

Partnerships International, Inc.

TWENTY SECOND ANNUAL
“Partnering for Compliance™” 2023

VIRTUAL CONFERENCE ONLY AVAILABLE

with the participation of the

**U.S. Departments of State, Commerce, Defense,
Homeland Security, Treasury-OFAC, Census Bureau, Nuclear
Regulations, Imports & U.S. Trade**

Speakers & agenda details listed on Pages 2, 3 & 4 below.

Kindly forward details to your contractors, suppliers, and clients, etc. Thank you so much.

March 7th - 9th, 2023

VENUE:

VIRTUAL CONFERENCING ONLY AVAILABLE

(In the ongoing health crisis, and to protect all speakers and participants equally to the maximum extent possible, PFC BoD has made the decision to hold this program virtually only).

This collegial and interactive Conference will focus on a broad spectrum of export regulatory & compliance matters of current relevance.

Senior-level Government and trade speakers will provide solid & recent updates on US initiatives & policies regarding export control licensing/enforcement. Extensive Q & A sessions.

Transparent and equitable reservations policy strictly limited to the first 200 attendees on a first-registered, first-paid basis. NOTE: Speakers have agreed, time permitting, to give every participant the opportunity to have all his/her questions answered, thus we will set up an equitable process whereby all participants may ask their questions in writing. We will notify you of how this process will work after you have registered. A pre-conference soft copy of all available course materials will be sent to each registrant.

An official Certificate of Completion outlining our 4.5 IIEI CEUs and 20 CES/MES NCBFAA Credits for the 3-day Exports program, will be electronically sent to each participant individually after the conference. At the end of the conference, to have NCBFAA credits added to work records, the attendee will logon to the Logistics EI system and enter the code on their home page and enter Completion Code: 3053C47E25DF49D, or if any difficulties arise please email: transcripts@ncbfaa.org. **CLE CREDITS:** Accreditation may be sought individually/collectively by participant(s) in their jurisdictions. We understand that such has been sought in the past, and granted, for our programs in e.g. Arizona, California, etc.

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

AGENDA

Tuesday, March 7th, 2023 (NOTE: All times will be Eastern Standard Time/EST)

- 7:00 – 7:50 am **Registrations open & Virtual Networking**
- 7:50 – 8:00 Welcome and Administrative Remarks
A. E. NicPhaidin (C)* President & CEO, Partnerships International, Inc.
- 8:00 – 8:30 Opening Keynote Address: **Victor Mendelson (C)***
Co-President, HEICO Corporation, Miami, Florida
TOPIC: The Challenges of Global Trade Trends
- 08:30 – 10:40 **Gerard (Gerry) J. Horner (C)***
Chief, Trade Regulations Branch, Economic Management Division,
U.S. Census Bureau, Department of Commerce
TOPIC: Highlights of the Foreign Trade Regulations
- 10:40 – 10:50 **COFFEE BREAK**
- 10:50 – 11:50 **Protecting America’s Critical Technology**
 - **Jared A. Rine (C)***
HSI Special Agent, Homeland Security Investigations, Fort Lauderdale,
Florida
TOPIC: Project Shield America – You are the frontline in protecting
America’s critical technology; **and other updates.**
- 11:50 – 12:50 **Enforcement Issues in International Trade**
 - **Adrienne Braumiller Esq. (C)* & Bruce Leeds, Esq. (C)***
Braumiller Law Group, PLLC, Austin, TX
TOPIC: How to Partner with CBP to Avoid Seizures, Fines, Forfeitures and
Penalties
- 12:50 – 1:40 **LUNCHEON & NETWORKING BREAK**
- 1:40 – 2:40 **Special Agent Anthony Lanzillotti (C)***
Special Agent, Forward Assigned Post - Tampa, OEE/BIS, Department of Commerce
TOPIC: Partnering at Work – Confronting Enforcement
- 2:40 – 3:20 **OPEN Q & A FORUM**
Panel: Gerry Horner *** Jared Rine *** Anthony Lanzillotti *** Adrienne
Braumiller *** Bruce Leeds
- 3:20 – 3:30 **COFFEE BREAK**
- 3:30 – 5:00 **Steven Clagett (C)***
Director, Nuclear and Missile Technology Division. Office on Nonproliferation
and Treaty Compliance, Department of Commerce, Washington, D.C.
TOPIC: Export/Import Licensing & Compliance **To include Q & A**

