

# VALUE FOR MEMBERSHIP INVESTMENT

2024



**AAEI** American Association  
of Exporters & Importers

# CONTENTS

- **03** Letter from the Chair
- **04** Overview
- **05** Our Legacy
- **06** Value for Membership
- **14** AAEI Actions & Resources
- **16** Membership Engagement Growth
- **17** Message from the President & CEO
- **18** Board of Governors
- **19** 2024 Sponsors

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# LETTER FROM THE CHAIR OF AAEI

Dear AAEI Members and Trade Advocates,

As we enter a new year, it is my privilege to reflect on the transformation of AAEI. We made great visible strides this year—with an increased presence on Capitol Hill, a new concept for our annual conferences, and a new website and logo.

But the most substantive change was AAEI's redefined strategy.

In the face of Washington's gathering storm of protectionism and the shifting regulatory landscape, this year, we intensified AAEI's advocacy arm to address the challenges our members face in their trade practices.

Our members are frequently called on by their C-Suite leaders to update them on legislative and regulatory changes to trade and to forecast the effects on the business. Our members are viewed as insiders and on the leading edge of these changes—thanks to AAEI. This year, AAEI held 20 events including webinars, Benchmarking Roadshows, and our Annual Conference.

We leveraged our extensive network and long-standing relationships on Capitol Hill and with the regulatory agencies to ensure our members had the most up-to-date information and to advocate on their behalf.

We proposed legislative language on Customs Modernization to Sen. Bill Cassidy (R-LA)'s office and made recommendations to agencies including Customs and Border Protection, Bureau of Industry and Security, Federal Maritime Commission, Office of the U.S. Trade Representative, Census Bureau, Treasury Department, Department of Commerce, Animal and Plant Health Inspection Service, and the Consumer Product Safety Commission.

AAEI also equipped our members this year with new tools for their trade practices, including a new series of webinars and our first Playbook on implementing AI in trade compliance.

The value of AAEI membership is clearer than ever. Our community supports trade compliance professionals in policy and practice at a critical time of change.

*Together, we make global trade happen.*

Kari Finch  
Chair, American Association of Exporters & Importers Board of Governors  
General Mills

# OVERVIEW

The American Association of Exporters and Importers (AAEI) is a corporate membership association for companies involved in international trade and companies that provide services for the importers and exporters of goods and services.

Our members are executives, recognized as technical experts regarding the day-to-day facilitation of trade. AAEI members include importers, exporters, customs brokers, freight forwarders, technology companies, law firms, and other trade services companies. AAEI members receive advocacy, education, and opportunities for peer-to-peer benchmarking.

Through member activity on our substantive committees, we advocate on behalf of our members. AAEI advocates on trade policy issues before the U.S. Congress, Executive Agencies, and multi-lateral organizations, including the World Trade Organization and the World Customs Organization.

AAEI assists international trade compliance executives by providing information concerning government regulations through webinars, meetings with government officials, annual conferences, Benchmarking Roadshows, Weekly Comprehensive member emails, and AAEI's monthly newsletter, *The International Trade ALERT*.



# OUR LEGACY

Since our founding in 1921, the American Association of Exporters and Importers (AAEI) has remained the premier organization representing the community of U.S. trade professionals and companies engaged in global trade.

