



The
**International
Trade Association**
of Greater Chicago



with



business solutions



Present

LEVERAGING FINANCIAL STRATEGIES TO SUCCEED IN INTERNATIONAL MARKETS

Wednesday, February 22, 2012

Rosewood Restaurant

9421 West Higgins Road, Rosemont, IL

AGENDA

8:00 a.m. ***Registration and Continental Breakfast***

8:25 ***Welcoming Remarks***

Richard Paullin, Executive Director, International Trade Association of Greater Chicago

8:30 ***Understanding Terms of the Sale***

Arthur O'Meara, Principal, O'Meara & Associates

9:30 ***Creative Ways to Finance Your Exports***

Chantal Wittman, Vice President, Trade Finance, First American Bank

Jackie Grahn, Principal, Trade Acceptance Group

10:30 Break

10:45 ***Financing & Global Competition: Practitioners' Perspectives***

Anthony Beyer, President, Tek Pak, Inc.

Dean Ennes, President, Ennes International

Philip Pittsford, International Sales Manager, The NOW Healthgroup, Inc.

Michael Howard (moderator), Midwest Regional Director, Export-Import Bank of the United States

12:15 p.m. ***Luncheon***

1:30 ***Due Diligence Services & Collections***

Jennifer Garvey, Regional Director of Credit Risk Management Services, Coface North America

2:15 ***Foreign Currency Pricing: Myth & Reality***

Karl Schamotta, Senior Market Strategist, Western Union Business Solutions

3:00 Break

3:15 ***The IC-DISC Tax Strategy***

Mark Gasbarra, Managing Partner, Global Tax Services, CliftonLarsonAllen LLP

4:00 ***Wine & Cheese Reception***

LEVERAGING FINANCIAL STRATEGIES TO SUCCEED IN INTERNATIONAL MARKETS

SPEAKERS

Understanding Terms of the Sale

Arthur O'Meara, Principal, O'Meara & Associates

Mr. O'Meara brings with him almost 20 years' experience in international trade and trade compliance management. Based in the Chicago area, his focus is on the development of compliance programs and training tailored for the corporate environment in the areas of import/export/export and defense controls compliance, freight terms, transfer pricing, classification (under ECCN, USML and HTS), service provider management, strategic use of terms and conditions in international commerce, and US supply-chain security programs, such as the Customs-Trade Partnership against Terrorism (C-TPAT) and the Importer Security Filing (ISF). He has extensive experience in assisting US importers to achieve and maintain C-TPAT status and has managed US Customs and Border Protection C-TPAT validations in North America, Europe and Asia. He is also well-versed in US export and defense controls and has many years' experience in implementing these compliance requirements in the multinational corporate environment. He is the President of the International Trade Association of Greater Chicago, a member of the Illinois District Export Council and a Senior Advisor for the Trusted Trade Alliance. He has attended the ICC's Incoterms® Masterclasses in Paris, France and is a US Licensed Customs Broker. He obtained his MBA from DePaul University in Chicago.

Creative Ways to Finance Your Exports

Chantal Wittman, Vice President, Trade Finance, First American Bank



Chantal started her career in international trade finance with the Foreign Credit Insurance Association (FCIA) in 1989. In 1992, the Export-Import Bank of the U.S. merged the Regional Offices of FCIA into the US government. Chantal was a Senior Marketing Manager with Ex-Im Bank until 1994. Her responsibilities included underwriting as well as the marketing of all the Ex-Im Bank products to exporters, brokers, bankers and government and state organizations. In 1994, Chantal joined LaSalle National Bank, a wholly owned subsidiary of ABN-AMRO Bank, as an AVP, where she was responsible for marketing and administering all of the bank's international finance products. She left in 1997, to start and manage the Chicago Midwest Office of London Forfaiting Plc (LFC). At LFC, Chantal marketed and structured forfaiting transactions for exporters and banks within a 20 state area. In 2000, she left LFC to run the Chicago office for ITFEX, Inc. a medium-term trade finance auction web site, based out of New York City. She joined First American Bank in July 2001 to manage the marketing efforts of the bank's international products, specifically the Confirmed Purchase Order product and Export Working Capital products, enabling exporters to obtain financing and mitigate risk. Chantal is serving a third term on the Illinois District Export Council.

Jackie Grahn, Principal, Trade Acceptance Group



Jackie Grahn is a principal with Trade Acceptance Group, Ltd., based in the Chicago office. She has over 15 years of banking and international trade finance experience with commercial banks and U.S. federal government agencies. Jackie began her career at The Northern Trust Company in Chicago in the Bank's commercial banking treasury management program. She then joined the Export-Import Bank of the United States as a Business Development Officer in the Chicago Regional Office. She was responsible for marketing Ex-Im Bank's export credit insurance and guarantee products to exporters in the Midwest. From Ex-Im Bank, she accepted a position as Vice President in the Global Trade Finance Division at U.S. Bank in Chicago. Her responsibilities included marketing international trade services and Ex-Im trade finance products to companies and correspondent banks in the Chicagoland area. Jackie graduated with Distinction from the University of Michigan in Ann Arbor, Michigan, with a Bachelor of Business Administration (BBA) degree. In 2002, she earned her Master of Business Administration (MBA) degree with a concentration in international business and finance from the Kellogg School of Management at Northwestern University in Chicago.

Financing & Global Competition: Practitioners' Perspectives

Anthony Beyer, President, Tek Pak, Inc.

