



SIDO 2017 Best Practices and Training Forum

December 12-14th

Mandalay Bay Resort
3950 S Las Vegas Boulevard
Las Vegas, Nevada

MONDAY, December 11th

6:00 – 8:00 pm **SIDO Board and Leaders Dinner**
Location: TBD

TUESDAY, December 12th

9:00 – 11:00 am **SIDO Board Meeting** (*invite only*)

10:00 am **Registration Open**

11:30 – 12:30 pm **Lunch**

12:30 – 12:45 pm **Welcome & Introductions**

12:45 – 1:00 pm **Host State Welcome**

1:00 – 1:45 pm **The Current State of International Trade**

1:45 – 2:00 pm **Break**

2:00 – 3:00 pm **Building Your State Trade Ecosystem**

3:00 – 4:00 pm **Gathering Data and Conducting Market Research**

4:30 – 5:30 pm **Welcome Reception**

6:00 pm **Vegas Entertainment**

WEDNESDAY, December 13th

7:30 - 8:30 am **Breakfast**

8:30– 9:30 am **STEP Workshop I**
Small Business Administration

9:30 –9:45 am **Networking Break**

Note: There will be split breakout sessions between 9:45 – 2:00 pm on various topics

9:45 – 10:45 am *Room 1 - Trade Specialist Training*
Compliance, Logistics and Documentation Part I
Mike Allocca, President, Allocca Enterprises

9:45 – 10:45 am *Room 2 - Trade Directors*
Website Utilization and E-Commerce Platforms for Trade

10:45 –11:00 am **Networking Break**

11:00 – 12:00 pm *Room 1 - Trade Specialist Training*
Compliance, Logistics and Documentation Part II
Mike Allocca, President, Allocca Enterprises

11:00 – 12:00 pm *Room 2 - Trade Directors*
Counseling Service Exporters

12:00 – 1:00 pm **Luncheon Key Note**

1:00 – 2:00 pm	<i>Room 1 - Trade Specialist Training</i> Export Finance – Capital, Insurance, and Currency
1:00– 2:00 pm	<i>Room 2 - Trade Directors</i> Global Market Snapshot – Identifying New Leads for States
2:00 – 2:15 pm	Break
2:15 – 3:00 pm	Developing an FDI Strategy
3:15 – 4:15 pm	Best Practices in Trade Events
4:30 pm	Reception
6:00 pm	Open Night

Thursday, December 14th

7:30 - 8:30 am	Breakfast
8:30 – 9:00 am	SIDO Administration
9:00– 10:00 am	STEP Workshop II <i>Small Business Administration</i>
10:00 – 10:15 am	Networking Break
10:15 – 11:00 am	Best Practices in Attracting Investment
11:00 – 12:00 pm	NAFTA 2.0
12:00 – 1:00 pm	Lunch and Closing Remarks

1:00 pm

Conclude