

Partnerships International, Inc.

TWENTY-THIRD ANNUAL  
**“Partnering for Compliance™” 2024**

IN-PERSON AND VIRTUAL OFFERED

*with the participation of the*

**U.S. Departments of State, Commerce, Defense,  
Homeland Security, Treasury-OFAC, Census Bureau, Chemical  
Weapons 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 12<sup>th</sup>, 13<sup>th</sup> & 14<sup>th</sup>, 2024**

**VENUE: Holiday Inn Orlando-International Airport Hotel (Recently renovated)**  
5750 T.G. Lee Boulevard, Orlando, FL 32822 Tel: 407-851-6400 / Reservations: 800-465-4329  
Weblink @: [Partnering for Compliance Export Control](#) Group Code: EC3

**Zoom details will be sent separately, approx. 1 week prior, to all registrants.**

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

Senior-level Government and industry 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. We will set up an equitable process whereby all virtual participants may ask their questions in writing. We will notify you of how this process will work closer to the conference. A pre-conference soft copy of all available course materials will be sent to each registrant. NOTE: All speakers have agreed, time permitting, to speak informally on a ‘one-to-one’ basis with in-person participants.**

An official Certificate of Completion outlining our 8 International Trade Certification (ITC) CEUs (<https://www.industrycertification.org/ceus>) and a further 24 CCS/MCS/CES/MES Credits through NCBFAA (<https://logistics-ei.ncbfaa.org>) will be presented to all participants. Virtual participants will receive certificates electronically. At the end of the conference, to have NCBFAA credits added to work records, attendees should logon to the Logistics EI (<https://logistics-ei.ncbfaa.org/p/pfc-2024-annual>) system and enter Completion Code: NPFCE034K362. If you have any difficulties arise please email: [transcripts@ncbfaa.org](mailto:transcripts@ncbfaa.org). **CLE CREDITS:** Accreditation may be sought individually /collectively by participant(s) in their jurisdictions. We understand that such has been sought and granted in the past for our programs in e.g. Arizona, California, etc.

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

## AGENDA

**Tuesday, March 12<sup>th</sup>, 2024** (Dress: *Business Casual*)

- 7:30 – 7:45 am **Networking & Full Breakfast (in-person attendees)**
- 7:45 – 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
- 8:30 – 10:10 **Gerard (Gerry) J. Horner (C)\* VIRTUALLY**  
Chief, Trade Regulations Branch, Economic 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 (DHS/HSI)**  
**Robert M. Rosen (C)\***  
HSI Special Agent, Homeland Security Investigations, Fort Lauderdale, Florida  
**TOPIC:** Private Sector protecting America’s critical technology; **and other updates.**
- 11:35 – 12:35 **Enforcement Issues in International Trade (DHS/CBP)**  
**CBP Supervisor Mitch Kent (C)\* & CBP Officers Efren Cruz (C)\* & Nils Borregaard (C)\***, Orlando, FL  
**TOPIC:** Export Enforcement; How to Avoid Seizures and FP&F  
(ICE/CBP portions are based on real situations recently faced by DHS).
- 12:35 – 1:10 **LUNCHEON & NETWORKING BREAK**
- 1:10 – 2:25 **Special Agent Anthony Lanzillotti (C)\***  
Special Agent, Forward Assigned Post - Tampa, OEE/BIS, Department of Commerce  
**TOPIC:** Partnering at Work – Confronting Enforcement
- 2:25 – 3:20 **OPEN Q & A FORUM**  
**Panel:** Gerry Horner \*\*\* Anthony Lanzillotti \*\*\* Robert Rosen \*\*\* Mitch Kent  
\*\*\* Efren Cruz \*\*\* Nils Borregaard
- 3:20 – 3:40 **COFFEE & NETWORKING BREAK**
- 3:40 – 5:00 **Sue Gainor (C)\* VIRTUALLY**  
**Partner, Grey Point Consulting LLC**  
**TOPIC:** Expectations for a company’s compliance program and where some companies go wrong and end up in consent agreements. **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 13<sup>th</sup>, 2024** (*Dress: Business Casual*)

7:30 – 7:45 am **Networking & Full 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 – 12:00 **Terry Davis (C)\* - VIRTUALLY** (NOTE: All 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)\* VIRTUALLY**  
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 – 2:15 **COFFEE & NETWORKING BREAK**

2:15 – 3:20 **Jae Shin (C)\***  
Director of Compliance, 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 – 4:00 Open Q & a Forum with Mr. Davis, Mr. Shin and Ms Sanders

4:00 – 5:00 **Adrienne Braumiller, Esq. (C)\* & Bruce Leeds, Esq. (C)\***  
Founding Partner & of Counsel (respectively), Braumiller Law Group, PLLC, Dallas, TX  
**TOPIC:** Forced Labor! The latest on US Custom's efforts to prevent imports made with forced labor - plus other updates. **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. Shin, Ms Braumiller and Mr. Leeds will hold short “one-to-one” informal meetings with in-person participants on a “first-come, first-served” basis.**

**NOTE: Abdul Alnoor, BIS Licensing, will lead 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 p.m.**

**Thursday, March 14<sup>th</sup>, 2024** (*Dress: Casual Dress Day*)

7:30 – 7:45 am **Networking & Full 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 speaker's discretion)

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

**TOPICS:** Introduction to End-use/user controls, Updates to Advanced Computer and Semiconductor Manufacturing Equipment export controls; License Exceptions: RPL, TSU, STA, NAC, CCD; Updates to Russia/Belarus sanction export controls. Update on latest news.

