the Trade and NAFTA Office, and Representative of the Secretary of the Economy of Mexico in Washington, DC.

Mr. Paz- Vega has held several positions in the public sector in the last few years. He worked for the Ministry of the Economy (formerly Secretary of Trade and Industrial Promotion –SECOFI-), from 1995 to 2001, first as advisor of the Undersecretary for International Trade Negotiations and later as Director for APEC Affairs and Bilateral Relations with Asia-Pacific, Africa and the Middle East. During this period, he represented Mexico on trade and investment issues in APEC, participated in the negotiations for a FTA between Mexico and Singapore and in the preliminary discussions for a FTA with Japan. Previously, he worked in the National Council for Science and Technology (CONACYT) and in the Secretariat of Public Education (SEP).

He has been also Private Consultant, advising the Mexican Chapter of the APEC Business Advisory Council (ABAC), he was External Consultant to the Interamerican Development Bank (IDB) regarding the negotiation process of the Free Trade Area of Americas (FTAA), and Commercial Representative of the State of Missouri in Mexico City.

From 2004 to 2006, he was Director General for International Economic Affairs in the President’s Office in Mexico, where he was in charge of the negotiations and coordination of Mexico’s participation in the Security and Prosperity Partnership of North America (SPP), the US-Mexico Partnership for Prosperity (P4P), and the Canada-Mexico Partnership. In all these initiatives Mr. Paz-Vega acted as the Mexican government negotiator with the US and Canada counterparts and liaison with the national private sector. In the Office of the President he also coordinated the development of the Logistic Corridor at the Tehuantepec Isthmus, and was the Technical Secretary of the Iberoamerican School of Government and Public Policies in Mexico (IBERGOP-Mexico).

In the academy, he has been lecturer of International Economics at the Monterrey Institute of Technology (ITESM).

Currently he is the Head of the Trade and NAFTA Office, and Representative of the Secretary of the Economy of Mexico in Washington, DC. Mr. Paz-Vega holds a bachelors degree in Economics from the Monterrey Institute of Technology (ITESM) and a Masters in Science degree in Economics from Texas A&M University with a specialization in International Economics and Econometrics. He also studied a Graduate Diploma in Regional Economic Integration in the University of Barcelona (UB).



Bonita Oehlke

Market Specialist

Department of Agricultural Resources

Bonita Oehlke, Market Specialist, coordinates export development activities for the Massachusetts Department of Agricultural Resources for food, seafood and agricultural businesses, working closely with Food Export USA Northeast and the USDA Foreign Agricultural Service.

She holds advisory positions on several boards to develop value-added businesses for growers and to assist food and seafood companies to expand markets. She also works with the Massachusetts Specialty Foods Association, the Western MA Food Processing Center, the Cranberry Marketing Committee, the Cape Cod Cranberry Growers Association, New England Apple, the MA Nursery and Landscape Association, the MA Farm Winery and Growers Association and the National Association for Specialty Foods.

Bonita has a BS from the University of Wisconsin-Stout, in Food Science, and an MS from Boston University. She grew up on a diversified family farm in the Midwest. Her family operates a third generation farm – now in corn and soybeans.



Paula Murphy
Director
Massachusetts Export Center

Paula is founder and director of the Massachusetts Export Center, part of the Massachusetts Small Business Development Center Network. She has over twenty years of international business experience in both the public and private sectors. Paula helps exporters through counseling, technical assistance, training, market research, and publication development. In addition, she has helped to organize several overseas marketing activities, such as trade shows and trade missions. Most recently, Paula has launched the Export Center's successful Compliance Alliance initiative, which provides a forum for exporting firms to share best practices and stay current on export regulatory compliance issues. In 2009, clients reported over \$227 Million in export sales as a direct result of the Massachusetts Export Center's assistance.