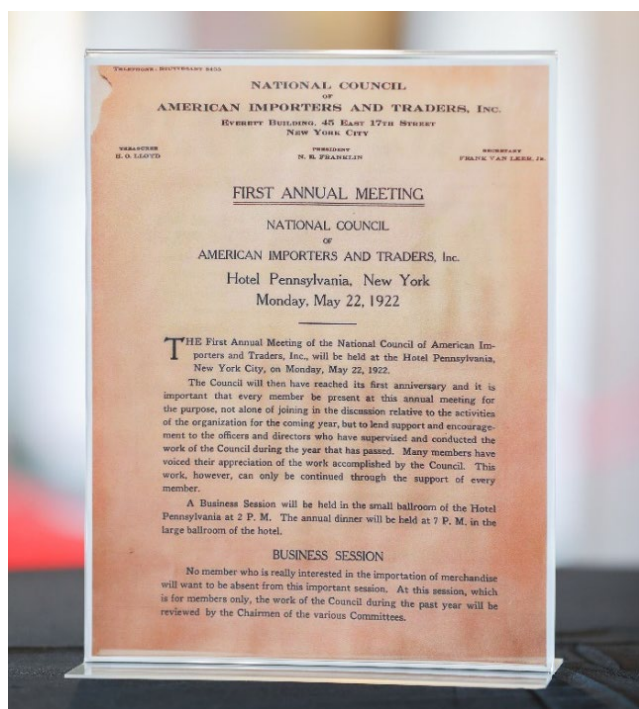
The National Council of American Importers and Traders, our original name, held its first meeting on March 12, 1921, to discuss import-related issues and federal anti-dumping legislation. The Council held its first conference at the Hotel Pennsylvania in New York City.

The event featured keynotes by President Warren G. Harding and New York Governor Alfred E. Smith. Their speeches explored pivotal themes such as the industrial recovery of Europe, the relationship between importers and exporters, and the vital role of importers in the economic wellbeing of the nation.

AAEI was established to protect and advocate for U.S.-based exporters and importers looking to improve international trade and global supply chains. For more than 100 years, AAEI has been the place where companies with an interest in international trade go for advocacy, benchmarking, and education. The Association continues to represent the trade community, still pursuing its original mandate to make trade secure, efficient, and open.

Today, AAEI members belong to a growing global community of trade compliance executives, tasked with ensuring compliance with U.S. and international laws governing the import and export of goods, commodities, and services, as well as compliance within their own organizations. AAEI works tirelessly for the interests of companies engaged in international trade, supply chain security, export controls, non-tariff barriers, import safety, and more.

The pages of AAEI's story are filled with the work of our members, who are recognized as technical experts in trade. We bring together industry leaders, government regulators and lawmakers to further the pursuit of trade facilitation.



# VALUE FOR MEMBERSHIP

## COST SAVINGS

AAEI helps our member companies remain profitable by giving members the tools to turn their trade compliance department from a cost center to a profit-protection center.

ISSUES	ACTIONS
Drawback Simplification	<ul style="list-style-type: none"> <li>• Support Passage of Legislation Streamlining Drawback</li> <li>• Panel: Drawback: Duty Savings through Diligence</li> </ul>
AI in Trade Compliance	<ul style="list-style-type: none"> <li>• Webinar on AI in Trade Compliance</li> <li>• Playbook on AI in Trade Numbering Assignment Environments</li> </ul>
Trade Preference Programs	<ul style="list-style-type: none"> <li>• Comments to Reauthorize MTB and GSP</li> </ul>
Global Trade Management	<ul style="list-style-type: none"> <li>• Case Studies on Trade Compliance and CEO Forum</li> <li>• C-Suite Conference Panels</li> </ul>
Tariff Mitigation	<ul style="list-style-type: none"> <li>• Seminars on Reducing Landed Costs and Risks</li> </ul>
Emerging Technology	<ul style="list-style-type: none"> <li>• Webinar on AI in Trade Compliance</li> <li>• Playbook on AI in Trade Numbering Assignment Environments</li> <li>• Panel: AI, Automation, and Reasonable Care</li> <li>• Panel: GTM Solutions: Automate or Perish 2.0</li> </ul>

AAEI provides members with tools to demonstrate to C-level executives cost avoidance, operational efficiencies, metrics, and relationships with regulatory agencies, all of which are key elements of a cost-effective compliance department.

AAEI also draws on the experience of committee co-chairs and members to identify challenges that can increase compliance risks and costs for member companies.

One such example is drawback filing. AAEL's Drawback Committee helps members maximize potential revenue and time savings by driving U.S. Customs and Border Protection (CBP) to implement statutory drawback simplification. The committee works to increase the efficiency of processing drawback claims, including mass liquidation functionality, saving importers thousands of dollars.

