



Dr. Ilan Alon
Chair of George D. & Harriet W. Cornell
International Business and Marketing, Rollins College

Dr. Ilan Alon is George D. and Harriet W. Cornell Chair of International Business and Marketing, Director of *The China Center* at Rollins College, and Visiting Scholar and Asia fellow at Harvard University.

Dr. Alon teaches undergraduate and graduate courses relating to International Business management and marketing at Rollins College. He also has significant executive and MBA education and consulting experiences in Europe, Asia, the Middle East and America. Among his recent books are *Chinese Entrepreneurs*, *China Rules*, *Globalization of Chinese Enterprises*, *Service Franchising: A Global Perspective*, *Business Education and Emerging market Economies: Perspectives and Best Practices*, and *Chinese Economic Transition and International Marketing Strategy*.

Alon has consulted both multinational businesses and government organizations relating to marketing and international business issues. His work expands the globe covering America, Europe, Asia and the Middle East.

Dr. Alon is a recent recipient of the Chinese Marketing Award, a dual award from the Tripod Marketing Association (China) and the Society for Marketing Advances (USA). He has taught courses in top Chinese MBA programs including Shanghai Jiao Tong University, Fudan University, and China Europe International Business School. He is also an international business consultant, with experience in China as well as other countries, and a featured speaker in many professional associations.

He recently authored *Global Marketing* (McGraw-Hill, 2012), *Franchising Globally* (Palgrave, 2010), *Chinese Entrepreneurs* (Edward Elgar, 2009), *China Rules* (Palgrave, 2009), *Globalization of Chinese Enterprises* (Palgrave, 2008), and *Service Franchising: A Global Perspective* (Springer, 2006).

He received his B.S. and M.B.A. degrees from Fairleigh Dickinson University and later his M.A. and Ph.D. from Kent State University.

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Luis G. Castillo
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Luis G. Castillo has twenty years experience in Real Estate and Finance. Presently owns "Global Trade and Financing", "Global Trade Insurance Corp." and "International Investors Realty". His financing activities include dealing with Export Credit Agencies, bilateral and multilateral institutions for domestic and international/trade financing

Castillo graduated from the University of Costa Rica in Economics. He has been member of multiple organizations, and served as board of director at various chambers of commerce. During the last four years he has been a member of the Board of Directors of the Colombian Chamber of Commerce, and during last two years for the Honduras Chamber of Commerce.

Global Trade Group has been the lead arranger and broker of record for loans in hundreds and millions of dollars in United States as well as in the Americas, Africa, Asia and the Caribbean.

Castillo's companies have closed successfully numerous Eximbank transactions; a) Short Term Financial Institution Buyer Credit for Importers, b) Medium Term for importers and c) Short Term Muti Buyer for exporters.

Example of some of the transactions includes:

For Short Term transactions (FIBC) KFC Barbados, a private company in Barbados \$750,000.00

For Medium Term Transactions Karuturi Global , a public company of India. \$8,900,000.00

For Multi-Buyer Policy Sky Mart, a private Florida Company. \$1,000,000.00

Global Trade Insurance is an active registered broker of Eximbank of The United States of America. Castillo is married and for the last 28 years has lived in Miami. He speaks English, Spanish and some Portuguese.



Lawrence J. Chastang, CPA

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Profile

Lawrence J. Chastang, CPA is the Managing Principal of International Services for LarsonAllen LLP and is based in Orlando, Florida. He specializes in international taxation, assisting a variety of clients ranging from small entrepreneurs to major multi-national subsidiaries with their individual and corporate work.

Experience in serving clients

Mr. Chastang has been serving international clients and has developed strong business ties in the international community. For many years, he worked as a tax manager with Price Waterhouse in Orlando, and thereafter became a founding partner and the managing partner of the accounting firm Chastang, Ferrell, Sims & Eiserman LLC, which merged with LarsonAllen in 2006.

