

Partnerships International, Inc.

SIXTEENTH ANNUAL

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

**(NOTE: “CUSTOMS/IMPORTS BOOT CAMP” - 1-DAY PROGRAM on Friday, March 10<sup>th</sup>, 2017) Imports details on page five (5) below & **separate** payment structure on page six (6) below.)**

*with the participation of the*

**U.S. Departments of State, Commerce, Defense,  
Homeland Security, Census Bureau, Canadian Government  
Controls, Imports & U.S. Trade**

**(Speakers & agenda details listed on pages 2, 3, 4 & 5 below)**

(Kindly forward details to your contractors, suppliers and clients etc.)

**March 7<sup>th</sup>, 8<sup>th</sup> & 9<sup>th</sup>, 2017**

**VENUE: Holiday Inn Orlando Airport Hotel**

**5750 T.G. Lee Boulevard, Orlando, FL 32822 Tel: 407-851-6400 / Reservations: 866-253-2182**

**[www.his-airport.com](http://www.his-airport.com)** Booking at: *Partnering for Compliance*

<https://www.holidayinn.com/redirect?path=rates&brandCode=hi&localeCode=en&regionCode=1&hotelCode=mcoap&checkInDate=06&checkInMonthYear=022017&checkOutDate=09&checkOutMonthYear=022017& PMID=99801505&GPC=pto&ratesordertype=rc&viewfullsite=true>

The collegial & interactive 16<sup>th</sup> Annual “Partnering for Compliance™” East will focus on a broad spectrum of export/import regulatory & compliance matters of current relevance.

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

**Transparent and equitable reservation policy strictly limited to the first 200 attendees on a first-registered, first-paid basis. **NOTE: All speakers have agreed, time permitting, to speak informally on a ‘one-to-one’ basis with participants.****

An official Certificate of Completion outlining our 4.5 IIEI CEUs and 20 CES NCBFAA Credits for 3-day Exports program, **and** 6.5 CCS NCBFAA Credits for 1-day Customs/Import Boot Camp program will be presented to all participants. **CLE CREDITS:** Accreditation may be sought individually/collectively by participant(s) in their jurisdictions. We understand that such has been sought and granted for our programs in e.g. Arizona, California etc.

## AGENDA

**Tuesday, March 7<sup>th</sup>, 2017** (*Business Casual Dress*)

07:30 – 07:45 am **Networking** (Buffet breakfast for conference attendees only served in hotel dining room)

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

8:00 – 8:30 **Opening Address: James E. Bartlett III (C)\***  
Principal, Law Office of James E. Bartlett III, PLLC & Partner, Full Circle Compliance  
**TOPICS:** “How to Handle a Hostile Audience,” & “What to do when the Feds Kick Down Your Door!”

8:30 – 10:30 **Kiesha Downs (C)\***  
Branch Chief, Trade Regulations Branch, U.S. Census Bureau, Department of Commerce, Washington, D.C.  
**TOPIC:** Mandatory Electronic Export Information - The Inside Track for Partners

10:30 – 10:50 **COFFEE & NETWORKING BREAK**

10:50 – 12:00 **Protecting America’s Critical Technology**  
• **Jacquelyn T. Metzger (C)\***  
Special Agent, Homeland Security Investigations, ASAC Orlando, DHS/ICE  
**TOPIC:** Project Shield America – You are the frontline in protecting America’s critical technology; **and other updates.**

12:00 – 12:45 **LUNCHEON & NETWORKING BREAK**

12:45 – 2:10 **Enforcement Issues in International Trade**  
• **Russell Morgan (C)\* & Joseph Mitchell (C)\*** Assistant Area Port Director, Trade & CBP Officer respectively, A-TCET, Orlando, FL  
**TOPIC:** How to partner & avoid seizures, fines, forfeitures and penalties (*ICE/CBP portions are based on real situations recently faced by DHS*).

2:10 – 3:25 **Jonathan Barnes (C)\***  
Senior Special Agent, Miami Field Office, OEE/BIS, Department of Commerce  
**TOPIC:** Partnering at Work – Confronting Enforcement

3:25 – 3:40 **COFFEE & NETWORKING BREAK**

3:40 – 4:30 **OPEN Q & A FORUM**  
**Panel:** **Kiesha Downs \*\*\* Jacquelyn Metzger \*\*\* Russell Morgan \*\*\* Jonathan Barnes \*\*\* Joseph Mitchell**

4:30 – 5:00 **Michael A. Schiffhauer (C)\***  
Vice President, International Trade & Field Operations, Enterprise Florida  
**TOPIC:** Florida is the place for business

**(NOTE: A voluntary, intensive introductory workshop for SMB and novice participants will cover a basic overview of ITAR licensing regulations to better prepare such participants for the sessions on Day 2. This will take place today from 5:15 p.m. until approx. 6:30 p.m.)**

