



# AGENDA

## THE NEW ENGLAND TRADE DEVELOPMENT SUMMIT

SPONSORED BY:

**City of New Bedford**  
**Port of New Bedford**  
HARBOR DEVELOPMENT COMMISSION



October 17 and 18, 2011  
New Bedford, Massachusetts, USA

Waypoint Conference Center  
&

Fairfield Inn & Suites by Marriott New  
Bedford

185 MacArthur Dr, New Bedford, MA 02740

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## DAY 1 (MONDAY, OCTOBER 17, 2011)

### 11:00 AM to 4:00 PM - Registration and Information Desk

- Waypoint Event Center Lobby - (Fairfield Inn & Suites by Marriott).
  - Port of New Bedford Harbor Development Commissions (PNB) welcome you to New Bedford

### 12:00 PM to 12:30 PM - Lunch

- Box lunch to be provided for those attendees/speakers arriving early (while supplies last).

### 12:45 PM to 1:30 PM – Opening

- Opening by Kristin Decas, Executive Director, PNB-HDC
- Welcome Remarks by the Honorable Mayor Scott Lang, City of New Bedford
- Keynote: Joe Hurd, Senior Director, Export Promotion and Trade Policy, International Trade Administration, U.S. Department of Commerce

### 1:30 PM to 2:45 PM – Session 1 “What New England Offers”

**Moderator: Kristin Decas, PNB-HDC Executive Director**

- New England Regional Companies with Opportunity for International Trade
  - Betty Robson, Esq. Senior Vice President, JF Moran Co.
- New England Regional Economy and Impact on Trade Development
  - Frank Mahady, FXM Associates, Mattapoisett, MA
- New Bedford’s Economic Development Strategy
  - Matt Morrissey, Executive Director, New Bedford Economic Development Council
- What is New on the Horizon
  - Michael Hunter, Undersecretary for Business Development, Executive Office of Housing and Economic Development

### 2:45 PM to 3:00 PM – Afternoon Break

### 3:00 PM to 4:15 PM – Session 2 “Developing and Increasing Trade by Sea”

**Moderator: Ed Anthes-Washburn, Director of Operations, PNB**

- Port and Related Infrastructure Programs in Mexico
  - Ricardo Rodriguez, Coordinator Ports and Marine/Secretary of Communications and Transportation, Director of Special Programs Ports and Marine – Secretary of Communications and Transportation (SCT), Mexico
- Development of New Ocean Services – Opening New Trade Lanes with Mexico

- Pierre Bernier, Maritime International Inc., New Bedford, MA
- North American Short Sea Shipping Strategy
  - Captain Jeffrey C. Flumignan, North Atlantic Gateway Office Director, U.S. Maritime Administration
- Short Sea Shipping Feeder Service between Canada and U.S.
  - Rudy Mack, COO, American Feeder Lines, New York, NY

### 4:30 PM – 6:30 PM – Reception and Entertainment Sponsored by APEX Companies (The New Bedford Whaling Museum, 18 Johnny Cake Hill, New Bedford, MA)

- Welcoming Remarks by James Russell, President, New Bedford Whaling Museum
- **Keynote Address:** The Honorable Congressman Barney Frank, 4:45pm

### Dinner Open

- Listing of Local Restaurants to be provided to Summit attendees

## DAY 2 (TUESDAY, OCTOBER 18, 2011)

### 8:00 AM to 10:00 AM – Registration and Information Desk

- Hotel Lobby - (Fairfield Inn & Suites by Marriott).
  - Port of New Bedford Harbor Development Commissions (PNB) welcome you to New Bedford

### 8:30 AM to 9:00 AM – Continental Breakfast

### 9:00 AM to 9:15 AM – Second Day Overview and Opening Remarks

- Overview and Remarks by PNB-HDC Executive Director Kristin Decas

### 9:15 AM to 10:30 AM – Session 3 “Trade Initiatives and Policies”

**Moderator / Overview of US Department of Commerce Trade Initiatives: James Paul, Director, U.S. Commercial Service, Department of Commerce**