Mr. Chastang advises on a wide range of domestic and international tax issues with clients that include multinational corporations, partnerships and entrepreneurs as well as foreign persons investing in the United States. Mr. Chastang is acknowledged as one of Florida's leading experts in international business and taxation and is fluent in Spanish and French.

Educational/professional involvement

Mr. Chastang graduated (summa cum laude) from the University of Central Florida in 1980.

Widely involved in the community's international business organizations, Mr. Chastang serves on many boards. He serves on UCF's Global Perspectives Office Advisory Board and the UCF Foundation Board of Directors. He is on the board of directors and is the regional chairman of North and Central America for Nexia International. Mr. Chastang serves as the chairman of FICPA

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(Florida Institute of Certified Public Accountants) International Tax Committee and the co-chairman of the Florida Bar/FICPA International Tax Conference. In addition, he has served on the board of directors for Metro Orlando International Affairs Commission; Metro serves International Visitors in Washington D.C., and is one of the founding members of the Orlando Area Committee of Foreign Relations. Mr. Chastang is a member of the Society of International Business Fellows as well as the American Institute of Certified Public Accountants and the Florida Institute of Certified Public Accountants. Larry is in addition a member of the Rotary Club of Orlando. Mr. Chastang also serves on the accounting advisory boards for both the University of Central Florida and Valencia Community College. In addition, Mr. Chastang is also the recipient of the Outstanding Alumnus Award for UCF's School of Accounting and he is the recipient of the UCF Hall of Fame Award.

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Carmenza U. Gonzalez
Vice President, International Business Development
Metro Orlando Economic Development Commission (MOEDC)

As Vice President of International Business Development, Carmenza Gonzalez manages and directs the MOEDC's foreign direct investment (FDI) activities in the Metro Orlando region. These activities include implementing marketing programs, coordination and execution of outbound missions that result in overseas companies expanding into the area. In addition, she also manages the International Trade and Export Promotion activities.

Ms. Gonzalez has over 20 years of experience in international business development. Prior to joining the EDC, she was director of international services for Florida Hospital, an international sales manager for Mattel Toys in California, and a government relations officer for the Los Angeles Olympic Organizing Committee for the 1984 Olympic Games.

She is a founding member of the Orlando Area Committee of Foreign Relations and currently serves as the chairwoman for the Ana G. Mendez University System Advisory Board in Orlando. In addition, Ms. Gonzalez is an administrative board member at SunTrust Bank, as well as holding membership at the Greater Orlando Chamber of Commerce and several bi-national Chambers of Commerce. She is a former board member of the Hispanic Chamber of Commerce of Metro Orlando and former member of the National Society of Hispanics MBA and the Florida American College of Healthcare Executives (FCHE).

In 2010 Ms. Gonzalez was nominated for the Don Quijote Award under the Professional of the year category. In 2006, she was recognized as a "*Prominent Colombian Abroad*" in the professional category by the *Premios Colombia Exterior a la Excelencia* in Miami Florida. She was also recognized as a "Women's Achievement Award" honoree by the Central Florida's Women's Executive Council in the professional category.

She became a Certified International Trade Specialist at the American Graduate School of International Management in Phoenix, Arizona and is a graduate of Leadership Orlando Class 60. Ms. Gonzalez received her Executive M.B.A. from the Executive Certificate Program at Rollins College and holds a Bachelor of Arts degree in International Affairs from Rollins College Winter Park, Florida.

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The Metro Orlando Economic Development Commission (MOEDC) is a not for profit organization that helps businesses expand and grow. The MOEDC represents five governmental entities – the City of Orlando, Orange, Seminole, Lake and Osceola Counties

Its mission is to attract, retain, and grow jobs for the Metro Orlando region by providing key services and support to help businesses do business and grow in the region.

Positioning Metro Orlando as a leader in the global economy is one of the MOEDC's International Business Development unit. These efforts are designed to enhance international business in the region by directly assisting hundreds of local companies with their export sales strategies, and helping companies identify and capitalize on sales opportunities worldwide.