NOTE: A voluntary, intensive, introductory virtual workshop for all registrants, led by Sue Gainor, former Director, DTCC and currently Partner, Grey Point Consulting LLC. and Arthur Shulman, Sr. Director, International Trade Compliance, General Atomics and Aeronautical Systems will take place at 5:15 p.m. to give an overview and answer questions on ITAR-related matters. All registrants are welcome to attend this voluntary extra-curricular workshop. We especially urge SMBs and novice registrants to attend.

Wednesday, March 8th, 2023

8:00 – 9:00 am **Registrations open & Virtual Networking**

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

9:00 – 12:00 **Terry Davis (C)*** (NOTE: Coffee breaks at speaker's discretion)
Deputy Director, Directorate of Defense Trade Controls-Licensing, Office of Defense Trade Controls, Department of State

TOPIC: DoS Update – to include: basics of making a license determination under the International Traffic in Arms Regulations (ITAR); DoS policy; positions, initiatives, and updates

12:00 – 12:40 **LUNCHEON & NETWORKING BREAK**

12:40 – 2:00 **Dara Sanders (C)***

Export Control Analyst, License Directorate at the Defense Technology Security Administration (DTSA), Department of Defense

TOPIC: The Defense Technology Security Administration's role in Department of Defense Technology Security matters

2:00 – 3:20

Daniel Cook (C)*

Registration Compliance & Analysis, Division Chief, Directorate of Defense Trade Controls-Enforcement, Office of Defense Trade Controls, Department of State

TOPIC: ITAR Enforcement and Trends & Implementing an effective ITAR Compliance Program (ICP)

3:20 – 3:30

COFFEE & NETWORKING BREAK

3:30 – 4:00

Open Q & A Forum with Mr. Davis, Mr. Cook and Ms Sanders

4:00 – 5:00

Adrienne Braumiller, Esq. (C)* & Bruce Leeds, Esq. (C)*

Founding Partner & Senior Counsel (respectively), Braumiller Law Group, PLLC, Dallas, TX

TOPIC: “Laboring Over Forced Labor”. The number one issue for US Customs & Border Protection is enforcement of laws involving goods made with forced labor – primarily affecting China. Also: New Acting Commissioner, customs broker rules and Section 301 litigation. **Q & A**

5:00 – 5:10

“Mentor of Excellence” and presentation of Scholarships Awards – to include our prestigious Gerard Alexander Monk Memorial Scholarship Award.

NOTE: A 1-hour voluntary, intensive, introductory virtual workshop for all registrants led by Logan Norton, & Abdul Alnoor, Export Policy Analysts, Regulator Policy Division, BIS will take place at 5:15 p.m. to give an overview and answer questions on EAR-related matters. All registrants are welcome to attend this voluntary extra-curricular workshop. We especially urge SMBs and novice registrants to attend.

Thursday, March 9th, 2023

8:00 – 9:00 am **Registrations open & Virtual Networking**

(We urge you to stay for the full day’s program. It is rare to get these experts together in one place)

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

9:00 – 12:00 **Sharron Cook (C)*** (NOTE: Coffee breaks at speaker’s discretion)

Senior Export Policy Analyst, Regulatory Policy Division, Bureau of Industry and Security (BIS), Department of Commerce, D.C.

TOPICS: Scope of the EAR (including De minimis & Foreign-Direct Product (FDP) rules); Destination-based and End-use/use-based License Requirements; “U.S. Person” Activities; Changes to issued licenses; Export Clearance, including Routed vs Standard exports and responsibility of parties; BIS Update on latest news.