12:00 – 12:30 **LUNCHEON & NETWORKING** (Boxed luncheon suitable for those traveling)

12:30 – 1:20 **Q & A with Sharron Cook**

1:20 – 2:30 **Dr. David S. Johnston, (Ph.D., M.S.S.I.) (C)\***

Director (Acting), Treaty Compliance Division, Bureau of Industry & Security, U.S. Department of Commerce (**Chemical Weapons Regulations**)

**TOPIC: TBA To include Q & A**

2:30 – 5:00 **Taylor Smith (Licensing) (C)\* & Joseph Florino (Enforcement) (C)\* VIRTUALLY**  
Licensing & Enforcement Officers, Office of Foreign Asset Controls, U.S. Department of the Treasury

**TOPICS:** OFAC Licensing & Enforcement more in-depth; Recent Case Studies (Topics may change).

**To include Q & A**

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

**PROGRAM Q & A and WORKSHOP MODERATORS:** **NOTE:** Sue Gainor & Arthur Shulman; and Abdul Alnoor & Adam Stein (DoC/BIS) will respectively lead the ITAR and EAR voluntary after-hours workshops outlined above.

**ALSO:** As time permits, all Government and trade speakers will informally hold short “one-to-one” meetings with in-person participants on an informal “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 all our 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

23<sup>rd</sup> Annual "Partnering for Compliance™" Conference

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

Registration Fee covers (In-person & Virtual): Admission to three-day program, hard copy (in-person) & a soft copy of all available course materials and official Certificate of Completion. In-person will also include full-breakfast, luncheon coffee breaks.

Registration Information

**Fee schedule for all pre-registered and pre-paid registrations received by COB Friday, March 1<sup>st</sup>, 2024:**

Non-US Government:	(In-Person):	US\$950.00	(Virtual):	\$650.00
US Government Employees:**	(In-Person):	US\$300.00	(Virtual):	\$150.00

**Fee schedule for all registrations received after COB Friday, March 1<sup>st</sup>, 2024 - must be pre-paid to ensure access:**

Non-US Government:	(In-Person):	US\$1,000.00	(Virtual):	\$700.00
US Government Employees:**	(In-Person):	US\$350.00	(Virtual):	\$200.00

↑ ↑ ↑ **\*\*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 Thursday, March 7<sup>th</sup>, 2024 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 these 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 by email as processed **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 any damage to any items or any persons.

**CANCELLATION / SUBSTITUTION / CHANGES / NAME BADGES - POLICIES:**

All cancellations **must** be in writing. Cancellations by COB March 1<sup>st</sup>, 2024 will receive a full refund by check, less a US\$40.<sup>00</sup> handling fee. Regretfully, cancellations after COB March 1<sup>st</sup>, 2024 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 7<sup>th</sup>, 2024. 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, either in-person or virtually. We maintain our Conference fees at an absolute minimum to facilitate all businesses, especially SMBs. All in-person attendees **must** wear their name badge (available at the registration desk) throughout the program for identification purposes. All virtual attendees **must** identify themselves by their full name on the virtual medium throughout the program for registration identification purposes. Logging on virtually 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, (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 7<sup>th</sup>, 2024 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. **NOTE:** Hotel has waived parking fee for all attendees.

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

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

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

Tel: 407-851-6400 / Reservations: 1-800-465-4329

Free bus service at Orlando International Airport every half hour.

*Go to Group Booking* *Booking Code: Booking hyper-link below in blue :*

Partnering for Compliance Export Control Group Code: EC3

Reservations MUST be made by COB February 16<sup>th</sup>, 2024 to get the special gov't rate.

A reasonable, yet limited, block of rooms has been reserved for the Conference until COB February 16<sup>th</sup>, 2024 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-International Airport Hotel has given us a special Government rate for all participants of \$170.00 + T&G per night (single or double). Should participants wish to arrive 3 days early and/or remain for an extra 3 days 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. Hotel Parking Fee Waived for all registered participants. 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 is not 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 & tax. Gym & WiFi avail.

Reservations should be made either directly with the hotel by telephone, stating that you are attending the "Partnering for Compliance™" 2024 conference, or through the hyperlink outlined above. **The hotel has a free shuttle service from the Orlando Airport directly to its location around each half hour. Please call the hotel shuttle reservations at: 407-813-5003 to reserve a shuttle and/or to have the shuttle pick you up.**

**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 12<sup>th</sup>, 13<sup>th</sup> & 14<sup>th</sup>, 2024. 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, March 1<sup>st</sup>, 2024. 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>