The unit is responsible for attracting Foreign Direct Investment (FDI) to Orlando. These efforts include identifying foreign companies that maybe looking to expand in the USA to share with them the optimal business climate available in Orlando for their expansion of their business in the area.

International Business Assistance

- Coordinate counseling sessions on visa/immigration issues, tax laws and corporate structure with professionals in these areas.
- Recommend professionals for payroll preparation, employee benefits and other business service providers.
- Assistance in locating qualified labor.
- Referrals to commercial and residential housing realtors.

Market Intelligence & Site Selection

- Preparation of data and reports customized for the needs of each international company.
- Identify sites that meet specific project needs, including transportation hubs.

Contact Information:

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J. BROCK McCLANE
DIRECTOR
McCLANE PARTNERS

J. BROCK McCLANE's practice centers on commercial litigation and business transactions. His specialization is in the area of litigation, business and probate matters involving international issues or challenges.

Mr. McClane was born in Gainesville, Florida and resides in Orlando, Florida with his wife, Sarah, and three children.

Certification/Specialties:

- Board Certified in International Law, Florida Bar, 1999
- Civil-law Notary, Commissioned by State of Florida, 1999

Bar Admissions:

- Florida, 1988
- U.S. Court of Appeals 11th Circuit, 1992
- U.S. District Court Middle District of Florida, 1990
- U.S. District Court Southern District of Florida, 1990
- U.S. District Court Northern District of Florida, 2006

Education:

- George Washington University National Law Center, Washington, District of Columbia, 1988 J.D.
- Emory University, Atlanta, Georgia, 1984 B.A.
Honors: Economics and German Honor Societies
Major: Economics
Minor: German

Published Works:

- The Florida Civil-law Notary: A Practical New tool for Doing Business with Latin America, 32 Stetson L Rev 727 (2003)
- How Late in the Emergence of a Norm of Customary International Law May a Persistent Objector Object?, 13 ILSA J Intl L 1 (1989)

Representative Cases:

- Duckworth v. Plant, 697 So.2d 1257 (Fla. 5th DCA 1997)
- Boatwright v. Tarr, 2007 WL 1712484 (Fla.App. 5 Dist.)

Honors and Awards:

- Rated "av" by Martindale-Hubbell

Professional and Civic Affiliations

- The Florida Bar
 - International Law Section
 - Chairman of the Certification Committee
 - Chair of Section (2008-09)
 - Executive Council Member (2002 –)
 - Former Chairman of the Legislation Committee
- Honorary Consul, Federal Republic of Germany (2010 -)
- Director and Treasurer of the Global Connections Foundation, Inc.
- Charter Member of the Orlando Area Committee on Foreign Relations
- International Trademark Association
- Chairman of the Orlando Mayor's International Advisory Board
- Former Chairman of the International Law Committee of the Orange County Bar Association
- Former Director of The Blankner School Foundation, Inc. (2000-2006)
- Former Director and former secretary, Delaney Park Little League
- Former Chairman of the Programs Subcommittee of the Orlando Mayor's Education Action Council

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Languages: German



Matt McGinnis
Director of Operations
Correct Craft, Inc.
NAUTIQUE
Nautique Waterski and Wakeboard Boats

For more than eight decades Nautique has been known for not only building the highest quality boats available, but for delivering unprecedented customer service. That same passion and dedication is still ever present in each and every Nautique. We invite you to discover our passion for the lifestyle, our dedication to performance, and our drive to deliver the ultimate experience on the water.