Tek Pak is the world's fastest producer of prototype carrier tape, and builds more carrier tape molding tools than any company in the world. Today Tek Pak has grown to offer products and services that encompass all of the thermoforming industry. Started in a garage in 1993, Tony has built Tek Pak to employ over 120 people in two countries. He holds two U.S. patents and has earned numerous awards, including the Chicago Area Entrepreneurship Hall of Fame Inductee (2001) and the SBA, Midwest Division, Exporter of the Year (1997). He was invited by the U.S. Secretary of Commerce to accompany President Bush on his first trade mission to China and his first trade mission to Chile and Peru. Tony has been a member of the Illinois District Export Council since 2006.

Dean Ennes, President, Ennes International

Dean Ennes is President of Ennes International, a Chicago-based consultancy that assists companies with the arrangement of financing for their exports and international ventures. Over a successful career in the U.S. and Canada he has worked on the industry side of international infrastructure and industrial development, including electric power, mining, airports, and marine ports. Dean's areas of expertise include project finance, export credit, multi-source financing, information memoranda for project finance, financing plans for feasibility studies, project development, and project management. He has generated over \$4 billion in financing proposals from export credit agencies, multilateral financial institutions, and commercial banks. In 2008, Ennes International was selected by the Overseas Private Investment Corporation (OPIC) to be a loan originator for its Enterprise Development Network (EDN). EDN is an alliance with the private sector designed to support small and medium-sized enterprises (SMEs) as they expand into developing countries. Fluent in Spanish, Dean's business travels have taken him to 29 countries in the Americas, Asia, North Africa, and Europe.

Philip Pittsford, International Sales Manager, NOW Health Group, Inc.

Philip Pittsford has over 20 years of international business experience with different industries. Philip is a current member of the Illinois District Export Council and has been a part of this group since 2001. He speaks three languages fluently, and has travelled much of the world for business. He has an MBA from the Thunderbird School of Global Management and an undergraduate degree from the University of Pittsburgh. Over the past eleven years at NOW Health Group, Inc., Philip has established and built the NOW International sales division which is currently active in over 65 countries. NOW International has been recognized for their export achievements over the years; the most recent awards include: Illinois Governor's Export Award – 2011; President's E-Star Award – 2010; U.S. Commercial News Exporter of the Year Health & Beauty category – 2009. Philip has been a member of the Illinois District Export Council since 2008.

Michael Howard, Midwest Regional Director, Export-Import Bank of the United States

Michael Howard is the Midwest Regional Director for the Business Development Division of the Export-Import Bank of the United States, a full faith and credit U.S. government agency. Ex-Im Bank's mission is to promote exports of U.S. goods and services through a variety of programs including an Export Credit Insurance program, a Loan and Guarantee program and a Working Capital program. Mr. Howard holds a B.S. in Industrial Management from Georgia Institute of Technology. He has served on many advisory councils and committees on international financing for small businesses and is one of the authors of the Florida Export Finance Corporation.

Due Diligence Services & Collections

Jennifer Garvey, Regional Director of Credit Risk Management Services, Coface North America



Jennifer works with companies of all sizes and across all industries, from SMEs to Fortune 500 companies, in order to build strategic credit management programs; utilizing a customized combination of risk management products and services. Jennifer has been a part of the James O'Brien agency since late 2004 with the initial responsibility of developing the Credit Information Services business line within Coface. She has been integral to the growth and success of this product line in the US and has been most recently awarded with the status of Platinum Club member for excellence in sales achievements across all Coface product lines. Jennifer has a Bachelors degree in Mathematics from the University of Texas, Austin along with Certification in Secondary Education.

Foreign Currency Pricing: Myth & Reality

Karl Schamotta, Senior Market Strategist, Western Union Business Solutions



Karl Schamotta, Senior Market Strategist for Western Union® Business Solutions, has designed and implemented risk management and trading strategies for hundreds of companies, ranging from small businesses to large corporations. As a member of the Business Solutions analytical team, Karl also provides market analysis and strategic guidance on a daily basis for thousands of international businesses. Karl is a regular contributor to a number of international treasury and finance magazines, and his market analyses and forecasts have appeared in publications such as the *Wall Street Journal*, the *Globe and Mail*, Reuters, BNN and CNBC. Karl is a member of the Professional Risk Manager's International Association (PRMIA) and the Global Association of Risk Professionals (GARP), is President of the Association of Financial Professionals Canada – Calgary, and also serves on the advisory board for Risk!, AFP's newsletter on corporate risk management.

The IC-DISC Tax Strategy

Mark Gasbarra, Managing Partner, Global Tax Services, CliftonLarsonAllen LLP



Mark Gasbarra has over three decades of international tax experience serving a wide array of companies across many industries. Prior to joining Clifton Gunderson LLP (CG), now CliftonLarsonAllen LLP (CLA), Mark owned an international tax specialty firm, U.S. Tax Advantage, LLC (USTA) which continues to operate as a subsidiary of CLA. Formed in 2004, his firm had clients throughout the U.S. and was ranked as one of the fastest growing U.S. private businesses by Inc. Magazine in 2008 and 2009. Prior to founding USTA, Mark was the lead partner in Ernst & Young's Chicago-based International Tax Services department (1996-2004) and served as an International Tax service partner at Price Waterhouse (1981-1996). In both positions Mark had national account responsibilities and was instrumental in the development of each firm's international tax software applications. Mark has helped many of the country's most successful enterprises implement all aspects of foreign and domestic tax reporting, with a significant emphasis on foreign earnings and profits, repatriation, foreign tax credits, export incentives and the Section 199 Domestic Production Activities Deduction (DPAD). His clients range in size from Fortune 100 public companies to closely-held privately owned companies with less than \$50 million in sales.