- U.S. Port Perspective by AAPA – NEI Memorandum of Intent with the U.S. Dept. of Commerce
  - Scott Brotemarkle, Director of Program Development and Technology, AAPA
- NAFTA Update – Developments between Mexico and U.S.
  - Jose Luis Paz Vega, Minister/Representative , Trade and NAFTA Office, Secretary of Economy
- Strategy and Assistance with Massachusetts NEI and Export Efforts
  - Bonita Oehlke, Massachusetts Department of Agricultural Resources
- New England Perspective on Regional Exports
  - Paula Murphy, Director, Massachusetts Export Center

### 10:30 AM to 10:45 AM – Morning Break

### 10:45 AM to 11:45 AM – Session 4 “New England Export Opportunities”

**Moderator: Maryanne Burke, U.S. Commercial Service Office, U.S. Department of Commerce**

- Working with the U.S. Department of Commerce in Mexico
  - Dennis Simmons, Commercial Officer, U.S. Commercial Service Office, Mexico City (by tele-conference)
- New England Seafood Exports – Commercial Perspective
  - Richard Canastra, Co-Founder, Whaling City Seafood Display Auction
- U.S. Small Business Administration (SBA)
  - John Joyce, SBA Export Trade Finance Manager
- Duty Drawback Overview
  - Bob Kenneally, Director, National Account Development, C.H. Powell Company, Canton, Massachusetts

### 12:00 PM to 1:15 PM – Lunch – Waterfront Grille, 36 Homers Wharf, New Bedford, MA

**Mayor Scott Lang to introduce LT Governor of Massachusetts**

- Keynote: The Honorable Timothy Murray, Lieutenant Governor of Massachusetts, 1:00 PM – 1:15 PM

### 1:30 PM to 2:30 PM – Session 5 “New England Import Opportunities”

**Moderator: Kenneth Parkinson, Managing Director, North America Port Infrastructure LLC**

- Developing Future Trade Missions – Outlining the Process for Trade Connections
  - Kenneth Parkinson, Managing Director, North America Port Infrastructure LLC
- Port of New Bedford Business Development Plan and Commodity Analysis
  - Jeff Monroe, HDR and PNB-HDC Consultant for Import/Export Analysis
- Producer and Export Markets of Mexico to New England and Canada
  - Gerardo Patino, Regional Director, U.S. & Canada, ProMexico
- Offshore Energy Development - Massachusetts Clean Energy Center
  - James Bowen, Sector Development Director, Massachusetts Clean Energy Center

### 2:30 PM to 2:45 PM – Afternoon Break

**2:45 PM to 3:15 PM – Session 6 “Business Deals – Let’s Talk”**

**Moderator: Steven Smith, Southeastern Regional Planning and Economic Development District**

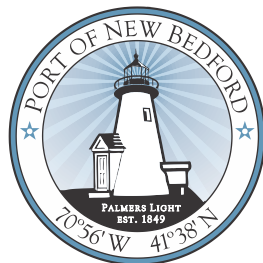
- New England Produce Council
- Cape Verdean Trade Opportunities
  - Scott Lima, Treasurer, Cape Verdean Investment Group LLC
- America’s Marine Highway (AMH) and East Coast Marine Highway Initiative Listening Session
  - Blair Garcia, Project Manager, Parsons Brinckerhoff, Norfolk, VA

**3:15 PM to 5:00 PM - Networking Forum:**

- **Moderator:** Nancy Lowd, Senior Trade Advisor, Massachusetts Export Center

Attendees will be guided to break up into informal groups for the exchange of dialogue on how buyers, producers and transportation providers can conduct follow-up discussions, enact deals and continue the development of business relationships.

**Closing Remarks: Mayor Scott Lang and Kristin Decas, Port Director**



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