For example, AAEL advocated to clarify the 1313j(5) statute to give members clear guidance on CBP classifications of "other" in drawback claims. We provided members with a draft letter to gain support for H.R. 7864, to make important changes to the Trade Facilitation and Trade Enforcement Act of 2015 ("TFTEA"). These changes would expand the number of industries that can take advantage of drawback and would allow companies to claim drawback on export inventory that includes returned products from a customer.

AAEL also prepares members for White House administrative actions that could impact the trade community, including tariff proposals and International Trade Commission rulings. AAEL leverages relationships with the Office of the U.S. Trade Representative (USTR), the Department of Homeland Security (DHS), and the Department of Commerce (DOC) to advocate and get information for our members to prepare for these actions.

AAEL also looks to the future. Emerging technologies including Artificial Intelligence (AI) can help member companies increase efficiency and accuracy while reducing overhead costs.

In 2024, AAEL launched a series of webinars and white papers to help members leverage these new tools and successfully integrate them with existing global trade management solutions. At the 2024 Annual Conference, attendees heard from two panels on automating trade compliance processes using AI. Attendees also learned about data mapping and vendor management to improve the security of their companies' supply chains.

Another issue on which AAEL works to lower costs is Forced Labor prevention. For example, AAEL successfully urged CBP to allow shipments detained under suspicion of the Uyghur Forced Labor Prevention Act (UFLPA) violations to be stored at FTZs as opposed to third-party bonded warehouses, avoiding an additional cost for importers.

Finally, AAEL regularly advocates on Capitol Hill to renew and pass trade preference programs, such as GSP, Haiti, and AGOA, that help promote trade and save companies money.





# RISK MITIGATION & MANAGEMENT

AAEI helps members identify, mitigate, and manage risks in the international trade landscape.

ISSUES	ACTIONS
Forced Labor Compliance	<ul style="list-style-type: none"> <li>• Monthly Forced Labor Prevention Task Force meetings</li> <li>• Supply Chain Mapping Solutions webinars</li> <li>• Compliance Recommendations to Forced Labor Enforcement Task Force (FLETF)</li> <li>• Panel: Forced Labor CBP Update and Industry Perspective</li> <li>• Panel: Supply Chain Mapping: Charting Your Course</li> <li>• Forced Labor benchmarking</li> </ul>
Export Controls & Sanctions	<ul style="list-style-type: none"> <li>• Meetings with BIS and OFAC</li> <li>• Export Compliance benchmarking and training</li> <li>• Keynote Speaker: Assistant Secretary of Commerce</li> <li>• Panel: Export Sanctions: Building Future Business Opportunities</li> </ul>
Inconsistencies in Government Enforcement	<ul style="list-style-type: none"> <li>• Engagement with CBP CEEs</li> <li>• Provided legislative language to reduce duplicative PGA holds</li> </ul>
Government Shutdown Preparedness	<ul style="list-style-type: none"> <li>• Government Agency Guidance Document for Members</li> </ul>
Regional Updates	<ul style="list-style-type: none"> <li>• Participation in the WCO and Global Shipping Alliance meetings</li> <li>• Reports from EU, LATAM, and Asia compliance professionals</li> <li>• Panel: Country Trade Updates: It's a Small World After All</li> </ul>
Supply Chain Disruptions	<ul style="list-style-type: none"> <li>• Port Strike Webinar</li> <li>• FMC Commissioners' briefings</li> <li>• Provided Detention and Demurrage policy recommendations</li> </ul>



	<ul style="list-style-type: none"> <li>Contributed Recommendations to the White House Supply Chain Security Task Force and IPEF Trade Agreement</li> </ul>
Safeguarding Corporate Brand and Reputation	<ul style="list-style-type: none"> <li>Provided "How to Communicate to the C-Suite" and "How to Show Value" benchmarking and education sessions</li> </ul>

AAEI keeps members ahead of the curve with early information on risks and regulatory changes and offers private benchmarking spaces for members to share their insights and expertise. This proactive approach equips members with timely information, ensuring they are better prepared to manage and mitigate compliance risks.