Tentative Agenda - Subject to Change

**Wednesday, March 8<sup>th</sup>, 2017** (*Business Casual Dress*)

07:30 – 07:45 am **Networking** (Buffet breakfast for conference attendees only served in hotel dining room)

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 – 11:45 **Terry L. Davis (C)\* & Catherine Hamilton (C)\*** (NOTE: Coffee breaks at speakers' discretion)  
Deputy Director & Division Chief for Missiles and Spacecraft respectively, Directorate of Defense Trade Controls-Licensing Office of Defense Trade Controls, Department of State, Washington, DC  
**TOPIC:** Incl. Department of State Update – to include basics of making a license determination under the International Traffic in Arms Regulations (ITAR); DoS policy; positions, initiatives and updates

11:45 – 12:20 **LUNCHEON & NETWORKING BREAK**

12:20 – 1:40 **Kenneth Oukrop (C)\***  
Director of Licensing, Licensing Directorate, Defense Technology Security Administration (DTSA), Office of the Undersecretary of Defense, Policy, Washington  
**TOPIC :** The Defense Technology Security Administration's role in Department of Defense Technology Security matters

1:40 – 2:45 **Daniel J. Buzby (C)\***  
Senior Compliance Advisor, Office of Defense Trade Controls - Compliance, Directorate Defense Trade Controls (DDTC), Department of State, Washington, D.C.  
**TOPIC:** Compliance & Enforcement Trends, Implementing an Effective Company Compliance Program.

2:45 – 3:00 **COFFEE & NETWORKING BREAK**

3:00 – 4:00 **Open Q & A Forum with Mr. Davis, Ms Hamilton, Mr. Buzby and Mr. Oukrop**  
**Cyber security included as appropriate.**

4:00 – 5:00 **Gary Stanley (C)\***  
President, Global Legal Services, PC, Washington D.C.  
**TOPIC:** Pitfalls of Classifying Goods, Technical Data, and Services under the ITAR and EAR Order of Review

5:00 – 5:10 “Mentor of Excellence” and Scholarships Awards Presentations – to include our prestigious Gerard Alexander Monk Memorial Scholarship.

**(NOTE: As time permits, Mr. Davis, Ms Hamilton, Mr. Oukrop and Mr. Buzby will hold short “one-to-one” informal meetings with participants on a “first-come, first-served” basis).**

**(NOTE: A voluntary, intensive introductory workshop for SMB and novice participants will cover a basic overview of EAR licensing regulations to better prepare such participants for the sessions on Day 3. This will take place today from 5:15 p.m. until approx. 6:30 p.m.)**

**Thursday, March 9<sup>th</sup>, 2017** (*Casual Dress Day*)

- 07:30 – 07:45 am **Networking** (Buffet breakfast for conference attendees only served in hotel dining room)  
**(We urge you to stay for the full day's program: it is rare to get these experts together in one place)**  
07:45 – 08:00 Administrative Updates

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

- 08:00 – 11:00 **Adam Krepp (C)\*** (NOTE: Coffee breaks at Mr. Krepp's discretion)  
BIS Outreach Professional, Bureau of Industry and Security (BIS), Department of Commerce, Washington, D.C.  
**TOPIC:** Incl. Implementation of Export Control Reform & Navigating the EAR. 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, Voluntary Disclosures etc. **Cyber security included as appropriate.**

11:00 – 11:15 **COFFEE & NETWORKING BREAK**

11:15 – 12:00 Open Question & Answer Forum with experts

12:00 – 12:45 **LUNCHEON & NETWORKING** (Boxed luncheon suitable for traveling)

- 12:45 – 1:45 **Kristen Stewart (C)\*** (To include Q&A)  
Manager, Trade Compliance, General Dynamics Mission Systems - Canada  
**TOPIC:** Canadian Export Control Regulations

- 1:44 – 4:45 **Bruce Leeds, Esq. (C)\*** (To include Q&A)  
Of Counsel/Senior Attorney, Braumiller Law Group, PLLC, Dallas, TX  
**TOPIC:** Latest Updates on Customs Audits and Partnership Programs  
**NOTE: This segment will include OFAC compliance and process**

4:45 Closing remarks and adjournment of “Partnering for Compliance™” Program

**PROGRAM Q & A and WORKSHOP MODERATOR:** Barbara Clements, (C)\* President, Barbara Clements & Associates, Inc.

**NOTE:** *Export Control Reform will be discussed by each Department representative as it affects their Departments. ALSO:* As time permits, all Government and trade speakers will informally hold short “one-to-one” meetings with participants on a “first-come, first-served” basis.

*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).

