

Partnerships International, Inc.

TENTH ANNUAL

“Partnering for Compliance™” East Coast

with the participation of the

US Departments of State, Commerce, Defense,
Homeland Security, Census Bureau, and US Trade

February 23rd, 24th, & 25th, 2011

Pegasus Ballroom (Student Union Building)

University of Central Florida, Orlando Campus

4000 Central Florida Boulevard, Building 52 (Student Union Building); Orlando, FL 32816-3250

**Directions to auditorium on campus can be obtained at: www.studentunion.ucf.edu
Click on DIRECTIONS on left side of screen. This page gives you directions to the auditorium, parking garage & parking lot adjacent to the Student Union Building.**

The Tenth Annual “Partnering for Compliance™” will focus on a broad spectrum of export/import regulatory and compliance matters of current relevance to companies, organizations, and individuals involved in trading commodities and technologies.

While we cater to all businesses, we place special emphasis on Small-to-Medium Businesses (SMBs) who rarely have the opportunity to gain first-hand knowledge from the experts. Please help us ensure that your SMB contractors, suppliers and clients have the opportunity to register for this ‘one-stop-shop’ program.

Our objective is to expand your knowledge and awareness of the requirements needed to successfully compete in business with our global competitors, while adhering to US federal laws and regulations, as we strive for 100% compliance. At the same time, our speakers will provide updates on US Government initiatives and policies addressing export controls and enforcement issues.

To maintain the informal and interactive nature of our program, reservations are strictly limited to the first 200 paid registrants on a first-come-first-served basis. NOTE: All speakers have agreed, time permitting, to speak informally on a ‘one-to-one’ basis with participants. We ask you kindly not to monopolize our speakers by posing your questions as succinctly as possible in an effort to facilitate as many participants as possible with this exceptional opportunity. Thank you so much.

Since 9/11 there have been considerable regulatory changes in US controls. Notwithstanding the economic downturn, the complexity of international trade has changed significantly. The Department of Homeland Security; expanded EU, China’s WTO membership - and rapid expansion into underdeveloped regions, political considerations, competition for scarce resources, and the emergence of the Indian sub-continent and SE Asia as global players all have an impact on global trade. The recent global financial difficulties are an opportunity for our SMBs to source and resource new markets. US exporters will labor under regulatory burdens that may put them at a disadvantage with their global competitors, thus solid up-to-date training and insights from the experts is one of our keys to success.

This interactive program will enhance your knowledge base, hopefully increase return on investment and will help maintain your employers’ compliance to become more competitive in the merging global marketplace. We urge you to have many of your questions prepared in advance. Answers will be forthcoming. Ample time has been set aside for the much-requested and valued Q&A sessions. An array of eminently qualified experts from the government and the private sector have been brought together to assist you.

A Certificate of Completion is presented to each participant on Day 3 as evidence of having completed the entire program.

AGENDA

Wednesday, February 23, 2011 (*Business Casual Dress*)

07:00 – 07:45 AM **Networking and Continental Breakfast**

07:45 – 08:00 Welcome, Administrative Remarks
Ailish M. NicPhaidin (C)*, President & CEO, Partnerships International, Inc.

08:00– 08:30 **The Honorable David W. Mills, (C)* Opening Keynote Address**
Assistant Secretary for Export Enforcement, BIS, U.S. Department of Commerce
TOPIC: TBA (To include a short Q&A session as time permits)

08:30 - 10:00 **Joe A. Cortez (C)***
Chief of the Regulations, Outreach, and Education Branch, US Census Bureau
(NOTE: Omari S. Wooden, (C)* FTD Trade Ombudsman will also attend)
TOPIC: Mandatory EEI - The Inside Track for Partners

10:00 – 10:15 **COFFEE & NETWORKING BREAK**

10:15 – 11:30 **Jonathan C. Barnes (C)***
Senior Special Agent, Miami Field Office, BIS/Department of Commerce
TOPIC: Partnering at Work – Confronting Enforcement

11:30 – 12:00 **LUNCHEON & NETWORKING**

12:00 – 01:10 **Mark D. Menefee, Esq. (C)*** (Retired Director of Export Enforcement, BIS, DoC)
Of Counsel, & **Bart McMillan, Esq. (C)*** Partner, Baker & McKenzie, LLP.
Washington, D.C. and Chicago offices respectively
TOPIC: Internal Compliance Programs: Best Practices for SMBs