Through AAEI’s Roadshows and other benchmarking opportunities, importers, exporters, and trade service providers can leverage the broad experience of AAEI’s membership to identify potential risks that may occur. AAEI’s benchmarking informs members about risks another company has dealt with, assists members in developing clear goals and strategies, and improves how companies communicate risk internally and externally.

AAEI’s Automotive & Aerospace Committee does significant benchmarking on hand-carry imports and ATA Carnets in response to member concerns. These benchmarking sessions allow members of all industries to better understand these issues.

AAEI events foster community and facilitate connection between importers and exporters and potential trade service providers, who offer tools to mitigate and manage risks. One example is AAEI’s Trade Solutions webinar series. With the help of new tech and service providers, this webinar series helps importers and exporters find tools to prepare for changes in the business environment.





# BUSINESS CONTINUITY & COMPLIANCE CLARITY

AAEI membership provides business continuity and compliance clarity through a range of committee meetings and events.

ISSUES	ACTIONS
Forced Labor Compliance	<ul style="list-style-type: none"> <li>• Briefings from CBP and DHS Leadership and NGOs</li> <li>• Forced Labor Prevention Task Force meetings</li> <li>• Supply Chain Mapping webinars and panels</li> <li>• Successfully recommended changes to FTZ Storage of UFLPA detentions</li> </ul>
Export Controls and Sanctions Compliance	<ul style="list-style-type: none"> <li>• Direct dialogue with BIS and OFAC</li> <li>• Export Compliance Training and Webinars</li> </ul>
Clarity on the use of AI in Trade Compliance	<ul style="list-style-type: none"> <li>• Playbook on AI in Trade Numbering Assignment Environments</li> <li>• Webinar Series on AI in Trade Compliance</li> </ul>
Inconsistencies in Government Enforcement	<ul style="list-style-type: none"> <li>• Engagement with CBP CEEs</li> <li>• Meetings with DHS and CBP Forced Labor officials</li> <li>• Meetings with FDA, CPSC, and USDA</li> </ul>
Election Preparedness	<ul style="list-style-type: none"> <li>• Post-Election Webinar</li> <li>• One-pagers</li> <li>• Weekly and Monthly Communications and Member Alerts</li> </ul>

AAEI engages directly with high-level government officials and hosts expert speakers at committee meetings, annual conferences, and virtual events.

AAEI hosted acting CBP Commissioner Troy Miller at the 2024 Annual Conference. Attendees also heard from Arun Venkataraman, Assistant Secretary of Commerce for Global Markets and Director General of the U.S. and Foreign Commercial Service.

AAEI's Substantive Committees regularly meet with U.S. government regulators and policymakers.

In 2024, AAEI's Automotive & Aerospace Committee met with the Bureau of Industry and Security (BIS) throughout the rulemaking process on Connected Vehicles, providing feedback on the proposed rulemaking. AAEI's Customs Committee met with the Treasury Department to discuss the impacts of potentially delegating its customs revenue functions to DHS.

AAEI's Healthcare Industries Committee held a government forum in 2024, where members heard from high-level officials at CBP's Pharmaceuticals, Health & Chemicals Center for Excellence and Expertise, the Food and Drug Administration (FDA), and the U.S. Department of Agriculture's Animal and Plant Health Inspection Service to discuss member concerns.

Since the Uyghur Forced Labor Prevention Act (UFLPA) took effect, AAEI has remained engaged with CBP and DHS to guide members through changing regulations. AAEI Forced Labor Prevention Task Force meetings provide a space for members to share challenges and strategies, helping them stay prepared. In 2024, attendees of the task force meetings heard from DHS's Human Trafficking and Forced Labor Division on investigators' perspective on forced labor enforcement and how companies can remain compliant.

AAEI invites expert and government guest speakers to webinars to give members the insights to make more informed business decisions in light of urgent challenges. For example, AAEI hosted a webinar with the then-Commissioner of the Federal Maritime Commission, Carl Bentzel, to address the impacts of the East and Gulf Coast port strike.

The current trade environment is defined by uncertainty for the future of U.S. trade policy. AAEI takes a proactive approach in ensuring member companies are as informed and prepared as possible for shifting regulatory requirements.