In addition to her role at the Export Center, Paula teaches graduate-level international marketing and export/import operations at Boston University. Previously, she served as international trade counselor for the Commonwealth, and was an international marketing consultant with Hagan & Company, where she served as the New England agent for a number of foreign government agencies, including the Irish Trade Board (now Enterprise Ireland), the Australian Trade Commission and others. Paula has written numerous articles and publications on international trade. She has led the Massachusetts Export Center to receive numerous awards in 2008, the Export Center was named the national winner of the SBA's Small Business Development Center Excellence and Innovation Award. In 2008, the Export Center also received the Presidential E Award the highest honor the federal government can give to American people, firms or organizations that have made significant contributions to the increase of American exports. Paula was also named the 2005 and 2008 Massachusetts State Star by the Association of Small Business Development Centers. She has served on the boards of several non-profit international trade organizations, and currently serves on District Export Council of Massachusetts and the India New England Business Council. She is a graduate of Suffolk University, received an advanced certificate in international trade from the American Graduate School of International Management Thunderbird, and is a Certified Global Business Professional.



Maryanne Burke

Senior International Trade Specialist
U.S. Commercial Service

I have been with the International Trade Administration (ITA) for 7 years, first working in ITA's Import Administration, investigating antidumping duty and countervailing duty trade cases, and in November 2010, moved to ITA's U.S. Commercial Service's Boston office as part of the National Export Initiative. I focus on the marine technologies and travel and tourism sectors.



Dennis Simmons
Commercial Officer
U.S. Commercial Service Office

In July 2011, Mr. Simmons began serving as the First Secretary for Commercial Affairs at the U.S. Commercial Service (CS) Mexico in the U.S. Embassy in Mexico City. In this capacity, Mr. Simmons serves as a senior advisor to the Senior Commercial Officer to Mexico. Mr. Simmons also manages the Energy, Renewable Energy, Financial Services and Textile and Apparel portfolio for CS Mexico. Mr. Simmons serves as CS Mexico's business development manager developing marketing and outreach strategies and managing all customer relations and service delivery standards.

From 2009-2011, Mr. Simmons assisted in implementing the National Export Initiative by working with Connecticut businesses to grow their international sales by identifying export markets and helping businesses navigate exporting challenges by devising export strategies for their U.S.-manufactured products and U.S.-based services. From 2006 to 2009, Mr. Simmons served as a Commercial Attaché at the U.S. Embassy in Mexico City. Mr. Simmons managed the Aerospace, Defense, Security and Finance industry portfolios in Mexico assisting U.S. companies in explore opportunities in these billion dollar markets. From 2003 to 2006, Mr. Simmons served as the Deputy Regional Senior Commercial Officer for the Caribbean at the U.S. Embassy in Santo Domingo during the negotiation and initial implementation of the DR-Central America Free Trade Agreement.

Mr. Simmons became a U.S. Department of Commerce Foreign Service Officer in February 2003. His assignments have included: Middletown, CT (2009-2011); Mexico City (2006-2009); and Santo Domingo (2003-2006). Dennis Simmons joined the U.S. Department of Commerce's International Trade Administration in 1997. From 1997-1999, Mr. Simmons served as a Ukraine Desk Officer and Program Officer for the Business Development Committees in the Market Access and Compliance Unit. From 1999-2000, he served as a country manager in the Newly Independent States and Central and Eastern Europe office in the U.S. Commercial Service. From 2000-2003, Mr. Simmons served as the Associate Director for West European Operations and Management in the U.S. Commercial Service. Prior to joining the U.S. government, Mr. Simmons worked for Enterprise Rent-a-Car.

The Foreign Service Selection Boards recommended Mr. Simmons for promotion in 2010 and 2005. Mr. Simmons has also received numerous performance-based awards: Recognition for Commitment to the Launch of NEI (2010); Sustained Superior Performance (2006); Sustained Superior Performance (2004); and Director General Award for Rookie of the Year (2004). In 2000, Mr. Simmons was recognized as a member of the Newly Independent States team, which received the U.S. Department of Commerce's Silver Medal Award for promoting commercial tax reform, market openings for U.S. companies, and the growth of U.S. trade and investment.

Mr. Simmons holds a bachelor's degree in Russian Studies from Stetson University in DeLand, Florida and a master's degree in Management from the Florida Institute of Technology in Melbourne, Florida. Mr. Simmons is the son of a retired State Department Foreign Service Officer and speaks Spanish, French, and Russian. Mr. Simmons is married to Foreign Service Specialist Monica Castellanos Simmons and they have two young children and a chocolate Labrador retriever. The Simmons Castellanos' hail from New Hampshire where they maintain a family home.