01:10 – 03:15 **Enforcement Issues in International Trade**
How to Partner and Avoid Seizures, Fines, Forfeitures, and Penalties

- **Russell R. Morgan (C)*** Assistant Area Port Director-Trade, Orlando, DHS/CBP
- **Ron E. Woody (C)*** DHS/ICE Sr. Supervisory Special Agent Nat'l Security Investigations + Sr. Special Agent **TBA (C)*** (**NOTE: ICE** segment will also answer questions related to visa / immigration issues participants have) **Important Note: This portion of the program is based on real situations recently faced & DHS updates.**

03:15 – 03:30 **COFFEE & NETWORKING**

03:30 – 04:45 **OPEN Q & A FORUM**
Panel: Joseph Cortez * Omari Wooden *** Ron Woody *** Jonathan Barnes *** Russell Morgan *** Jay Todras *** Mark D. Menefee *** Bart McMillan**

04:45 – 05:00 “Mentor of Excellence” and Scholarships Awards Presentations – to include our prestigious Gerard Alexander Monk Memorial Scholarship.

(NOTE: An introductory intensive workshop for SMB and novice participants on ITAR licensing will take place immediately after 5:00 PM and will last to 6:30 P.M.)

Tentative Agenda - Subject to Change

Thursday, February 24, 2011 *(Business Casual Dress)*

07:15– 07:45 AM **Networking and Continental Breakfast**

07:45 – 08:00 Administrative Updates

(Note: Departments of State and Defense segments will endeavor to include entry, intermediate and advanced level participants as far as possible and practical.)

08:00 – 12:00 **Terry L. Davis (C)*** (NOTE: Breaks at Mr. Davis's discretion)
Deputy Director, Office of Defense Trade Controls Licensing, Directorate of Defense Trade Controls (DDTC), US Department of State, Washington, DC
TOPIC: Department of State Update – to include basics of making a license determination under the International Traffic in Arms Regulations (ITAR), Department of State policy, positions, initiatives and updates

12:00 – 01:30 **LUNCHEON & NETWORKING BREAK**

01:30 – 02:35 **Glenn E. Smith (C)***
Chief, Enforcement Division, Directorate of Defense Trade Controls (DDTC), US Department of State, Washington, DC
TOPIC: Compliance & Enforcement Trends, Implementing an Effective Company Compliance Program (Suggested)

02:35 – 03:40 **Kenneth Oukrop (C)***
Division Chief, Munitions Licensing, Defense Technology Security Administration (DTSA), Office of the Secretary of Defense, Washington, D.C.
TOPIC : The Department of Defense Export Licensing Process- To provide insight into the role DoD plays in export licensing under the International Traffic in Arms Regulations (ITAR).

03:40 – 03:45 **COFFEE BREAK**

03:45 – 05:00 Open Q & A Forum with **Terry Davis, Glenn Smith** and **Kenneth Oukrop**

(NOTE: As time permits, Mr. Davis, Mr. Smith and Mr. Oukrop will hold short 'one-on-one' informal meetings with participants on a 'first-come-first-served' basis.)

(NOTE: An introductory intensive workshop for SMB & novice participants on EAR licensing will take place immediately after 5:00 PM and will last until 6:30 P.M.).

Tentative Agenda - Subject to Change

Friday, February 25, 2011 *(Casual Dress Day)*

07:15– 07:45 AM **Networking and Continental Breakfast**

07:45 – 08:00 Administrative Updates

(Note: Department Commerce segment will endeavor to include entry, intermediate and advanced level participants as far as possible and practical.)

08:00 – 09:45 **Elroy “Gene” Christiansen (C)*** (NOTE: Breaks at Mr. Christiansen’s discretion)
Senior Licensing Officer, Bureau of Industry and Security (BIS), Department of
Commerce, Washington, D.C.
TOPIC: Navigating the Export Administration Regulations - How to comply with the
EAR; Understanding your Responsibilities and Liabilities under the EAR;
Determination of the need for and how to request a Commerce license.