As the Director of Operations, Matt McGinnis is responsible for the following areas of the company

- Quality
- Production
- Materials
- Industrial Engineering
- Maintenance
- Service Parts
- Scheduling

Correct Craft
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Admissions/Certifications

Minnesota, Florida (Authorized House Counsel)

Education

J.D., Widener University School of Law
B.A., Lawrence University

Following his graduation from Lawrence University, having double majored in History and German, Mr. Nagler pursued his law degree from Widener University in Harrisburg, Pennsylvania, graduating in 1997. Immediately following his graduation from law school, Mr. Nagler joined Lockheed Martin as a Contracts Negotiator with the Tactical Systems business unit of Maritime Systems and Sensors (MS2) in Eagan, Minnesota. Following his tenure in the contracts organization, Mr. Nagler assumed a critical leadership role in the export-import organization at Tactical Systems. In 2005, Mr. Nagler served as the Corporate Export Compliance Manager at Cargill, Inc. before returning to Lockheed Martin in 2007 to assume his current role.

Bob Provitola
General Manager – Plant Services
Mitsubishi Power Systems Americas

Bob is currently General Manager – Plant Services of Mitsubishi Power System Americas (MPSA) Power Generation Services (PGS) in Orlando Florida. MPSA is a wholly owned subsidiary of Mitsubishi Heavy Industries (MHI) that produces equipment that supports the energy industry such as Industrial Gas Turbine (IGT), Steam Turbine, Nuclear Energy, Wind Turbine, and Solar Power. Bob started with Mitsubishi during early 2001 as Operations Manager. At Mitsubishi, Bob manages two factories. The first and original factory is the Repair & Overhaul (R&O). This factory repairs & overhauls the components of MHI and other Original Equipment Manufacturers (OEM) Gas & Steam Turbines utilizing special processing such as EDM, Robotic Welding and Coatings, for example. In 2008, MPSA doubled the factory size with an addition to manufacture new Gas Turbine hardware to support the MHI Global demand. During the time since the inception of MPSA, the employee count has grown from a few to nearly 600 in Orlando.

Jerry Ross
Executive Director
The Disney Entrepreneur Center

Jerry Ross is a life-long entrepreneur who has held leadership positions with AT&T, Ohio Bell, and Goal Systems Software. He has been an active entrepreneur in Orlando for the last 20 years, launching a variety of successful enterprises. In 2007, Jerry was selected in a nationwide search to become the Executive Director of the Disney Entrepreneur Center, a public/private partnership in downtown Orlando that is home to 13 non-profit organizations who serve thousands of Central Florida entrepreneurs each year and attract economic development visitors from all over the globe.

Jerry has been called a “virtual business incubator” by the Orlando Business Journal, and has been named one of the “Top 10 Businessmen to Watch” in Central Florida. His work at the E-Center has been cited in national publications such as Entrepreneur Magazine, The Wall Street Journal, and Inc Magazine, as well as local newspapers across the country. He is a nationally recognized speaker and trainer on small business development, and a frequent guest on local media.

Jerry is the Chairman of Central Florida’s District Export Council, and a Board member of The Orlando Regional Chamber of Commerce, The Child Rescue Network, and Christian Help.

He is a graduate of Heidelberg College, holds an MBA from Dayton University, and is a Certified Business Consultant from The University of Central Florida and for the last 20 years has called Orlando home.

Franklin Vale
Supply Chain / Logistic Mgmt



Celmark International is a world-class custom contract manufacturer of ingestible and topical liquids, concentrates, extracts, creams, lotions and gels having more than 750 new products developed annually.

Franklin Vale has 25 years of global business development, management & control experience in nine European countries and five SE Asian countries. Additionally, he is also experienced in import/export and compliance and has 12 years of specialization in the global logistics distribution and manufacturing environment. He is fluent in German and conversational in Spanish, plus he is learning Arabic.

As Logistics Controller, Mr. Vale is responsible for the continuous control of processes for improvements via accurate capture of data. Reporting directly to the President, he is the team director of international and domestic inbound/outbound, 3rd party logistics having US \$15 million in turnover while generating approximately US \$ 3.0 million in profit. Additionally, he is responsible for the auditing and approval of all logistic receivables prior to booking and payment. He develops and manages claim procedures and corrective actions while establishing a positive, profit and service oriented day-to-day procedures influencing all other teams and departments.

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