



**“Partnering for Compliance™” East Coast 2015  
February 24-27, 2015 at the Holiday Inn Select Orlando  
International Airport Hotel**

**Sample Participant Comments / Survey Questionnaire Results &  
Responses**

It’s training, it’s a conference, it’s education, and it’s private consulting, all rolled into one tremendously successful event over three days! Partnering for Compliance provides the biggest return on the dollar in the field of export compliance, and it is the single best value on the market. The organizers offer federal government employee pricing, so any federal employee working in an export control program would be remiss to not attend. Small to medium private businesses, in particular, gain exposure to senior specialists in a venue they will not find anywhere else.

The 2015 event offered the single largest collection of government experts, covering an array of key topics, broad and niche. After 15 years of developing, growing, and managing a successful export compliance program in the space industry, I believe that the 2015 agenda and program provided the most comprehensive information ever while focusing on the multi-faceted national Export Control Reform Initiative that will change how all United States government and private entities should and must manage their export-related business.

After many years of attending Partnering for Compliance, I left with a crystal clear picture of the subject matter presented. Hearing it from the “rule makers” themselves solidified my understanding and knowledge and completed my view of Export Control Reform.

Thank you to Partnerships International, Inc. for a superb, one-of-a-kind opportunity!

*Melanie R. Chan, Export Compliance Advisor/Consultant  
Center Export Administrator and Associate CEA (2003-2015), National Aeronautics and Space  
Administration, Kennedy Space Center*

Just wanted to thank you for hosting the East Coast Compliance Seminar in Orlando, FL. It was an absolutely awesome seminar/program format – all the right people in the same place at the same time, with a common goal. It was wonderful. The event was well organized. I loved the guest speaker gift of books. Hugs for everyone – never change who you are!

Christine Perneski  
Export Marketing Director  
North Central Planning Commission  
Ridgway, PA



As for comments, I would say that the speakers were MOST valuable due to their accessibility for one-on-one conversations. I found this extremely helpful since there are often topics that attendees don't necessarily want to bring up in an open session. This forum was a perfect venue for personal discussion and informative discourse with government representatives. I found it extremely helpful in answering many of the issues that have arisen with compliance due to export reform in particular.

The conference was every bit as good as the SIA at a better price and more familiar tone.

Best,  
Joanne Gillespie  
Export Compliance Manager  
Mercury Systems

Industry can read the U.S. Regulations from top to bottom and still miss the value added that your program brings to each of us. From the senior-level training to the questions and answer sessions, it is so important to be present and learn from the total experience. The one-on-one discussions between industry with the Government is an even greater learning experience. It cleared up several questions I had as I just started the laborious process of technical licenses prior to the two-year date of October 15, 2015 for USML VIII and XIX.

Karen S. Burkett  
Manager Export Compliance  
Alcoa Power and Propulsion  
Alcoa Howmet Research Center

This is probably my 6<sup>th</sup> or 7<sup>th</sup> time attending Partnering for Compliance East Coast. I am always impressed by the speakers and the attendees.

Each of the speakers' presentations were very thorough and informative. While some of the topics can be tedious, the speakers do a great job in making it lively.

I have met some good people from this event throughout the years and in some cases, we use each other as resources.

Thank you for making this happen. Very nicely executed. Already looking forward to next year.

Best regards,

Darrell Gajadhar  
V.P. of Business Development  
[www.goHNM.com](http://www.goHNM.com)





Thanks for all that you do to put this conference together. The amount of information that was provided has exceeded any other conference that I have attended.

*Jody L. Peck*

Import Export Manager  
BAE Systems Platforms & Services

I really enjoyed the seminar. It gave me an abundance of information to help my company comply with export regulations. We have just recently started exporting and I came back with so much knowledge to help get us started with an export compliance program.

Lindsey McCraney Cole  
**Survival Armor, Inc**  
Fort Myers, FL 33913

And the event was wonderfully presented. My hats off to Yolanda Gantlin for stepping in to save the day in Terry Davis' absence – she did a fantastic job. I cannot stress enough how important it is to those of us in industry to have the invaluable first-hand knowledge that these government agencies represent at your conference each year. I do hope you will let them know how very much we appreciate it – especially those of us who are trying to diligently make our way through export control reform and the changes it has brought.

Deborah Dorsett  
Director of Trade Compliance  
[www.goHNM.com](http://www.goHNM.com)

I really enjoyed the conference and the ability to have questions answered by the USG individuals. I have in the past attended BIS Updates and due to the number of people you cannot always get answers during the open session, it is only during the round tables that you get the one-on-one capability.

Best regards / Mit freundlichen Grüßen  
Laurie A. G. Brunke (CUSECO)  
Robert Bosch LLC  
Manager, International Trade (RBNA/ITR)  
Anderson, SC 29621



Thank you for putting on such a wonderful conference. The speakers were extremely informative and the discussions/question and answer periods were very valuable to my role within my company. I am looking forward to the next conference!

