

Partnerships International, Inc.

NINETEENTH ANNUAL

# “Partnering for Compliance™” 2020

*with the participation of the*

**U.S. Departments of State, Commerce, Defense,  
Homeland Security, Treasury-OFAC, Census Bureau, EU/UK  
Export Controls, 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 10<sup>th</sup>, 11<sup>th</sup>, & 12<sup>th</sup>, 2020**

**VENUE: Holiday Inn Orlando Airport Hotel (Newly renovated)**

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

Weblink @: [Partnering for Compliance Export Control](#) Group Code: PEC

This collegial and interactive Conference will focus on a broad spectrum of export 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 reservations 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 the 3-day Exports program, **and** 6.5 CCS NCBFAA Credits for the 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.

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

## AGENDA

**Tuesday, March 10<sup>th</sup>, 2020** (Dress: *Business Casual*)

7:30 – 7:45 am **Networking & Continental Breakfast**

7:45 – 8:00 Welcome and Administrative Remarks  
**A. E. NicPhaidin (C)\*** President & CEO, Partnerships International, Inc.

8:00 – 8:30 **Opening Keynote Address: Invited - TBA (I)\*\***  
**TOPIC: TBD**

8:30 – 10:10 **Omari Wooden (C)\***  
Acting Chief, International Trade Management Division, U.S. Census Bureau,  
Department of Commerce  
**TOPIC: Mandatory Electronic Export Information - The Inside Track for Partners**

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

10:25 – 11:35 **Protecting America's Critical Technology**

- **Timothy Dwyer (I)\*\***  
Group Supervisor, Homeland Security Investigations, ASAC Orlando,  
DHS/ICE  
**TOPIC: Project Shield America – You are the frontline in protecting  
America's critical technology; and other updates.**

11:35 – 12:35 **Enforcement Issues in International Trade**

- **Nils Borregaard & Mihai Gata (I)\*\*** CBP Officers, Orlando, FL  
**TOPIC: How to partner to avoid seizures, fines, forfeitures and penalties  
(ICE/CBP portions are based on real situations recently faced by DHS).**

12:35 – 1:10 **LUNCHEON & NETWORKING BREAK**

1:10 – 2:25 **Special Agents Lauren Nieland & Tina Stasulli Korb (I)\*\***  
Special Agents, Miami Field Office, OEE/BIS, Department of Commerce  
**TOPIC: Partnering at Work – Confronting Enforcement**

2:25 – 3:05 **OPEN Q & A FORUM**  
**Panel: Omari Wooden \*\*\* Lauren Nieland & Tina Stasulli Korb \*\*\* Timothy Dwyer  
\*\*\* Nils Borregaard & Mihai Gata**

3:05 – 3:20 **COFFEE & NETWORKING BREAK**

3:20 – 5:00 **TBA (I)\*\***  
**TOPIC: Ethics/Compliance/Corporate Governance**

**NOTE: A voluntary, intensive, introductory workshop for SMBs (Small to Medium Businesses) 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 pm until approximately 6:30 pm.**

**Wednesday, March 11<sup>th</sup>, 2020** (Dress: *Business Casual*)

7:30 – 7:45 am **Networking & Continental Breakfast**

7:45 – 8:00 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.*

8:00 – 11:45 **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:** 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 **Tracy Minnifield (C)\***  
Director of Licensing, Licensing Directorate, Defense Technology Security Administration (DTSA), Office of the Undersecretary of Defense for Policy, Washington  
**TOPIC :** The Defense Technology Security Administration's role in Department of Defense Technology Security matters

1:40 – 2:40 **Open Q & A Forum with Mr. Davis and Mr. Minnifield**

2:40 – 2:55 **COFFEE & NETWORKING BREAK**

2:55 – 4:10 **Anthony D. Musa (I)\*\***  
Sanctions Licensing Officer, Office of Foreign Assets Control (OFAC), U.S. Department of the Treasury  
**TOPIC: TBD To include Q & A**

4:10 – 5:00 **Adrienne Braumiller, Esq. (C)\* & Bruce Leeds, Esq. (C)\***  
Principal & Of Counsel/Senior Attorney, Braumiller Law Group, PLLC, Dallas, TX  
**TOPIC:** Trade Wars! The latest on Section 232 and 301 special duties on aluminum, steel, automobiles and Chinese products - and the responses from our trading partners.  
**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: As time permits, Mr. Davis and Mr. Minnifield will hold short “one-to-one” informal meetings with participants on a “first-come, first-served” basis.**

**NOTE: A voluntary, intensive, introductory workshop for SMBs (Small to Medium Businesses) 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 pm until approximately 6:30 pm.**

**Thursday, March 12<sup>th</sup>, 2020** (*Dress: Casual Dress Day*)

7:30 – 7:45 am **Networking & Continental Breakfast**

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

7:45 – 8:00 Administrative Updates

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

8:00 – 12:00 **Sharron Cook (C)\***

(NOTE: Coffee breaks at Ms Cook's discretion)

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

**TOPIC:** Scope of the Export Administration Regulations; EAR order of review to include "Specially Designed"; Determining License Requirements. (Other topics TBA)

**COFFEE & NETWORKING BREAKS**

12:00 – 12:40 **LUNCHEON & NETWORKING** (Boxed luncheon suitable for those traveling)

12:40 – 1:30 **Q & A with Sharron Cook**

1:30 – 3:00 **Jae Shin (C)\***

Director of Compliance, Office of Defense Trade Controls – Compliance, Directorate Defense Trade Controls, Department of State, Washington, D.C.