10:30 – 10:45 **COFFEE & NETWORKING BREAK**

10:45 – 12:00 Continuation US Department of Commerce presentations and updates with **Gene
Christiansen**

12:00 – 12:30 **LUNCHEON & NETWORKING**

12:30 – 03:30 Open Question & Answer Forum

03:30 – 05:00 **Adrienne Braumiller, Esq. (C)*** and **Bruce H. Leeds, Esq. (C)***
Braumiller Schulz, LLP, Attorneys, Dallas, Texas
TOPIC: Latest Developments in Import Compliance **(To include Q&A)**

04:55 Closing remarks and adjournment of “Partnering for Compliance™” Program

PROGRAM Q & A MODERATOR: *Barbara Clements, President, Barbara Clements & Associates, Inc.*

Coffee will be served throughout the day.

The interactive Question & Answer Fora are designed to answer the many, varied, and pertinent questions that exporters and importers face on a daily basis. We invite you to participate courteously, fully and actively in these sessions. The sessions are designed to answer all your pertinent questions. Participants please note: Government officials will not discuss sensitive national security issues.

PLEASE NOTE: All speaker presentations and remarks are strictly off-the-record, not for attribution and not-for-publication without the prior written authorization of the individual speaker(s).

(C)* = Confirmed (I) = Invited**

Hotel, Car Rental, and Transportation Details

Any hotel accommodation reservations and payments, any car-parking arrangements and any car rental reservations and payments are strictly the responsibility of each individual participant and are **NOT** the responsibility of the organizers. Organizers will accept **NO** liability regarding these matters or any related expenses.

We have made special arrangements for participants with:
(Fully Renovated) Holiday Inn – Select / Orlando East - UCF Area
12125 High Tech Avenue; Orlando, FL 32817
Phone: 407-275-9000 or 800-465-4329 Fax: 407-381-0019
Online registration: www.holidayinn.com/ucf

Reservations MUST be made by COB Tuesday, February 1st, 2011
Go to Group Booking Code & enter: PAR

Normal room rates are \$159.00, however Holiday Inn - Select/Orlando East-UCF Area has given us a special below government rate for all participants of \$104.00 – **to include a full breakfast** + T&G per night (single or double). Should participants wish to arrive early and/or remain in the Central Florida area after the conference; the hotel will offer these same rates.

Early reservation is advisable since the number of reserved rooms is limited.

The Holiday Inn-Select/Orlando East-UCF Area is approximately a 15-minute walk from the conference venue. Car parking fees at UCF at publication are of \$5.⁰⁰ per day. Black Box ticket booths are available in all car parking areas. There are several new covered parking garages and outside onsite parking facilities available on campus located close to the conference center.

Please check the campus map for accurate directions to the Student Union Building.

CAR HIRE: Unfortunately, we have been unable to strike a rate with any of the car hire companies at Orlando International Airport that we consider to be fair and reasonable for our participants. Most of you may already have car hire companies that you use frequently. Thus, we suggest that you may be able to negotiate a fair and reasonable rate with them. Premier Royal Cab Service (ask for Paul) at 407-366-6303 has the best rates we can find in the Greater Orlando area. We apologize if this causes you any inconvenience. Our aim is to ensure that you get the best value for money, and on this occasion the rates quoted for car hire were not competitive.

Each attendee is responsible for arranging transportation to and from the program center. However, Barbara Clements & Associates is offering complimentary rides from the Holiday Inn to the conference at UCF. Pickup will begin at 6:30 AM every 20 minutes until 7:45 AM. Evening rides will begin again at 4:45 PM every 20 minutes with last pickup at 6:15 PM.

To get the special rates for hotel accommodation, you must inform them directly that you are attending the "Partnering for Compliance™" training & education program on February 23, 24 & 25, 2011 plus the client code. We urge you to make early reservations. We wish you a most fruitful and enjoyable program, and a pleasant stay in Central Florida. And, a visit to the Kennedy Space Center is definitely worthwhile if you have the time. www.ksc.nasa.gov.

Other hotels in the near vicinity are:
Hampton Inn ~ 407-282-0029 **AND** Towne Place Suites ~ 407-243-6100
Special rates have **not** been negotiated with these hotels.