Richard D. Canastra

BOSTON SEAFOOD DISPLAY AUCTION

Vice President /Director

Boston, Massachusetts

2008 - Present

Boston has become one of the four major seafood distribution centers in the nation. Implementation BSDA will provide significant opportunity to strengthen and enhance not only Boston's seafood industry, but the region's as well, all at a time when federal regulations are challenging the industry to better manage this very important resource

THE BUYERS AND SELLERS EXCHANGE

Manager of Operations

New Bedford, Massachusetts

1997 – Present

BASE is an "Electronic Auction", a market exchange system designed to connect buyers and sellers at different locations to one central auction. The central auction is a concept which makes more fish available to more people at the same time, thereby marketing the products more efficiently and minimizing operational costs. This system promotes fair market value for a product. BASE is a far reaching quality program that integrates management practices with harvesting and processing techniques to measurably improve returns for everyone.

WHALING CITY SEAFOOD DISPLAY AUCTION

President/Director

New Bedford, Massachusetts

1992 – Present

A seafood auction for the port of New Bedford and Southern New England. The Auction provides an orderly open market allowing fisherman exposure to fair market prices for their product and buyers access to more predictable supplies of seafood.

R.C.C. FOODS

Co-Owner

New Bedford, Massachusetts

1991 - 1996

Responsible for buying scallops from vessels in New Bedford and selling them to processors in Southeastern Massachusetts.

THE BACHMAN COMPANY (FRANCHISE)

Reading, Pennsylvania

Owner/Operator

1986 - 1991

Responsible for operating the snack food franchise in the New Bedford Vendor Area for The Bachman Co. of Reading, PA. Eventually purchased the 1979 – 1986 Wholesale rights from the Bachman Co. in 1986.



John Joyce

Regional Manager
SBA Office of International Trade

John Joyce is the International Trade Officer representing the Small Business Administration (SBA) at the U.S. Export Assistance Center in Boston. He is responsible for directing SBA's international trade assistance program in the six New England states of Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont. As a member of the U.S. Export Assistance Center, John adds export finance assistance to the extensive export marketing programs offered by the Commercial Service of the U.S. Department of Commerce.

John has more than 25 years experience in international business. Previous to joining SBA, he served as an International Trade Specialist with the U.S. Department of Commerce and has worked in international sales and marketing for several corporations including three years working in Europe.

A native of the Boston area, John earned a B.A. from the University of Massachusetts, Amherst, and a M.B.A. from the Boston University Graduate School of Management.



Robert (Bob) P. Kenneally

Director
National Account Development

Bob Kenneally is Director, National Account Development, for C.H. Powell Company. He has been a Licensed Customs Broker since 1976. He is the past President and currently the Chairman of the Boston Customs Brokers and Freight Forwarders Association (BCBFFA), past Chairman of the Affiliated Presidents Network (APN) of the National Customs Brokers and Forwarders Association of America (NCBFAA), and current President of New England Duty Drawback Specialists, Inc. Mr. Kenneally has opened brokerage offices in New York, Philadelphia, and Los Angeles. He has conducted numerous seminars on a broad range of trade issues.



Timothy Murray
Lieutenant Governor
Massachusetts

Tim works side-by-side with Governor Patrick to promote job growth in every corner of the Commonwealth, while delivering landmark reforms in ethics, education, pensions, and our transportation system, to improve efficiency and help bring back trust in state government.

As a former three-term Mayor of Worcester, the state's second largest city, Tim is deeply committed to the success of our cities and towns, and has made protecting local aid a top priority for the Patrick-Murray administration.

As the Governor's lead advocate and liaison to municipalities across Massachusetts, Tim works to foster economic development and advance projects to repair our crumbling road, rail, and bridge infrastructure following years of neglect by prior administrations.

Tim drove the negotiations with national railroad company CSX resulting in an historic agreement that will lead to expansion of commuter and freight rail service across the Commonwealth. He also led an innovative and successful campaign to bring Wi-Fi Internet access to our commuter trains and boats.

