

**Partnerships International, Inc.**

TWELFTH ANNUAL

**“Partnering for Compliance™” East Coast**

*with the participation of the*

U.S. Departments of State, Commerce, Defense,  
Homeland Security, OFAC, Census Bureau, & U.S. Trade

**February 20<sup>th</sup>, 21<sup>st</sup> & 22<sup>nd</sup>, 2013**

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: <http://map.ucf.edu/?show=52> \$5 per day parking fee. 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. Tel: 407-823-3677**

The Twelfth Annual “Partnering for Compliance™” East Coast will focus on a broad spectrum of export/import regulatory and compliance matters of current relevance to companies and individuals involved in global trading.

**Whilst we cater to all businesses, we place special emphasis on Small-to-Medium Businesses (SMBs) which rarely have the opportunity to gain first-hand knowledge from the experts. Please help us to ensure 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 adhere to US export/import control regulations, thus helping to ensure your success as a global trader. Speakers will endeavor to provide updates on US Government initiatives & policies re export control licensing/enforcement to the best of their ability.

**To maintain the informal and interactive nature of our program, reservations are strictly limited to the first 200 paid-up 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. In an effort to facilitate as many participants as possible with this exceptional opportunity, we ask you kindly not to monopolize our speakers.**

Our programs do not divide into individual workshops/break-out sessions on any topic(s) with the exception of the after-hours ITAR and EAR workshops for SMBs and novices at the end of days 1 and 2. Our reason, based upon our research, is that our SMBs - our target audience - benefit more substantially from having access to all the sessions to assist them to have a more comprehensive understanding of the regulations to help them succeed. The President’s Export Control Reform Initiative will further complicate matters. China’s rapid expansion into developing regions and the emergence of the BRICS countries as major global players have made our access to global markets more difficult. US exporters labor under regulatory burdens that may be disadvantageous with our global competitors; therefore, our solid up-to-date training from the experts will help you greatly to succeed.

Our interactive, collegial and partnering program will enhance your knowledge base, hopefully increase return on investment, and help maintain your employers’ compliance to become more competitive in the merging global markets. We urge you to have 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 senior experts from the Government and the private sector has been brought together to assist you and to partner with you.

An official Certificate of Completion outlining our 4.5 Continuing Education Units (accreditation granted by <http://www.industrycertification.org/approved-providers>) will be presented to each participant on Day 3 of the conference as evidence of having completed the program.

## AGENDA

**Wednesday, February 20, 2013** (*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 – 08:40 **Opening Keynote Address: Kevin J. Kurland (C)\***  
(Mr. Kurland is, and has served since its inception in 2009, as DoC's representative on the White House's Task Force on Export Control Reform)  
Director, Office of Enforcement Analysis, DoC, Washington, D.C.  
**TOPIC:** Export Control Reform: Implementing the Transition

08:40 - 10:10 **Joe A. Cortez, (C)\* & Rebecca DaNale (C)\***  
Chief of the Regulations & Supervisor respectively, Outreach and Education Branch, Data Collections, Foreign Trade Division, U.S. Census Bureau, Dept. of Commerce  
**TOPIC:** Mandatory EEI - The Inside Track for Partners

10:10 – 10:25 **COFFEE & NETWORKING BREAK**

10:25 – 11:30 **Bart McMillan, Esq. (C)\* & Jonathan Poling, Esq. (C)\***  
Partner, Chicago office & Partner, Washington, D.C. office. (Mr. Poling was a senior official with the US Justice Department's National Security Division, Counterespionage Section). Both are partners at Baker & McKenzie, LLP.  
**TOPIC:** Export Enforcement Risks and Recent Cases

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

12:00 – 01:10 **Jonathan C. Barnes (C)\***  
Senior Special Agent, Miami Field Office, OEE/BIS, Department of Commerce  
**TOPIC:** Partnering at Work – Confronting Enforcement

01:10 – 03:15 **Protecting America's Critical Technology - Enforcement Issues in Int'l Trade**  
**How to Partner and Avoid Seizures, Fines, Forfeitures, and Penalties**

- **Jacquelyn T. Metzger (C)\***  
Special Agent, Homeland Security Investigations, ASAC Orlando, DHS/ICE
- **Russell E. Morgan (C)\*** Assistant Area Port Director-Trade, Orlando, DHS/CBP &  
**Joseph Mitchell (C)\***, Senior Officer, DHS/CBP, Orlando  
(*This portion of the program is based on real situations recently faced by DHS.*)

03:15 – 03:40 **COFFEE & NETWORKING**

03:40 – 05:00 **OPEN Q & A FORUM**

**Panel:** Kevin Kurland \*\*\* Joseph Cortez \*\*\* Rebecca McNale \*\*\* Jonathan Barnes  
\*\*\* Russell Morgan \*\*\* Joseph Mitchell \*\*\* Jacquelyn Metzger

05:00 Administrative updates.

