financial executives international dallas chapter

RETAIL & RESTAURANT CFO SERIES

Trade as a Strategy

Thursday, October 29, 2026

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Mark Your Calendars!

Our next Retail & Restaurant Special Interest Group event:

Wednesday, January 27, 2027



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Speaker



Tosca Derrik
Baker Tilly
Director, Global Customs and Trade Advisory

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Explore opportunities
Go beyond and explore global trade management
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Global trade is an ever-evolving field, those who are best prepared for changes thrive.
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What has shifted in global trade?

Key differences	Before 2025	After 2025
Average duty rate	4-6% and stable	10-15%+ and volatile
CBP's role and focus	Facilitator of international commerce.	Enforcement and revenue collection for the government.
Approach of importers	Cutting costs and reducing duty exposure (even if 1% or less)	Reactive adjustments based on tariff news/updated guidance.

These tariffs will not be going away for the foreseeable future. Long-term strategic planning should be the goal of importers; however, it is rarely explored.

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What can we learn from the past?



Mastering the basics (*classification, valuation, origin, recordkeeping*) is always of utmost importance.



While complex controls around trade compliance may be expensive, the cost outweighs the potential of CBP penalty.



CBP is continuing to broaden the scope of its enforcement.

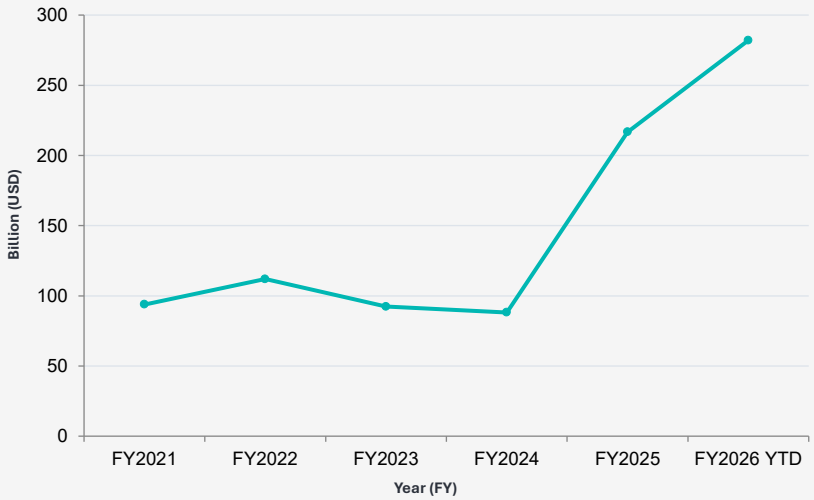


Value = Cost Avoidance + Reasonable Care + Supply Chain Visibility

The era of the tariff

CBP total duty, taxes and fees collected

CBP Trade Statistics FY2021-FY2026 YTD | USD millions



$282B
FY2026 YTD collection

$216B
FY2025 collection

$88B
FY2024 collection

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Tariff developments

8 years of continuous tariff changes

2018-2024

Section 201, Section 301, Section 232

- 201 - safeguards
- 232 – sector specific
- 301 – country/economy specific

2025

IEEPA Tariffs

- IEEPA Fentanyl
- IEEPA Reciprocal (country-specific)
- SCOTUS & refunds

2026

The IEEPA Replacements

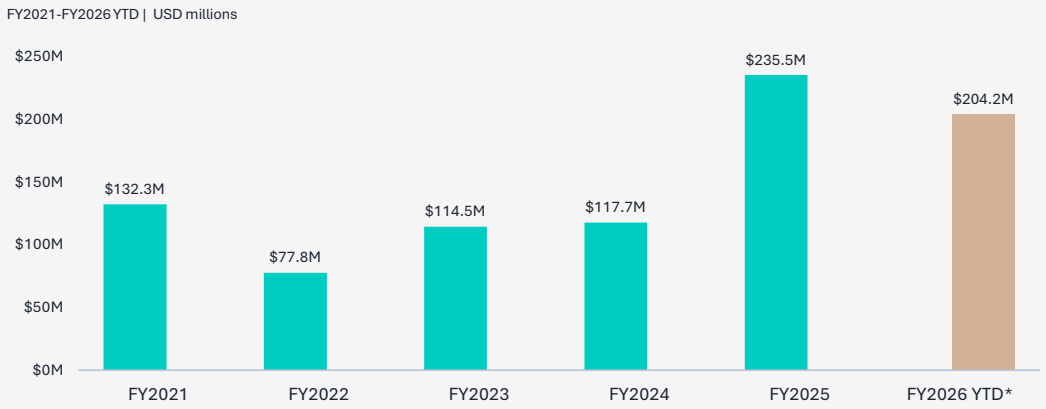
- Section 122
- Forced Labor 301
- Section 338

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The era of enforcement

U.S. Customs has taken steps to significantly ramp up enforcement through investment in AI-driven targeting and an increase in request for information and audits. This trend is expected to continue, and even increase, in years to come.

CBP collections resulting from importer audits



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Global trade management expertise

Operating in the global economy has never been more complex.

Increasingly connected supply chains, geopolitical developments, and shifts in trade policy and regulation affect companies of all sizes. Baker Tilly's comprehensive global trade solutions help businesses, from middle-market companies to large enterprises, protect profits, pursue growth, and minimize disruption.

How we help

Effective global trade management helps businesses navigate trade policy changes, evaluate potential impacts, and make more informed cross-border decisions. Our experienced professionals help address immediate challenges while identifying long-term opportunities to reduce tariff exposure, strengthen operations, and manage financial and operational risk.