To help accomplish this, AAEI hosts a series of webinars to dive deeply into the most pressing policy issues and provide trade service solutions for companies to stay ahead of anything that may impact their industry or business operations.

Additionally, AAEI's Trade Policy Committee closely follows trade issues to keep in mind as a new administration takes over in 2025. This included member briefings on how election results may impact trade policy over the next several years.

For trade compliance professionals, AAEI's in-person Benchmarking Roadshows held around the country provide a forum to benchmark on issues affecting the day-to-day operations of their departments, helping to streamline processes and serve their businesses better.





# TRADE FACILITATION

For more than a century, AAEL’s primary mission has been advancing the facilitation of fair and efficient trade.

ISSUES	ACTIONS
Customs Modernization	<ul style="list-style-type: none"> <li>• Recommendations through participation in CBP’s 21<sup>st</sup> Century Customs Task Force</li> <li>• AAEL members’ participation in COAC and COAC working groups</li> <li>• Panel: COAC Update on Work and Goals</li> </ul>
WCO Involvement	<ul style="list-style-type: none"> <li>• PSCG work on Green Trade and SAFE Framework</li> </ul>
Supply Chain Resilience	<ul style="list-style-type: none"> <li>• FMC, White House SCR Strategy Recommendations</li> </ul>
Global Work	<ul style="list-style-type: none"> <li>• Participation in Global Shippers Alliance and presentation of “Shippers Bill of Rights” to the UNCTAD</li> </ul>

AAEI collaborates with lawmakers, federal agencies, and multinational organizations to advocate for measures that facilitate trade for importers and exporters. These advocacy efforts are driven by the challenges raised by members in AAEL substantive committee meetings.

In 2024, AAEL’s Customs Committee provided feedback to CBP and Sen. Bill Cassidy (R-LA)’s office, respectively, on customs modernization legislation.

AAEL’s Trade Policy & Textiles Committees have used their subject-matter expertise to develop talking points on trade preference programs such as the Generalized System of Preferences (GSP) for AAEL’s use to advocate for members on Capitol Hill.

AAEL has a strong relationship with FMC Commissioners and staff. AAEL’s Transpacific Committee, which focuses on supply chains and the facilitation of trade, meets regularly with the Commissioners of the FMC to benchmark and provide reactions from the trade community on various proposed and pending rulings, including the implementation of the 2022 Ocean Shipping Reform Act.

AAEI also advocates on behalf of the trade community before multinational organizations and provides members opportunities to engage with the global trade community.

For example, AAEI leveraged our role on the WCO’s Private Sector Consultative Group (PSCG) to develop proposals on streamlining green trade. We also provided recommendations on how to improve engagement with small and medium-sized businesses, improve collaboration with the private sector, increase transparency on procedures, and share knowledge between PSCG members.

AAEI is a founding member of the Global Shippers Alliance (GSA). As part of the GSA, AAEI recommended a “Shippers Bill of Rights” to the United Nations Committee on Trade and Development, along with our counterpart organizations in Asia, Europe, and Australia.



### 2024 AAEI Committees List

Automotive & Aerospace Committee	Focuses on issues of interest to importers and exporters of automotive and aerospace & defense products, other bulk commodities, and related transportation companies.
Customs Policy and Procedures Committee	Focuses on projects dealing with automation, entry revision, global customs harmonization, trade security, tariff data reporting, ISF, bonds and legislation impacting the trade community.
Drawback and Duty Deferral Committee	Focuses on regulatory changes and administrative problems on same-condition and substitution drawback and special duty deferral programs, such as temporary import bond entries.
Export and Global Trade Compliance Committee	Supports members engaged in U.S. export transactions and members with responsibility for trade operations and trade compliance programs globally.
Healthcare Industries Committee	Supports members engaged and with responsibility for U.S. trade /import operations including but not limited to FDA, USDA, CBP, and other PGAs.
Textiles, Apparel and Footwear Committee	Focuses on the importing and exporting of textiles, apparel and footwear.
Trade Policy Committee	Focuses on regional and special trade agreements, multilateral trade negotiations, dumping and countervailing duty issues, competition policy, legislation, and macroeconomic policy as it affects international trade.
Transpacific Committee	With primary focus on logistical issues impacting Transpacific Trade, this committee also identifies Transpacific trade issues that impact all members.