Please let us know by Tuesday, February 1st, 2011 in writing if you have special needs or if you require special assistance in any way and we will be glad to facilitate you to the best of our ability.

Tentative Agenda - Subject to Change

10th Annual "Partnering for Compliance™" Conference
Registration Information

(Reservations are limited to first 200 paid registrants)

Fee schedule for all pre-registered and prepaid received by COB Friday, January 28th, 2011:

| | |
|--------------------------|------------------------|
| Non-US Government | US\$450. ⁰⁰ |
| US Government Employees* | US\$150. ⁰⁰ |

Fee schedule for all registrations received after COB Friday, January 28th, 2011 - must be pre-paid to ensure access to conference:

| | |
|--------------------------|------------------------|
| Non-US Government | US\$495. ⁰⁰ |
| US Government Employees* | US\$190. ⁰⁰ |

**The US Government rate does not apply to
NASA contractors or any other government contractors.**

Online registrations and credit card payments are now available at our website:

<http://www.partneringforcompliance.org/register.html>

Registrants who wish to complete the registration form (below) and pay by check may do so by making checks payable to:

"Partnering for Compliance"

and mail to:

Ailish M. NicPhaidin, MPRII
Director, "Partnering for Compliance™"
211 Cocoa Street, SE
Palm Bay, FL 32909-4314, USA

For further details please contact Ailish M. NicPhaidin by phone at: 321-952-2978, by fax at: 321-953-0234, or by email at Ailish@PartneringForCompliance.org

If paying by check, initial registration via electronic means or fax is recommended. Payment must follow with original completed registration form to ensure accuracy of registration. *NOTE:* Registrations will not be processed until payment is received. Registration will be confirmed only upon receipt of payment. Please bring confirmation notification to the program. Electronic notification of receipt of electronic registration and electronic payment will be sent to all registrants individually.

Cancellations prior to February 1st, 2011 will receive a full refund less a US\$40.⁰⁰ handling fee. Cancellations after February 1st, 2011 will not receive a refund. Substitutions for the entire program, with full details in writing, will be processed at no additional charge up to COB February 11th, 2011. All 'no-shows' at the program will be billed for charges and payment will be expected. Bank returned checks fee is also US\$40.⁰⁰. Delegates may not "share" a pass between multiple attendees. It will be necessary for all delegates to wear their name badges (available at the registration desk) throughout the program for identification purposes.

NO EXCEPTIONS.

Tentative Agenda - Subject to Change

REGISTRATION FORM

All attendees **must** complete and send **entire form, including email address** to the address below:

- This registration includes attendee information and payment in full.
 This registration includes attendee information only – payment via check or money order to follow.
(Note: payment must be received by deadline date on previous page. Registrations will not be processed until payment is received)

Full Name (Type/Print):

Title:

Company:

Full Address:

(including mail code)

Phone:

Fax:

Cell:

Email address: (PLEASE INCLUDE)

Check/Money Order attached (please state amount): \$

Check/Money Order to follow (please state amount): \$

Signature _____

(email transmission will be considered as signed by registrant)

All non-online registration forms and fees should be mailed to:

Ailish M. NicPhaidin, MPRII, Director
"Partnering for Compliance™"
211 Cocoa Street, SE; Palm Bay, FL 32909-4314, USA
or faxed to + 321-953-0234
or emailed to Ailish@PartneringForCompliance.org

to reach us no later than COB Friday, February 11th, 2011 if possible.

NOTE: We do our utmost to design our programs to facilitate partnerships and encourage the free and courteous exchange of as much information as possible to help you in your business. These exchanges, and the information contained in them, are **not** for publication and may **not** be recorded. Please help us by abiding by these policies.

The materials in this publication and the presentations to which they pertain express the views of the individual authors and speakers only and do not necessarily represent any of the positions of the organizers on the various issues addressed. These materials and presentations, which are prepared by experts in the relevant subject areas, are intended to provide the audience with valuable information on various topics in international trade and related fields. They are not intended, and should not be construed, as legal advice on any particular matters involving any specific parties. The organizers advise that, in respect of any such particular matters, affected parties should seek legal counsel. Partnerships International, Inc. assumes no liability for any changes in program date(s), content, speakers, venue or any other matters arising from the use of this document.