12:00 – 12:40 **LUNCHEON & NETWORKING**

12:40 – 1:40 **Q & A with Sharron Cook**

1:40 – 1:50 **COFFEE & NETWORKING BREAK**

1:50 – 3:20 **Matt McGrath (C)***

Senior Enforcement Officer, Office of Foreign Assets Control, U.S. Department of the Treasury

TOPIC: OFAC Enforcement 101 **To include Q & A**

3:20 – 3:30 **COFFEE & NETWORKING BREAK**

3:30 – 5:00 **Gisel Nunez (C)* Claire Grunewald (C)***

Sanctions Compliance Officers, Office of Foreign Assets Control (OFAC), U.S. Department of the Treasury

TOPIC: OFAC 101 Overview (to incl. Licensing Overview) **To include Q & A**

5:00 Closing remarks and adjournment of “Partnering for Compliance™” Program

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 speakers’ 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).

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

Tentative Agenda - Subject to Change

22nd Annual "Partnering for Compliance™" Conference

Registration Information *Reservations are limited to the first 200 paid registrants for the program.*

Registration Fee covers: Individual virtual admission to three-day program, a pre-conference soft copy of all available course materials, official soft copy Certificate of Completion. \$200 discount available to companies with 10 or more attendees. Email us at info@partneringforcompliance.org to receive the discount code.

Registration Information

Fee schedule for all pre-registered and pre-paid registrations received by COB Friday, February 24th, 2023:

Non-US Government: US\$650.00
US Government Employees:** US\$200.00

Fee schedule for all registrations received after COB Friday, February 24th, 2023 - must be pre-paid to ensure access:

Non-US Government: US\$700.00
US Government Employees:** US\$250.00

↑ ↑ ↑ ****The special US Federal Government rate does not apply to any Government contractor(s)** ↑ ↑ ↑

Direct debit/credit card online payment is only through PayPal. PayPal membership/account is now NOT necessary.

Online registrations with credit/debit card payments are available only at our website:

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

Registrants who wish to complete the registration form (Page 7 below) and pay by check, both of which must reach us no later than Friday, March 3rd, 2023, may do so by making checks payable to:

"Partnering for Compliance" and mail to:

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

If further details are needed, phone: 321-952-2978 or email: Info@PartneringForCompliance.org

Website/Online Registrations & Payments – (PayPal is our ONLY means of accepting online credit/debit card payments):

An email from "Partnering for Compliance™" (billing@partneringforcompliance.org) indicating that the online registration process has begun, and an email receipt from PayPal (service@PayPal.com) for electronic payment, will be sent to all online registrants, and both emails are final written confirmation that registration is completed and acknowledged. Both of these acknowledgement emails will be sent to the email address given by each registrant at the time of online registration and payment. **If you are not a member of PayPal, when you get to the PayPal payments page, scroll down to the "Pay with Debit/Credit" link and proceed to payment.** **Non-online registrations only:** If paying by check/money order; initial registration via email is recommended, and payment **must** follow with original completed registration form (Page 7 below) to ensure accuracy of registration. **NOTE:** Registrations will not be processed until payment is received. All non-paid registrations will be held in our "pending" file for seven (7) working days if received twelve (12) days prior to the start of the conference. Thereafter, they will be cancelled if payment is not received. Such registrations will be confirmed as processed by email, **only** upon receipt of full payment. Conference registration fees shall only be accepted in U.S. dollars. If your credit/debit card provider charges a conversion fee, PII is not responsible for such fee(s) charges, nor will it refund any such fee(s). Participation in any Partnerships International, Inc. (PII) events, and any associated activities, is at individual's own risk and expense. PII accepts no responsibility for any personal security/risk and/or for any loss of or damage to any items or persons.