# AAEI ACTIONS

## AAEI Comments

- [AAEI Comments to ITA on Aluminum Licensing](#) – January 11, 2024
- [AAEI Comments to USTR on USMCA](#) – January 17, 2024
- [AAEI Comments to FWS on CITES](#) – May 21, 2024
- [AAEI Comments to CBP on Forced Labor Portal and CMS](#) – June 6, 2024
- [AAEI Comments to USTR on Section 301 China Tariff Modifications](#) – June 6, 2024
- [AAEI Comments to BIS on Connected Vehicles](#) – October 28, 2024
- [AAEI Comments to CBP on Forced Labor Portal and CMS](#) – November 14, 2024

## AAEI Letters

- [AAEI Letter to Senate Finance Committee and House Ways and Means Committee on GSP Renewal](#) – April 15, 2024
- [AAEI Letter to Sen. Cassidy \(R-LA\) on Customs Modernization](#) – August 30, 2024

## Multi-Association Letters

- [Associations Letter to DOC on Aluminum Extrusions](#) - January 16, 2024
- [Associations Letter Supporting FMC Commissioner Carl Bentzel Renomination](#) – February 16, 2024
- [Associations Letter to NEC and NSC on U.S. Trade Policy](#) – July 11, 2024
- [Associations Letter to DHS, Treasury, CBP, House Ways and Means, and Senate Finance Committee on Final Selection for COAC](#) – August 12, 2024
- [Associations Letter to Treasury Department on Customs revenue authority delegation](#) – September 24, 2024
- [Associations Letter to White House on Port Strike Resolution](#) – October 2, 2024
- [Associations Letter to Senate and House Leaders on GSP Renewal](#) – November 21, 2024
- [Associations Letter to ILA-USMX on Port Labor Negotiations](#) – December 6, 2024
- [Associations Letter to Senate Finance Committee on USITC Vacancies](#) – December 10, 2024



# AAEI RESOURCES

## Webinars

- [AI and Trade Compliance](#) – January 18, 2024
- [The Use & Benefits of Artificial Intelligence for Trade Compliance](#) – October 2, 2024
- [Port & FMC Updates on Demurrage, Detention, and Beyond](#) – October 23, 2024
- [AAEI Post Election Outlook Webinar](#) – November 7, 2024
- [Unlocking Opportunities with AI Tools for Customs Clearance](#) – November 13, 2024
- [Navigating De Minimis: Opportunities and Challenges](#) – December 4, 2024
- [Chevron Deference: Navigating its Impact on Trade Compliance](#) – December 10, 2024
- [AI & Tariff Code Classification: What Solution is Right for You?](#) – December 11, 2024

## Trade Solutions Webinars

- [Export Controls: Uncovering Chinese Military Companies](#) – October 29, 2024
- [Navigating and Reducing UFLPA Risks with FloraTrace](#) – November 19, 2024

## Educational Course

- [AAEI Advanced Importing Compliance Practices Course](#)

## Resource Documents

- [AAEI 2024 Government Shutdown Agency Information Chart](#) – January 2024
- [AAEI Advocacy Letter Supporting H.R. 7864](#) – June 2024
- [AAEI Playbook on Artificial Intelligence in Trade Numbering Assignment Environments](#) – October 2024
- [AAEI Election Snapshot & Trade Policy Slides](#) – October 10, 2024
- [AAEI Webpage on Election Candidates' Trade Policy](#) – October 2024
- [AAEI Resource on Donald Trump Trade Policy Positions](#) – November 2024
- [AAEI Speech at Vietnam Economic Forum](#) – December 6, 2024



# MEMBERSHIP ENGAGEMENT GROWTH

Over the past three years, AAEL has expanded its engagement with importers and exporters by fostering stronger connections, facilitating the exchange of industry insights, and providing access to resources that assist members in their trade practice. AAEL continues to empower the trade community, as demonstrated by the following growth metrics.