**(C)\*= Confirmed (I)\*\*= Invited** (See page (5) below re “Customs/Imports Boot Camp” details)  
**“CUSTOMS/IMPORTS BOOT CAMP” - 1-Day SEPARATE PROGRAM on Friday, March 10<sup>th</sup>, 2017 Separate payment structure for this one-day event is on page six (6) below.**

Tentative Agenda - Subject to Change

**SPEAKERS: Bruce Leeds, Esq. (C)\* Braumiller Law Group, PLLC & Brad Menard, Vice President, Braumiller Consulting Group, LLC (C)\***

**1. (8:30-9:30AM) Introduction to CBP**

- Agencies and parties
- Materials, websites, Regulations and HTS
- Definitions

**2. (9:45-10:30AM) Entries and clearance**

- Entries and the entry process
- Bonds and EIN numbers
- Brokers and powers of attorney
- ACE Program and ACE Cargo Release

**3. (10:45AM-12:00PM) HTS Classification, Duty and Fees**

- Classification in the HTS
- MPF and HMF
- ADD/CVD
- Free Trade Agreements
- Chapter 98 classifications
- Foreign Trade Zones and bonded warehouses
- Drawback

**12:00 Noon - 12:45PM - Luncheon & Networking**

**4. (12:45-1:45PM) Valuation for Customs**

- Customs value
- Reconciliation

**5. Other Requirements (1:45-2:45PM)**

- Other US Government agency requirements
- Country of Origin marking
- Intellectual Property Rights enforcement
- Recordkeeping
- ISF requirements

**6. (3:00-4:00PM) Customs Programs**

- C-TPAT Program
- ISA and Trusted Trader programs
- Centers of Excellence & Expertise

**7. (4:00-4:45PM) Remedies and Enforcement**

- Filing claims and protests
- Audits and Focused Assessment
- Prior Disclosures
- Penalties

**16<sup>th</sup> Annual "Partnering for Compliance™" East Conference & "Customs/Imports Boot Camp"**

Tentative Agenda - Subject to Change

**Registration Information** (*Reservations are limited to first 200 paid registrants for 1-Day "Customs/Import Boot Camp" program and first 200 paid registrants for 3-Day Export Control program.*)

Registration Fee(s) cover: Admission to four-day and/or three-day program(s), a hard copy of all available course materials, official Certificate of Completion, continental breakfast, luncheon and coffee breaks on each day.

Registration Information

**Fee schedule for all pre-registered and pre-paid registrations received by COB Friday, February 17<sup>th</sup>, 2017:**

Non-US Government	US\$600.00	<b>Customs/Imports \$200.00</b>	Both Programs:	\$800.00
US Government Employees**	US\$150.00	<b>Customs/Imports \$150.00</b>	Both Programs:	\$300.00

**Fee schedule for all registrations received after COB Friday, February 17<sup>th</sup>, 2017 - must be pre-paid to ensure access:**

Non-US Government	US\$650.00	<b>Customs/Imports \$245.00</b>	Both Programs:	\$895.00
US Government Employees**	US\$190.00	<b>Customs/Imports \$150.00</b>	Both Programs:	\$340.00

↑ ↑ ↑ **\*\*The special US 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 8 below) and pay by check, both of which must reach us no later than Wednesday, March 1<sup>st</sup>, 2017, 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](mailto: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](mailto:billing@partneringforcompliance.org)) indicating that the online registration process has begun, and an email receipt from PayPal ([member@PayPal.com](mailto:member@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 please choose the option: "Pay with debit or credit card or PayPal credit". Non-online registrations only:** If paying by check/money order, initial registration via email or fax is recommended, and payment must follow with original completed registration form (page 8 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. Thereafter, they will be cancelled if payment is not received. Such registrations will be confirmed as processed by email only upon receipt of payment. 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/NAME BADGE - POLICIES:**

All cancellations must be in writing. Cancellations to COB February 17<sup>th</sup>, 2017 will receive a full refund by check, less a US\$40.<sup>00</sup> handling fee for each program. Regretfully cancellations after COB February 17<sup>th</sup>, 2017 will not receive a refund or credit towards any future programs. This date/policy applies to all applicants irrespective of the cancellation reason(s) as all conference expenditures will have been fully committed by this date. Substitutions for the program(s), with full details in writing, will be processed at no additional charge up to COB on March 1<sup>st</sup>, 2017. No cancellations or substitutions will be accepted telephonically. 'No-shows' for the program will be billed for charges, and payment will be expected. No refund for all "no-shows". Bank-returned checks' fee is US\$40.<sup>00</sup>. Delegates may not "share" a pass between multiple attendees. We maintain our conference fees at an absolute minimum to facilitate all businesses, especially SMBs. All delegates must wear their name badge (available at the registration desk) throughout the program for identification purposes. **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, (except in the case of the hotel's force majeure terms, i.e. acts of God, government authority, disaster, or other emergencies, any of which make it illegal or impossible for the hotel to provide the facilities and/or services for PII's events), without liability for any expenses incurred by any registrant(s) for any reason to include airfare, hotel, car hire and/or any other costs incurred by any registrant(s). No responsibility or liability is assumed by PII for any changes in program date(s), content(s), speaker(s) and venue(s) etc. Registrations received after February 24<sup>th</sup>, 2017 should note that non-payment does not constitute cancellation. Such registrants will be billed and payment will be expected. Regrettably, potential participants who do not register for event(s) and yet come to the venue in the expectation of attending may not be able to gain entry owing to legal physical capacity constraints. Your agreement with these policies is necessary and appreciated.