Service offerings


Tariff impact analysis and IEEPA refund solutions


Customs compliance programs and general trade advisory


HTS classification, customs valuation, and country of origin review


Foreign trade zone, first sale, and duty drawback feasibility


Broker management

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Our clients



Our specialized global trade knowledge provides perspective beyond your organization, including insights into evolving trade practices, regulatory developments, and market trends that help identify risks and opportunities.

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Where we create value



Reduce duty expense and improve cash flow.



Identify opportunities hidden within customs and trade data.



Minimize regulatory and financial risk.



Improve visibility across complex global supply chains.



Enable better strategic sourcing decisions.



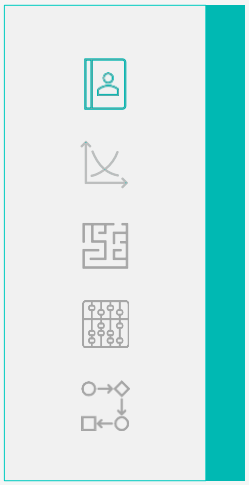
Prepare organizations for future trade policy changes—not simply today's regulations.

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Tariff impact analysis and IEEPA refund solutions

Services overview

Our team assists clients in analyzing, modeling, and mitigating potential tariffs to recover duties, reduce costs, and increase competitiveness amid changing tariff policies. Further, we are currently continuing to assist clients with the preparation and audit of entries necessary for IEEPA refund claims.



Our solutions include:

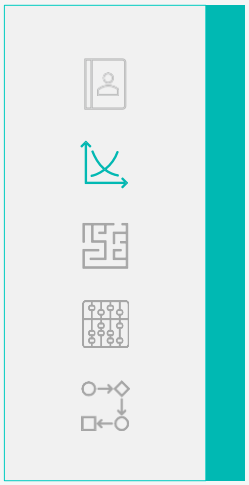
- IEEPA refund preparation and audit
- Proprietary client portal for submission and audit of entry documentation
- Tariff impact assessments and scenario planning
- Discussion on duty optimization strategies
- Tariff engineering

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Customs compliance programs and general trade advisory

Services overview

Our team helps companies meet legal and regulatory requirements for imports and exports, while avoiding delays, penalties, or any reputational damage. Our goal is to help clients build a robust and efficient compliance framework to meet ever-changing import and export requirements.



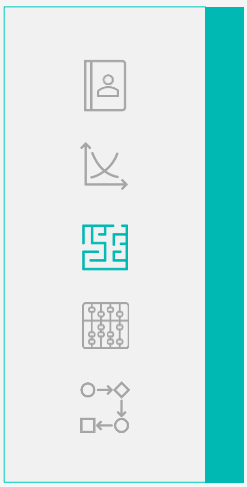
Our solutions include:

- Trade compliance program development
- Internal controls assessments
- M&A due diligence projects
- CBP inquiry/audit preparation
- Support for security programs (i.e., CTPAT)
- Protests, post-summary corrections, prior disclosures

HTS classification, valuation, and country of origin review

Services overview

We understand that the "basic" areas of trade compliance cannot be placed on the back burner. Our team supports importers in reviewing and validating HTS classification, customs valuation, and country of origin determinations to enhance compliance, ensure reasonable care, and identify opportunities for tariff optimization.



Our solutions include:

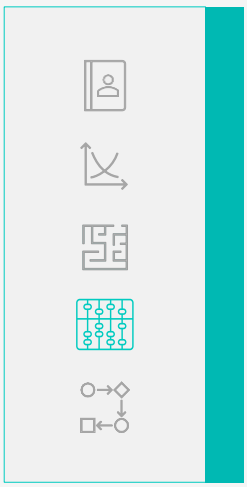
- HTS Classification
- Valuation determination, cost unbundling, and general due diligence
- Country of Origin review and analysis
- Free Trade Agreement application and support

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Foreign trade zone, first sale, and duty drawback feasibility

Services overview

Successful and efficient implementation of special trade programs can increase bottom line savings while also helping importers exercise reasonable care. Our team can provide end-to-end support on these projects from feasibility assessment to “go-live”.



Our solutions include:

- Foreign trade zone “FTZ”
- First sale for export
- Duty drawback
- Supply chain optimization

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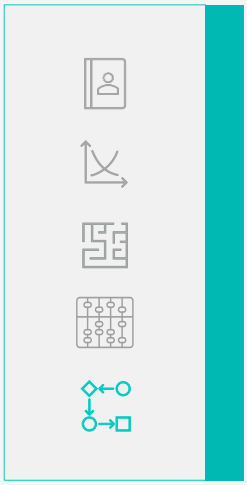
Broker management

Services overview

Many importers struggle with the extensive workload that comes with successful trade compliance. We provide services to fill in the gaps and provide impactful solutions on the more “administrative” portions of trade compliance.

Our solutions include:

- Customs broker management
- Binding ruling support
- Importer of record strategy and setup
- Specialized training sessions



What does a trade compliance program look like?



SOPs

Internal compliance manuals and broker procedures that ensure consistent entry transmission.



KPIs

Identify errors before they become systemic issues.



Classification

Maintain and update a HTS classification database.



Audit

Substantial internal audit of entries.



Training

Educate and empower your team on trade compliance.

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Staying ahead of trade compliance

Proactive approach

- ✓ Identify risks early (KPIs)
- ✓ Implement strong internal controls (SOPs)
- ✓ Training on team members performing trade compliance functions
- ✓ Continuous compliance monitoring through internal audit

Reactive approach

- ✗ Action happens after news is announced or inquiry appears from CBP
- ✗ Lack of internal controls or procedures
- ✗ No internal audit or KPI monitoring (leave it for the broker)
- ✗ Risk of penalties, delays, seizures, etc.

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Global trade has become one of the most dynamic forces shaping business today. Our role is to help clients transform that complexity into a competitive advantage.
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Questions?

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Our team



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Thank you

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