



Positioning Your Company for Domestic and International Growth

Schedule at a Glance Day 1 – Thursday, March 14, 2013

7:00-8:00am	Registration/Continental Breakfast
8:00-8:30am	Welcome Remarks Raland Hatchett, Executive Director, MBDA Business Center-Cleveland and Patricia Hanes, MBDA, U.S. Department of Commerce
8:30-10:00am	Keynote Speaker – Allen Gray, President and CEO, Gray Business Solutions. Former Purchasing Executive, Navistar
10:30-11:15am	“Possibilities of Going Global” - Learn how the U.S. Commercial Service, the trade promotion arm of the U.S. Department of Commerce's International Trade Administration, helps U.S. companies get started in exporting to, or increasing sales in, new global markets. Presenter: Sue Whitney, Director of U.S. Export Assistance Center
11:30am-12:30pm	“Developing a Sound Strategic Plan for New Markets” - The discussion will focus on analyzing the best strategies for creating a solid plan to explore new domestic and international markets. Panelists: Roy Norton, Consul General Canada, Government of Canada, Darryl Chajon, CEO, Trico Enterprises, and Don Graham, Executive Vice President (retired), Fifth Third Bank Moderator: Fatima Weathers, Ed.D., Executive Vice President/Chief Operating Officer, MAGNET
12:30-2:15pm	Lunch Break
2:30-3:00pm	OPIC Political Risk Insurance - Learn how the OPIC can help businesses expand at its spring seminar. Presenter: Lawrence Spinelli, Director of Outreach and Public Affairs, OPIC
3:00-3:30pm	Case Studies: Examples of How OPIC Can Help Your Business Presenter: Alison Gatchev, OPIC Director of Corporate Development, OPIC
4:00-4:30pm	Questions and Answers
4:30-6:30pm	MBE Networking
7:00-9:00pm	Welcome Reception at Take 5



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Schedule at a Glance Day 2 – Friday, March 15, 2013

- 7:00-8:00am **Registration/Continental Breakfast**
- 8:00-8:30am **Welcome Remarks**
Luke Visconti, CEO, DiversityInc. and Raland Hatchett, Executive Director, MBDA Business Center-Cleveland
- 8:30-9:30am **“Possibilities of Going Global” Workshop** - This session is designed to explore the possibilities of global expansion for MBEs. Listen to case studies from authorities in the international business community as they examine options from the small business administration, government infrastructure and consider the challenges of going global.

Panelists: Steve Williams, President/CEO, Elson International and Cassie McClellan, Manager International Operations, Interchez Logistics
Moderator: Radihika Reddy, MBA, MA, Tax Partner, Ariel International Center
- 9:45-10:45am **“The Global Supply Chain” Workshop** - In this session, chief procurement officers (CPOs) will share processes for assessing supplier development options and implementing the most effective growth strategies for minority businesses. CPOs will provide tips and techniques corporations use to increase supplier capacity.

Panelist: Patricia Hanes, MBDA, U.S. Department of Commerce and Allen Gray, President/CEO, Gray Business Solutions (former Purchasing Executive at Navistar)
Moderator: Mike Gaynier, Senior Consultant, creativechange.biz
- 10:45am-12:00pm **CPO Roundtable Discussion (CPOs Only)**

Guest Speaker: Luke Visconti, CEO, DiversityInc.
Moderator: Deborah Bridwell, Deputy Executive Director, Commission on Economic Inclusion
- 10:45am-12:00pm **Registrants Preparation for One-on-One CPO Meetings**
- 12:00-1:00pm **Lunch Break**
- 1:15-4:00pm **One-on-One Meetings and Group Meetings**