

Maritime Briefings – pre-conference seminar

DRAFT AGENDA – for planning purposes

Monday, 15 November 2010

Location: On board the Berkeley (part of the Maritime Museum of San Diego)

8:30- 8:45 am Welcome & Introduction Michael B Jones – President, **The Maritime Alliance**
Representatives of Austrade, Canadian Consulate, French missions, NZTE

8:45 – 9:00 am **Break out to two tracks** – *All tracks are expected to start and end on time.*

Session – 9:00 – 9:45 am

TRACK 1 – Session 1 – US company track

Topic: *"Increase Your International Sales by Tapping U.S. Department of Commerce Marine Technology Team Marketing Support & Intl Trade Shows"*

Julia Rauner – Marine Technologies Team Leader

With Hugh Constant – VP, World Trade Center, San Diego and Geof Sauer of Reed Exposition

Session - 9:45 am – 10:30 am

TRACK 1 - Session 2 - US company track

Topic: *"Export Agencies of the United States"*

David Josephson - Director, West Regional Office, Ex-Im Bank

Continuation of 9:45 – 10:30 am session.

Call-in by Nathan Younge – Regional Director, Latin America/Caribbean , US Trade & Development Agency (invited)

10:30 – 10:45 am

Concurrent Sessions – 10:45 – 11:15 am

TRACK 1 - Session 4 – US company track

Topic: *"Defense Acquisition Challenge (DAC) Program - helping domestic industry enter into DoD acquisition programs"*

Michael Mentas – US Navy FCT Program Manager

Concurrent Sessions – 11:15 – 11:45 am

TRACK 1 - Session 5 – US company track

Topic: *"SBIRs and other financial tools"*

Summer Jones – SBIR Program Manager, SPAWAR (US Navy)

Concurrent Sessions – 11:45 am – 12:15 pm

TRACK 1 - Session 6 – US company track

Topic: *"Mentor Protégé Relationships"*

Terry Downing – Manager Special Projects, Raytheon Integrated Defense Systems

Session – 9:00 – 9:30 am

TRACK 2 - Session 1 – International company track

Topic: *"The Legal Side of Entering the US Market - How to Establish US Operations, Distribute Your Products, and Managing Intellectual Property."*

John McNeece, Partner – Business and Tax

Eli Mansour, Partner – Distribution Agreements and Intellectual Property

Luce, Forward, Hamilton & Scripps, LLP (San Diego law firm with extensive international experience)

Session - 9:30 am – 10:00 am

TRACK 2 - Session 2 - - International company track

Topic: *"Developing Business with the U.S Military – input from a successful veteran."*

Chad Trytten – Spark Integration (Vancouver, Canada)

Session – 10:00 – 10:30 am

TRACK 2 - Session 3 - International company track

Topic: *"Foreign Comparative Testing and other programs for non-U.S. companies"*

Michael Mentas – US Navy FCT Program Manager

Break

TRACK 2 – Session 4 - International company track

Topic: *"The Importance of Getting on a GSA Schedule"*

Richard Blake – Robert Gill, BOMAR Consulting (invited)

TRACK 2 - Session 5 - International company track

Topic: *"Doing Business in San Diego"*

Russ Gibbon - Business Development Manager, City of San Diego

TRACK 2 - Session 6 - International company track

Topic: *"Insurance for doing business in the U.S."*

Stan Hartman – Alliant Insurance Services

- 12:15 – 1:00 pm** **Lunch together**
All afternoon sessions will be together
- 1:00 – 1:30 pm** **Session 7 - SPAWAR Systems Center Pacific**
Marti Schwartz - Director for Small Business (invited)
- 1:30-2:00 pm** **Session 8 - Southwest Innovation Cluster (SWIC)**
(New business cluster focused on Advanced Defense Technologies for the Southwest U.S.)
Cliff Hudson – Deputy for Business, Code 7103, SPAWAR Systems Center Pacific
- 2:00 – 2:30 pm** **Session 9**
Topic: “*ITAR and EAR – realities for U.S. and non-U.S. companies*”
Christel G. Vilogron – Partner, Principal Consultant, IEBP (Import Export Best Practices Consulting)
- 2:30 – 2:45 pm** **Break**
- 2:45 – 3:15 pm** **Session 10 - Overview of the Port of San Diego**
Dirk Mathiasen – VP of Operations, Port of San Diego
- 3:15 – 4:30 pm** **Session 11 - Discussion with cluster representatives from around the world**
Australia, Canada, France, Finland, New Zealand, **The Maritime Alliance** and others in attendance
- 4:30 – 5:30 pm** **Free time to prepare for the evening Gala Dinner**

Subsequent Event

- 5:30 pm – 9:30 pm** **Maritime Gala Dinner & Cruise aboard the *Inspiration Hornblower***

Including:

Reception, Award Ceremony, Networking and Dinner.

Speaker: John Orcutt – Professor of Geophysics at UC San Diego’s Scripps Institution of Oceanography (SIO), a distinguished researcher at the San Diego Supercomputer Center and a member of the Calit2 Executive Council. John is Principal Investigator for the revolutionary Ocean Observatories Initiative (OOI): a network of ocean observing components, and their associated cyberinfrastructure, that will allow scientists to examine ocean processes on global, regional and coastal scales.