**(NOTE: An introductory intensive workshop for SMB and novice participants will cover a basic overview of the ITAR licensing regulations to better prepare such participants for the sessions that will take place on Day 2. This will occur immediately after 5:00 p.m. to approx. 6:30 p.m.)**

Tentative Agenda - Subject to Change

**Thursday, February 21, 2013** *(Business Casual Dress)*

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

07:45 – 08:00 Administrative Updates

*(Note: Department of State 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: Coffee 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 – 12:30 **LUNCHEON & NETWORKING BREAK**

12:30 – 01:35 **Continuing with Terry L. Davis (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).

01:35 – 03:10 **Glenn E. Smith (C)\***  
Chief, Office of Defense Trade Controls – Compliance, Directorate of Defense Trade Controls (DDTC), US Department of State, Washington, DC  
**TOPIC:** Compliance & Enforcement Trends, Implementing an Effective Company Compliance Program

03:10 – 03:30 **COFFEE & NETWORKING BREAK**

03:30 – 04:55 Open Q & A Forum with **Terry Davis and Glenn Smith**

04:55 – 05:00 “Mentor of Excellence” and Scholarships Awards Presentations – to include our prestigious Gerard Alexander Monk Memorial Scholarship. Administrative updates.

**(NOTE:** As time permits, Mr. Davis and Mr. Smith will hold short ‘one-on-one’ informal meetings with participants on a ‘first-come-first-served’ basis. Also, Mr. Christiansen, DoC, will be available for ‘one-on-one’ informal meetings with individual participants throughout the day).

**(NOTE: An introductory intensive workshop for SMB and novice participants, led by Gene Christiansen, will cover a basic overview of the EAR licensing regulations to better prepare such participants for the sessions that will take place on Day 3. This will occur immediately after 5:00 p.m. to approx. 6:30 p.m.)**

Tentative Agenda - Subject to Change

**Friday, February 22, 2013** *(Casual Dress Day)*

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

07:45 – 08:00 Administrative Updates

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

08:00 – 10:30 **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 – 12:45 **LUNCHEON SPEAKER (20 minutes): George S. (Sam) Sevier (C)\***  
Chairman, Defense Trade Advisory Group (DTAG), Department of State  
**TOPIC:** The Defense Trade Advisory Group and Export Policy Under the ITAR

12:45 – 02:00 Open Question & Answer Forum

02:00 – 03:25 **Jeremy Sausser (C)\***  
Compliance Officer, Office of Foreign Assets Control, (OFAC), US Department of the  
Treasury, Washington, D.C.  
**TOPIC:** OFAC’s Role – Your Responsibility *(to include Q & A session)*

03:25 – 03:35 **COFFEE & NETWORKING BREAK**

03:35 – 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)**

05:00 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**

Tentative Agenda - Subject to Change

## 12<sup>th</sup> Annual "Partnering for Compliance™" East Coast Conference

**Registration Information** (NOTE: Fees have not been increased for eight years)

**(Reservations are limited to first 200 paid registrants)**

### **Fee schedule for all pre-registered and prepaid received by COB Monday, February 4<sup>th</sup>, 2013:**

Non-US Government	US\$450. <sup>00</sup>
US Government Employees**	US\$150. <sup>00</sup>

### **Fee schedule for all registrations received after COB Monday, February 4<sup>th</sup>, 2013 - must be pre-paid to ensure access to conference:**

Non-US Government	US\$495. <sup>00</sup>
US Government Employees**	US\$190. <sup>00</sup>

↑ ↑ ↑ **\*\*The special US Government rate does not apply to any 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

Director, "Partnering for Compliance™"

211 Cocoa Street, SE; Palm Bay, FL 32909-4314 USA

If further details are required, please contact Ailish M. NicPhaidin by phone at: 321-952-2978, by fax at: 321-953-0234, or by email at [Ailish@PartneringForCompliance.org](mailto:Ailish@PartneringForCompliance.org)