**NO EXCEPTIONS.**

## Hotel Details

Any transportation, hotel accommodation reservations and payments, any car-parking arrangements and any car rental reservations and payments etc. 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 other related expenses. Any requests for refunds etc. of hotel room reservations/expenses must be made directly with the hotel.

We have made special arrangements for participants attending the conference with:

**Holiday Inn Orlando Airport Hotel**  
**5750 T.G. Lee Boulevard, Orlando, FL 32822**  
**Tel: 407-851-6400 / Reservations: 866-253-2182**  
[www.holidayinnorlandoairport.com](http://www.holidayinnorlandoairport.com)

**Free Bus service Orlando International Airport every half hour.**

**Go to Group Booking Booking Code: PTO Booking Link below:**

<https://www.holidayinn.com/redirect?path=rates&brandCode=hi&localeCode=en&regionCode=1&hotelCode=mcoap&checkInDate=06&checkInMonthYear=022017&checkOutDate=09&checkOutMonthYear=022017&PMID=99801505&GPC=pto&ratesordertype=rc&viewfullsite=true>

**Reservations MUST be made by COB Friday, February 13<sup>th</sup>, 2017 to get the special rate.**

A reasonable, yet limited, block of rooms has been reserved for the conference until COB February 13<sup>th</sup>, 2017 or until the room-block has been sold out, whichever occurs first. We strongly encourage participants to book their hotel room(s) sooner rather than later to avoid disappointment. To avoid a cancellation penalty for individual reservations of room and tax, reservations must be canceled 48 hours prior to arrival.

Holiday Inn Orlando Airport Hotel has given us a special government rate for all participants of **\$133.00+** 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. We have stayed at this hotel and can confirm that, although it is near the airport, there is little-to-no aircraft noise level due to the architectural design and construction of the hotel in accordance with Orlando, State of Florida and national noise level guidelines. The hotel will charge \$3.00 per vehicle per day for self-parking & \$12.00 per vehicle per day for valet parking. Attendees making reservations must indicate names and "share-withs" of each guest, type of sleeping room request, the arrival and departure dates. Reservations must be guaranteed by a credit card at time of booking, otherwise booking cannot be guaranteed. Individual hotel cancellations must be received no later than 72 hours prior to scheduled arrival. Hotel cancellations received within 72 hours will be billed one night's room and tax.

Reservations should be made either directly to the hotel by phoning it and stating that you are attending the "Partnering for Compliance™" East 2017 conference or through its website outlined above. **The hotel has a free airport shuttle service directly to its location. Please call hotel to reserve shuttle.**

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

**To get the special rates for hotel nights, you must inform the hotel that you are attending the "Partnering for Compliance™" Conference on March 7<sup>th</sup>, 8<sup>th</sup>, 9<sup>th</sup>, 2017 (if you so choose), and/or March 10<sup>th</sup>, 2017. We urge you to make early reservations. We wish you a most fruitful and enjoyable program, and a pleasant stay in Orlando.**

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

Partnerships International, Inc. and the Holiday Inn Orlando International Airport Hotel comply with the Americans with Disabilities Act of 1990. Attendees with special needs, including special food needs, should email us outlining specific needs/requirements by COB Wednesday, February 22<sup>nd</sup>, 2017 and we will be glad to facilitate him/her to the very best of our ability. The Kennedy Space Center is a great place to visit when you're in the area. <https://www.nasa.gov/centers/kennedy/home/index.html>

## **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 Thursday, March 1<sup>st</sup>, 2017. Registrations will not be processed until payment is received. Your chosen payment amount below will inform us if you are attending one or both programs, i.e. 3-Day Export Control program and/or 1-Day Customs/Imports Boot Camp program).*

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)

**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 details faxed in advance to: + 321-953-0234**  
**or emailed to: [Info@PartneringForCompliance.org](mailto:Info@PartneringForCompliance.org)**

**to reach us no later than COB Wednesday, March 1<sup>st</sup>, 2017**

**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 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 Partnerships International, Inc.'s (PII) website, cannot be used for the purpose of avoiding penalties. PII 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). Your acceptance of, and compliance with, these policies is necessary. Each year we strive to make your visit with us as fruitful, pleasant and enjoyable as possible. We will continue to do so for every program to the very best of our ability.