## **Growth in Membership:**

From October 2021 to October 2024, AAEL experienced a **47.6% increase in new members**. Nearly half of our members are importers and exporters, highlighting strong industry representation.

## **AAEL Committees:**

AAEL's six substantive committees cover import, export, and trade compliance matters and are the tip of AAEL's advocacy arrow. Over the last three years, AAEL has seen an increase in Committee participation. In 2024, AAEL engaged with multiple offices at CBP and DHS; ITA, Census, and other offices at Commerce; Treasury; CPSC; FDA; and USDA. Chaired by the top leaders in trade compliance, AAEL's committees study compliance trends, conduct meetings with government officials, and make recommendations on legislative and regulatory challenges.

## **Conference Growth and Enriched Content:**

AAEL's Annual Conference continues to be a premier event for the trade community, providing importers and exporters opportunities for peer-to-peer benchmarking and collaboration on trade challenges, while earning continuing education credits. The number of conference attendees has increased by **71.9%** since 2021, growing from 196 attendees in 2021 to 337 in 2024.

AAEL has expanded its conference content and opportunities for continuing education credits over the last three years with more **sessions and keynotes** than before.

- **Keynote Speaker Growth:** Doubled keynote presentations over the last 3 years.
- **Broader Session Offerings:** Average of 16 panel sessions per annual conference.

## **Access to New Technology:**

AAEL provides importers and exporters opportunities to explore technologies and service solutions to challenges in trade practice. By leveraging partnerships and event demonstrations, members gain firsthand insight into tools that support supply chain efficiency, customs compliance, risk management, and more. The trade community demonstrates confidence in AAEL's events and outreach efforts, with **24 new sponsors and exhibitors** joining the Association since 2021.

## **Event Engagement:**

AAEL's event calendar continues to grow, showcasing our commitment to providing relevant webinars and expert speakers to address the current challenges our members face in international trade. For example, since 2021, AAEL significantly increased event offerings, growing from an average of four events per year to an average of 13. In 2024 alone, **AAEL held weekly events**, including webinars, Benchmarking Roadshows, and our Annual Conference.





# MESSAGE FROM THE PRESIDENT & CEO

## *The Value of AAEI Membership: A Community Built for Your Success*

Dear AAEI Members and Trade Advocates,

As we reflect on the successes of the past year, I am proud to share how AAEI continues to expand as the premier voice for the trade community. As you've seen in this report, our membership base is growing, our conference attendance is reaching record levels, and our support is increasing—demonstrating the value that companies like yours find in being part of AAEI.

In Fall 2024, we launched a series of virtual programming and webinars, providing actionable insights on key topics shaping global trade. These sessions have engaged the trade community across the country, fostering connections and delivering knowledge essential to navigating today's trade landscape. Additionally, our social media engagement has surged, amplifying the voice and thought leadership we strive to share, and raising awareness of critical trade issues.

As the U.S. navigates shifts under a new administration and global trade regulations evolve at breakneck speed, the risks and complexities for businesses have never been greater. Membership in AAEI means standing with a network of industry leaders who influence change, staying informed, and driving solutions. It means having a seat at the table in discussions that matter most to your business.

In the coming year, geopolitics and global business will be volatile and unstable. It will be critical for businesses to understand the trends that will drive the dynamic convergence of innovation, threats, and opportunities. AAEI membership will strive to be a catalyst that directs our members' innovation and growth through the creation of products and services that help AAEI members improve compliance, decision-making, and effectiveness.

Being with AAEI equips you to weather every storm and emerge stronger.

Thank you for your membership. We will continue to work to ensure your voice is heard in the future of global trade.

Sincerely,

Eugene Laney  
President & CEO  
American Association of Exporters & Importers Board of Governors



# AAEI BOARD OF GOVERNORS

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## CONTACT US

American Association of Exporters and Importers

1300 Pennsylvania Ave, NW, Suite 450  
Washington, DC 20004

(202) 857-8009

[www.aei.org](http://www.aei.org)