CANCELLATION / SUBSTITUTION / CHANGES / LOG-ON TECHNICAL ISSUES - POLICIES:

All cancellations **must** be in writing. Cancellations by COB February 24th, 2023 will receive a full refund by check, less a US\$40.⁰⁰ handling fee. Regretfully, cancellations after COB February 24th, 2023 will **not** receive a refund **or** credit towards any future programs. Neither will refunds apply after program has started and/or due to technical failure(s) at applicants' home/workplace. These dates/policies apply to all applicants irrespective of the cancellation reason(s). Substitutions for the program, with full details in writing, will be processed at no additional charge up to COB on 03/06/2023. No cancellations or substitutions will be accepted telephonically. Please log into the event at least 30 minutes prior to start to ensure access. If possible, turn off any VPN. **Zoom link, same for all three days, will be emailed to all paid attendees on Feb. 24th and at least one-to-two times after that date to ensure everyone has the full details.** Please check your email address you sent us, including your "Junk" box, to ensure you get our emails. If you do not receive these emails, you should contact us prior to the conference at: info@partneringforcompliance.org or phone us at: 321-952-2978. 'No-shows' for the program will be billed for charges, and payment will be expected. 'No-show' registrants will not be refunded. Bank-returned checks' fee is US\$40.⁰⁰. Delegates may not "share" a single pass between multiple attendees. We maintain our Conference fees at an absolute minimum to facilitate all businesses, especially SMBs. All registrants **must** identify themselves by their full name on the virtual medium throughout the program for registration identification purposes. Logging on with e.g. a first name or telephone number is insufficient to gain access to the conference. **Partnerships International, Inc. (PII)** reserves the right to cancel any program it deems necessary and will, in such event, make a full refund of any paid conference registration fees, without liability for any other expenses incurred by any registrant(s) for any reason. No responsibility or liability is assumed by PII for any changes in program date(s), content(s), speaker(s) and venue(s), etc. Please note that for any registrations received after March 2nd, 2023, non-payment does not constitute cancellation. Such registrants will be billed and payment will be expected. Registration is your unqualified agreement with all our policies and rules and is necessary and appreciated. **NO EXCEPTIONS.**

REGISTRATION FORM

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

- This registration includes attendee’s information and payment in full.
- This registration includes attendee’s information only – payment via check or money order to follow.

Note: All payment must be received by Friday, March 3rd, 2023. Registrations will not be processed until payment is received.

Full Name (Type/Print): _____

Company Job Title: _____

Company Name: _____

Email address: _____

Full Address: _____

(including mail code) _____

Phone: _____ Cell: _____ Discount Code: _____

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:
(Check/Money Order payments should be made payable to “Partnering for Compliance”)**

**A. E. NicPhaidin, Director
"Partnering for Compliance™"
211 Cocoa Street, S.E.,
Palm Bay, FL 32909-4314, USA**

and/or emailed to: Info@PartneringForCompliance.org

to reach us no later than COB Friday, March 3rd, 2023

NOTE: We do our utmost to design our programs to facilitate partnerships and encourage the free, courteous, and collegial exchange of as much information as possible to help you in your business. Our speakers spend valuable time collating the necessary data and information to help you. Any exchanges, and the information contained in them, are **not** for publication or attribution without the prior written authorization of the individual speaker(s); and these exchanges shall **not** be recorded.

The material(s) in this publication and the presentation(s) to which they pertain, express the views of the individual author(s) and/or speaker(s) only and do not necessarily represent any of the position(s) of the organizers on the various issues addressed. These materials and presentations, which are prepared carefully by experts in the relevant subject matter 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 matter(s) involving any specific parties. The organizers advise that, in respect of any such particular matter(s), affected parties should seek legal counsel. Any information in this document, or any information on our website, or any information pertaining to our program(s) cited elsewhere, cannot be used for the purpose of avoiding penalties. Partnerships International, Inc. assumes no liability or responsibility for any changes in program date(s), content(s), speaker(s), venue(s) or any other matter(s) arising from the use of this and/or any other associated documents or announcements through any medium(s). Registration is your unqualified acceptance of, and compliance with, all our policies, and is necessary. Each year we strive to make your visit as fruitful and pleasant as possible. We will continue to do so for every program to the very best of our ability. Thank you for your compliance on these matters.