

Economic Diversification through International Opportunities



Shenandoah Valley Partnership | Annual Meeting · July 17, 2019

Cindy Flores



Vice President, Global Trade & Supply Chain Solutions | Bank of America Merrill Lynch

Cindy Flores is a Global Trade Solutions Specialist within Bank of America's Global Transaction Services business. She has worked for over 30 years delivering customized trade finance solutions for clients engaged in global business. Her extensive background includes training and experience in using U.S. government programs of the ExportImport Bank, Small Business Administration and other specialized trade finance vehicles. Cindy earned the Certified Global Business Professional designation from the National Association of Small Business International Trade Educators in 2006. She also served on the Florida District Export Council for 12 years as an appointee of the U.S. Secretary of Commerce. Currently she serves as an officer and Board member for the World Affairs Council of Central Florida.

Patrick O. Gottschalk



Partner and Chair, Economic Development Team | Williams Mullen

From 2006-2010, Pat Gottschalk served as Governor Tim Kaine's Secretary of Commerce and Trade and led the economic development efforts of the Commonwealth of Virginia. Since 2010, Pat has served as the chair of the Williams Mullen Economic Development Team and is a member of the firm's Corporate and Government Relations practice groups. He focuses primarily on economic development projects, foreign direct investment transactions, joint ventures, multi-party agreements and business law issues. Pat has substantial experience assisting clients in accessing federal, state and local business location incentives and has also led and participated in numerous economic development foreign trade missions over the past 20 years.

John Reinhart



CEO & Executive Director | Virginia Port Authority

John F. Reinhart is the CEO and executive director of the Virginia Port Authority. He is responsible for the broad programmatic areas of business development and growth, strategic marketing, finance, and operations of Virginia's marine terminal facilities: Virginia International Gateway, Newport News Marine Terminal, Norfolk International Terminals, Portsmouth Marine Terminal, Richmond Marine Terminal and the Virginia Inland Port. He leads the port with emphasis on maintaining integrity and respectfulness amongst colleagues, as well as the importance of being "a good corporate citizen to the community."

Balaji Venkatesan



CEO | SD Solutions, LLC

Balaji Venkatesan started his professional career as a project management professional at Citibank managing Software Products Development for Treasury and Portfolio Management Applications. Based on the wealth of experience in helping large and small organizations with their mission-critical requirements, Balaji founded SD Solutions, LLC in 2011 to serve clients with efficiency and innovation. SD Solutions, LLC has achieved ISO and CMMI Certifications, received Exceptional Past Performance Ratings, and won the "Small Business Prime Contractor of the Year" Award from the U.S. Department of the Treasury.

Paul Grossman



Vice President of International Trade | Virginia Economic Development Partnership

Paul Grossman currently serves the Commonwealth of Virginia as the Vice President of International Trade for the Virginia Economic Development Partnership. In this capacity, he is responsible for developing and implementing the Commonwealth's international strategy for the promotion of Virginia products and services to markets worldwide via export sales. With over 30 years of international business experience, Paul's responsibilities have spanned directing U.S. states international business recruitment programs and managing county economic development programs. He holds a Master of International Management from the Thunderbird School of Global Management.