Tim was elected Lieutenant Governor of the Commonwealth of Massachusetts in 2006, following a historic grassroots campaign alongside Governor Patrick.



Kenneth H. Parkinson, AICP
Managing Director
North American Port Infrastructure LLC

Port and Infrastructure Specialist with 27 years of experience in management, project development, financing and consultancy associated with planning, design, operations and modernization of ports, industrial facilities, transportation facilities, commercial centers and waterfront developments. Maintain creative capabilities in project formulation and innovation with the ability to focus on unique solutions based on project parameters and client requirements. Responsible for investment and development programs, strategic plans, master plans and the implementation of projects. Mr. Parkinson has led project developments along all U.S. coasts and the inland waterway systems and throughout the Globe. His work has included efforts with port authorities, transportation providers, carriers, local, state and federal government, private developers, investors and foreign governments. He has worked in over seventeen U.S. States and U.S. Virgin Islands and globally in eighteen countries including Indonesia, Singapore, China, Oman, Bangladesh, Taiwan, Argentina, Brazil, Chile, Panama, Dominican Republic, The Bahamas, Malaysia, South Korea, Hong Kong - China, Puerto Rico, Ukraine and Thailand.



Jeff Monroe
HDR and PNB-HDC Consultant
Import/Export Analysis

Jeff Monroe has 35 years experience in the maritime industry. He currently serves as the Chairman of the National Maritime Security Advisory Council. He is a Senior Maritime and Port Consultant.



Gerardo Patiño
Regional Director
ProMexico

Mr. Patiño has a degree in Law, "1993-1998", from the School of Law at Anahuac University, Mexico City, and graduated in 2004 from the Executive Business Program "Alta Direccion" on business management at **IPADE** Business School. He also holds a Marketing Specialization Degree from the Technology Institute of Monterrey, campus Mexico City.

His professional career started in 1991 on the telecommunication industry at INTERCOM - a concessionary firm from the Mexican Federal Government offering their telecommunications services. At INTERCOM, Mr. Patiño held several positions; he started in 1991 as Indirect Sales Manager and Corporate Account Manager for Mexico City. In 1999 he was appointed Chief Operating Officer (C.O.O); supervising 22 branches all over the country while also having a position in the Board of Directors. He held this position until November 2003 when Nextel Inc. bought the company.

From 2003 to January 2008 Mr. Patiño was the Regional Senior Manager for Singapore Airlines Cargo and Polar Air Cargo for the Mexican and Latin American markets.

On February 2008, Gerardo Patiño joined PROMEXICO as Regional Director for the East Coast- in US and Canada- supervising the operation of PROMEXICO's representation offices in New York, Chicago, Atlanta, Miami, in the USA and Toronto and Montreal in Canada from his office in New York City. In 2009 Mr. Patiño was appointed Regional Director for all North American Region at ProMéxico, coordinating the operation of 12 offices throughout the U.S. and Canada. Since January 2010, he has been appointed Director of PROMEXICO representation office in New



James Bowen

Manager

Massachusetts Clean Energy Center

Jim Bowen manages the development of the clean energy ecosystem in Massachusetts for MassCEC. This includes developing infrastructure, conducting studies to address key barriers facing the industry, and fostering a robust network of clean energy research and company creation in the state's clean energy industry. Mr. Bowen is project lead on the development of a marine commerce terminal in New Bedford Harbor. In addition to handling container and cargo shipments, the terminal will be used to stage the installation of Cape Wind and other offshore wind developments.

Prior to MassCEC, Mr. Bowen has started a business in the import-export industry, and worked as a researcher on environmental issues at the Harvard Kennedy School of Government and as a management consultant at Stax, Inc.



Stephen C. Smith

Executive Director

Southeastern Regional Planning & Economic Development District

Stephen C. Smith is Executive Director of the Southeastern Regional Planning & Economic Development District, a regional planning agency serving 27 cities and towns in southeastern Massachusetts. SRPEDD (pronounced sir-ped) is a public agency planning for land use, economic development, transportation and the environment in the region.