*Brittany Koenig*  
Export Compliance Analyst  
Cubic Corporation

I very much enjoyed the 4 days we attended, and can honestly say that I walked out with something from each one of the sessions.

Amber Hancharick  
*Certified Global Business Professional*  
Export Trade Specialist  
Regional KOZ Coordinator  
North Central PA Regional Planning & Development Commission

I found the program to be great. It was nice to go to one conference and see State, Commerce and OFAC all together and be able to get your questions answered. It was a great benefit.

Kristy Myers  
Manager, Import Export Compliance  
BAE Systems Platforms & Services  
York, PA

**I highly recommend attending this seminar. The best part for me was to be able to ask questions one on one with the senior level officials after their presentations.**

Gregory P Raymond  
Head of Q&E US Ops, Compliance Manager  
Geometric Americas

Thank you and Barbara for another fabulous conference!

Sandi Cornett  
MRO Aerospace



It was indeed a pleasure meeting you last week at the conference. This was my first time attending a “Partnering for Compliance” conference; it was well worth the time and effort to participate. The sessions were filled with useful, practical information and the availability of the presenters to answer questions and deal in depth with specific issues was remarkable. The contacts that I made during the event will prove to be invaluable. I plan to attend again next year, and hope to bring others along with me (pending funding, of course!).

*Ken Flemming*

Program Export Focal  
Space Launch System  
The Boeing Company

A wonderfully in-depth learning opportunity awaits those who attend the extremely cost effective **Partnering for Compliance** conferences. Presentations from top regulatory officials are truly geared toward teaching the new-comer and informing the seasoned global trade compliance officer (this also allows for a broad networking climate). Personal access to these officials and the one-on-one question and answer periods are a highly empowering experience.

Gene Christiansen, Senior Licensing Officer, BIS/DOC, breaks down the walls surround understanding the EAR. His teaching style is patient, encouraging and highly informative.

An engaging and entertaining speaker – Daniel Buzby, Senior Compliance Officer, DDTC, opens the blinds on the inner workings of compliance and enforcement trends, and provides easy to understand instruction on implementing an effective, do-able company compliance program.

Comments from Annette M. Hayden, Compliance Officer, FLIR Systems, Inc.

Thank you again for putting together a top notch conference! It was great seeing you, Alannah, Barb, Len and the other volunteers as well. As usual, I found great value in the speakers and networking with the attendees and conference staff. Thank you also for the SME Mentoring award. It was quite unexpected but certainly much appreciated.

Jim Anzalone  
President,  
Compliance Assurance LLC



It was a pleasure to meet you as well. I found the Partnering for Compliance conference to be highly beneficial and comprehensive. You did an outstanding job in adhering to the standard set to you by others that I have spoken with in the industry. Thank you for your dedication and hard work. I cannot imagine coordinating and organizing an event of such magnitude.

**Brian Larsen | Traffic Analyst**  
Cubic Defense Applications, Inc.

Thank you so much it was a pleasure for me to be there and also a great learning experience. All the experts were amazing, all info was well presented and explained. I have only great things to say about this conference and I am looking forward for the next one to come as this is very beneficial to me and my organization.

**Fabrice Cospolite**  
QA  
*Prime Air, LLC – A HEICO COMPANY*



And as always, I took tons of notes and continue learning every time I attend this conference. As you know, I got to speak with several representatives from the government who helped answer some of my nagging questions regarding situations at work - I think that is what makes this conference the BEST and my most favorite conference to attend, interaction and responses! Not just with the government, but partners in the industry - while attending I have met and made some great friends and connections.

It has truly been beneficial, keep up the AWESOME job that you and your team do in bringing this all together.

Robin Matthew  
Flight Safety



The program was extremely helpful and I look forward to attending future conferences held by your company.

**Bridgette Slaby**

International Logistics & Trade Compliance Specialist  
Bostik, Inc

Thanks very much for your hard work in putting this conference together every year. This was my second year attending, and I hope to continue attending on the east coast. The Partnering Conference is BY FAR the best export controls training I have had!

Beth Harden

Compliance Analyst  
ITAR Empowered Official  
[www.kemet.com](http://www.kemet.com)

I thank you for your time and efforts in bringing together such a great Network of Experts in the fields represented.

I got a lot out of this, and am already putting the information to work.

I expect to see you again next time you are in Florida!

*Best regards,*

*Zeke*

**Zeke Isaacson**  
**SHIPPING MANAGER**  
**MRO AEROSPACE, INC.**

Once again an outstanding week - fabulous learning and networking. Thank-you Ailish and team members. You guys are World-Class.

John Quinn  
**3D PLUS USA Inc.**