**TOPIC:** Compliance & Enforcement Trends, Implementing an Effective Company Compliance Program. **To include Q & A**

3:00 – 3:15 **COFFEE & NETWORKING BREAK**

3:15 – 4:45 **Nell Williams (C)\***

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

**TOPIC:** OFAC Enforcement 101: Export Control & Sanctions Enforcement  
**To include Q & A**

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 Department. 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).

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

19<sup>th</sup> Annual "Partnering for Compliance™" Conference

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

Registration Fee covers: Admission to three-day program, a hard copy of all available course materials, official Certificate of Completion, continental breakfast/luncheon/coffee breaks on each day.

Registration Information

**Fee schedule for all pre-registered and pre-paid registrations received by COB Friday, February 28<sup>th</sup>, 2020:**

Non-US Government: US\$650.00  
US Government Employees:\*\* US\$150.00

**Fee schedule for all registrations received after COB Friday, February 28<sup>th</sup>, 2020 - must be pre-paid to ensure access:**

Non-US Government: US\$700.00  
US Government Employees:\*\* US\$190.00

↑ ↑ ↑ **\*\*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 6<sup>th</sup>, 2020 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 ([service@PayPal.com](mailto: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. 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 BADGES - POLICIES:**

All cancellations **must** be in writing. Cancellations by COB February 21<sup>st</sup>, 2020 will receive a full refund by check, less a US\$40.<sup>00</sup> handling fee. Regretfully, cancellations after COB February 21<sup>st</sup>, 2020 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 to by this date. Substitutions for the program, with full details in writing, will be processed at no additional charge up to COB on March 6<sup>th</sup>, 2020. No cancellations or substitutions will be accepted telephonically. '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.<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 rental 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 March 6<sup>th</sup>, 2020 should note that 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.**

## 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 expenses, or any other related matters or expenses. Any requests for refunds for hotel room reservations/expenses, airfares, car rentals, etc. must be made directly with the relevant suppliers/vendors. Such expenses are not included in Conference fees.

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

**Holiday Inn Orlando Airport Hotel** (Completely renovated)

**5750 T.G. Lee Boulevard, Orlando, FL 32822**

**Tel: 407-851-6400 / Reservations: 866-253-2182**

**Free bus service at Orlando International Airport every half hour.**

**[Go to Group Booking](#) Booking Code: *Booking Link below:***

**[Partnering for Compliance Export Control](#) Group Code: PEC**

**Reservations MUST be made by COB February 14<sup>th</sup>, 2020 to get the special rate.**

A reasonable, yet limited, block of rooms has been reserved for the Conference until COB February 14<sup>th</sup>, 2020 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 72 hours prior to arrival date.

Holiday Inn Orlando Airport Hotel has given us a special Government rate for all participants of \$153.00 + 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, their arrival and departure dates. Reservations must be guaranteed by a credit card at time of booking, otherwise booking cannot be guaranteed. Hotel cancellations for any individual must be received by the hotel no later than 72 hours prior to scheduled arrival date. Hotel cancellations received within 72 hours of arrival will be billed one night's room and tax.

Reservations should be made either directly with the hotel by telephone, stating that you are attending the "Partnering for Compliance™" 2020 conference, or through its website outlined above. **The hotel has a free shuttle service from the Airport directly to its location. Please call the hotel to reserve shuttle.**

**Early hotel reservations are advisable as 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 10<sup>th</sup>, 11<sup>th</sup> & 12<sup>th</sup>, 2020. 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 Friday, February 14<sup>th</sup>, 2020. 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 Friday, March 6<sup>th</sup>, 2020. Registrations will not be processed until payment is received.**

\_\_\_\_\_

Full Name (Type/Print):

\_\_\_\_\_

Corporate Job 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”)**  
**A. E. NicPhaidin, Director**  
**"Partnering for Compliance™"**  
**211 Cocoa Street, S.E.,**  
**Palm Bay, FL 32909-4314, USA**  
**and/or or emailed to: [Info@PartneringForCompliance.org](mailto:Info@PartneringForCompliance.org)**

**to reach us no later than COB Friday, March 6<sup>th</sup>, 2020**

**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) sited 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.