**Website/Online Registrations & Payments – (PayPal is our ONLY means of accepting online/credit card payments):** An email from "Partnering for Compliance™" ([billing@partneringforcompliance.org](mailto:billing@partneringforcompliance.org)) indicating that the online registration process has begun, and an email receipt from PayPal ([sendmail@paypal.com](mailto:sendmail@paypal.com)) for electronic payment, will be sent to all online registrations, 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 participant at the time of online registration and payment. If paying by check, initial registration via email or fax 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 such registrations will be held in our "pending" file for seven (7) days. Thereafter, they will be cancelled if payment is not received. Such registrations will be confirmed as processed by email only upon receipt of payment. **Non-online registrations:** confirmation email acknowledgement will be sent to such registrants when registration and payment is finalized. **Registration fees include:** continental breakfasts, luncheons, and all available course materials.

### **CANCELLATION / SUBSTITUTION / CHANGES/NAME BADGE-POLICIES:**

All cancellations must be in writing via email or fax. Cancellations up to COB February 4<sup>th</sup>, 2013 will receive a full refund by check, less a US\$40.<sup>00</sup> handling fee. Cancellations after February 4<sup>th</sup>, 2013 will not receive a refund or credit towards any future programs. Substitutions for the entire program, with full details in writing, will be processed at no additional charge up to COB on Friday, February 15<sup>th</sup>, 2013. No cancellations or substitutions will be accepted telephonically. All 'no-shows' at the program will be billed for charges, and payment will be expected. Bank-returned checks' fee is US\$40.<sup>00</sup>. Delegates may not "share" a pass between multiple attendees. All delegates must wear their name badge (available at the registration desk) throughout the program for identification purposes. We appreciate your co-operation and partnering on these policies. **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 registration fees. PII shall not be held responsible or liable for any airfares, accommodations, or any other costs/expenses incurred by any registrant(s) for any reason. No responsibility or liability is assumed by PII for any changes in program dates, contents, speakers or venues etc.

**NO EXCEPTIONS.**

## 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](http://www.holidayinn.com/ucf)**

**Go to Group Booking Code & enter: PFC**  
**Reservations MUST be made by COB Wednesday, February 1<sup>st</sup>, 2013**

The room-block has been reserved until February 1<sup>st</sup>, 2013, or until sold out, whichever occurs first.

Normal room rates are \$159.00 however Holiday Inn - Select/Orlando East-UCF Area has given us a special rate for all participants of **\$106.00 – 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.<sup>00</sup> 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.

*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 20, 21 & 22, 2013 plus the client code: PFC. 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](http://www.ksc.nasa.gov).*

Other reasonably priced 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 check the campus map for accurate directions to the Student Union Building**  
**<http://ucfsu.com/directions>**

**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. 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 in our opinion.

**Each attendee is responsible for arranging his/her own transportation to and from the program center.**

Please let us know by Friday, February 8<sup>th</sup>, 2013 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

## REGISTRATION FORM

All attendees **must** complete and send the **entire form, including email address**, 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, February 15<sup>th</sup>, 2013. Registrations will not be processed until payment is received).*

Full Name (Type/Print): \_\_\_\_\_

Company Title: \_\_\_\_\_

Company Name: \_\_\_\_\_

Email address: \_\_\_\_\_

Full Address: \_\_\_\_\_

(including mail code) \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Cell: \_\_\_\_\_

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)

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**All non-online registration forms and fees should be mailed to:**  
(Check/Money Order payments should be made payable to "Partnering for Compliance")

Ailish M. NicPhaidin, Director  
"Partnering for Compliance™"  
211 Cocoa Street, S.E.,  
Palm Bay, FL 32909-4314, USA  
and/or details faxed in advance to + 321-953-0234  
or emailed to: [Ailish@PartneringForCompliance.org](mailto:Ailish@PartneringForCompliance.org)

**to reach us no later than COB Friday, February 15<sup>th</sup>, 2013.**

**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. These 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. Please help us by abiding by these policies.

The material(s) in this publication and the presentation(s) to which they pertain, express the views of the individual author(s) and 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 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 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, cannot be used for the purpose of avoiding penalties. Partnerships International, Inc. assumes no liability for any changes in program date(s), content, speaker(s), venue or any other matter(s) arising from the use of this and/or any other associated documents or announcements through any medium(s).