Mr. Smith has been Executive Director of SRPEDD since 1983, having previously held the positions of Deputy Director and Water Quality Project Director. Mr. Smith also served as the first Executive Director of South Eastern Economic Development (SEED) Corporation, a non-profit small business financing company organized by SRPEDD in 1982. He was President of The Coalition for Buzzards Bay from 1991 - 1994. He serves on the Boards of Directors for both the Bristol County Convention and Visitor's Bureau and the Plymouth County Development Council. Mr. Smith was one of the originators of the Southeastern Massachusetts Vision 2020 initiative, a regional growth management effort.

Mr. Smith has a Bachelor's Degree in Economics from Colgate University in New York and a Master's Degree from the University of Rhode Island. He resides with his wife in Assonet.



New England Produce Council

Various Representation

Mission to create a vibrant organization that represents all facets of our industry that will create value for our members and sponsors by providing a venue for industry education and social interaction with the ultimate goal of enhancing consumption of safe and healthy fruits, vegetables and complimentary products.



Scott Lima

Treasurer

Cape Verdean Investment Group LLC

Mr. Lima is actively working with the Cape Verde community to promote trade and opportunity. He was part of a team that brought the first Cape Verde Expo to New Bedford in May of 2011. Over 3,000 people attended learning about Cape Verde and the potential to partner on trade and commerce.



BLAIR R. GARCIA

PRACTICE LEADER/MANAGER

Port & Intermodal Planning/Ports & Marine

Years of Experience

16 (3 with PB, 13 with others)

Education

B.S., Civil Engineering, Clemson University, 1995

Professional Affiliations

American Association of Port Authorities

American Planning Association

Key Qualifications

Blair Garcia leads the Port & Intermodal Planning Practice in Parsons Brinckerhoff (PB) and has extensive experience in multi-modal freight and passenger planning. Blair has led and participated in a very diverse number of projects involving the planning of commercial and industrial facilities and corridors, land development, market analysis, cost modeling, capacity analysis, operation optimization, transportation planning and facility design.

Blair's work has focused on the planning and design of major maritime and intermodal logistics/transportation projects including conventional, semi-automated and fully automated terminals. Blair's experience includes projects at major US/North American and international maritime and intermodal project locations including New York, NY, Long Beach, CA, Tacoma, WA, Miami, FL, Guam, Vanino, Russia, Nova Scotia, Canada, Puerto Rico, Cherbourg, France, Jeddah, Saudi Arabia, Puerto Cortes, Sydney, Australia, Honduras, Fort Dauphin, Madagascar, and Cartagena, Columbia.

In addition to his marine and rail facility planning experience, Blair has been intimately involved in developing, evaluating and assessing new concepts and technologies (infrastructure, equipment and information technology) related to freight and passenger transport. He was the project manager and lead researcher in developing and analyzing new Agile Port (AP) concepts for the Commercial Deployment of Transportation Technologies (CCDoTT), a research group at California State University – Long Beach (CSULB).



Nancy Lowd
Senior Trade Advisor
Massachusetts Export Center

Based out of the Export Center's office in New Bedford, Nancy is senior international trade advisor for the South Coast and Cape Region. She has more than 20 years of experience in all aspects of international business, specializing in international marketing. Nancy has worked with companies of all sizes, including *Fortune* 500 and emerging growth companies, as well as government agencies and universities.

Nancy began her career in Washington DC, where she was an economist for the International Trade Administration, and also worked on US - Canadian trade policy. She then joined the Massachusetts Port Authority as Director of Project Export, a small business export development program, and was also responsible for developing international trade between New England and Asia.

Nancy was Vice President of International Marketing and Sales for Ziff-Davis Events, a leading integrated media company, and a part of The Softbank Corporation, the global Internet and information services conglomerate. Prior to serving as VP of International Marketing and Sales she was Vice President of European operations and oversaw ZD's expansion throughout Europe. She developed and managed global marketing partnerships with leading IT vendors such as Microsoft, IBM, BT, France Telecom, and others.

Prior to joining ZD, Nancy was a management and marketing consultant, developing US market entry and expansion strategies for European and Asian companies.

Nancy is a graduate of the University of New Hampshire and also holds a Master's Degree from the Johns Hopkins University School of Advanced International Studies (SAIS). She is on the faculty of the Carroll School of Management at Boston College. Nancy is a Certified Global Business Professional.