

**Partnerships International, Inc.**

FIFTH ANNUAL

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

*with the participation of the*

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

**August 13<sup>th</sup>, 14<sup>th</sup> & 15<sup>th</sup>, 2014**

**VENUE: San Jose Airport Garden Hotel**

1740 North First Street, San Jose, CA. 95112

Main: (408) 793-3300 <http://www.sjagardenhotel.com>

The fifth Annual “Partnering for Compliance™” West 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 and to give our participants the most beneficial experience possible, reservations are strictly limited to the first 200 paid registrants 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. 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 Day 1 and Day 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 vis-à-vis 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/get-certified/approved-providers> ) will be presented to each participant on Day 3 of the conference as evidence of having completed the program.

Tentative Agenda - Subject to Change

**AGENDA**

**Wednesday, August 13<sup>th</sup>, 2014 (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.

8:00 – 8:30

**Opening Keynote: George D. Richardson (C)\***

Senior Trade Compliance Specialist, Barbara Clements & Associates, Inc.. (retired SAC of South Central US region in Dallas)

**TOPIC:** Venturing into Voluntary Self-Disclosures

8:30 – 10:10

**Joe Cortez, (C)\***

International Trade Ombudsman, Foreign Trade Division, U.S. Census Bureau, Department of Commerce

**TOPIC:** Mandatory EEI - The Inside Track for Partners

10:10 – 10:25

**COFFEE & NETWORKING BREAK**

10:25 - 11:40

**Julie Salcido (C)\*,**

SAC San Jose Field Office, OEE, Department of Commerce

**TOPIC:** Partnering at Work – Confronting Enforcement

11:40 – 12:45

**Enforcement Issues in International Trade**

- **John Beyer (C)\***

CBP Supervisor, A-TCET, San Francisco Office, DHS/CBP

**TOPIC:** How to partner & avoid seizures, fines, forfeitures and penalties

12:45 – 1:15 pm

**LUNCHEON & NETWORKING BREAK**

1:15 – 2:20

**Protecting America's Critical Technology**

- **John Bear (C)\*** Special Agent - Counter Proliferation Investigations; CUC Program Manager, Homeland Security Investigations

**TOPIC:** Project Shield America – You are the frontline in protecting America's critical technology; **and other updates.**

2:20 – 2:45

**OPEN Q & A FORUM**

**Panel:** Julie Salcido \*\*\* Joe Cortez \*\*\* John Beyer \*\*\* John Bear

2:45 – 3:00

**COFFEE & NETWORKING BREAK**

3:00 – 4:50

**Adam Maddox (C)\***

Sanctions Compliance Officer, Sanctions, Compliance & Evaluation, 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*)

4:50 – 5:00

**Jeff Deiss, (C)\*** Regional Export Finance Manager, SBA Office of International Trade

**TOPIC:** SBA export loan guarantees

5:00

Administrative updates.

**(NOTE: An intensive introductory workshop for SMB and novice participants will cover a basic overview of the ITAR & EAR licensing regulations to better prepare such participants for the sessions on Day 1 and Day 2. This will take place immediately after 5:00 pm until approx. 6:30 pm).**

Tentative Agenda - Subject to Change

**Thursday, August 14<sup>th</sup>, 2014** *(Business Casual Dress)*

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

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 – 12:00 **Yolanda Gantlin (C)\*** (NOTE: Coffee breaks at Ms Gantlin's discretion)  
Senior Analyst for the 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 – 12:35 pm **LUNCHEON & NETWORKING BREAK**

12:35 – 2:15 **Kenneth Oukrop (C)\***  
Division Chief, Munitions Licensing, Defense Technology Security Administration (DTSA), Office of the Secretary of Defense, Washington, D.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).

2:15 – 3:45 **Sarah McKeown (C)\***  
Senior Analyst for the 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

3:45 – 3:55 **COFFEE & NETWORKING BREAK**

3:55 – 4:40 Open Q & A Forum with **Yolanda Gantlin, Ken Oukrop and Sarah McKeown**

4:40 – 4:55 **Joanne Vliet (C)\*** Director, Silicon Valley U.S. Export Assistance Center  
United States Commercial Service

4:55 – 5:00 “Mentor of Excellence” and Scholarships Awards Presentations – to include our prestigious Gerard Alexander Monk Memorial Scholarship. Administrative updates.

**(NOTE: As time permits, Ms Gantlin, Mr. Oukrop and Ms McKeown will hold short ‘one-to-one’ informal meetings with participants on a ‘first-come, first-served’ basis).**

Tentative Agenda - Subject to Change

**Friday, August 15<sup>th</sup>, 2014** (Casual Dress Day)

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

**(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 **Larry Sullivan (C)\***

Senior Licensing Officer, West Coast Bureau of Industry and Security (BIS),  
Department of Commerce (NOTE: Breaks at Mr. Sullivan's discretion)

**TOPIC:** Implementation of Export Control Reform & 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.

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

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

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

12:45 – 2:00 **Jonathan C. Poling, Esq. (C)\* & Paul E. Amberg, Esq. (C)\***

Mr. Poling is a Partner with Akin Gump Strauss Hauer & Field, LLP; & Mr. Amberg is a Senior Associate, with Baker & McKenzie, LLP. (Mr. Poling was a senior official with the US Justice Department's National Security Division, Counterespionage Section).

**TOPIC:** Export Enforcement Risks and Recent Cases

2:00 – 4:00 **Adrienne Braumiller, Esq. (C)\***

Braumiller Law Group, PLLC, Attorneys, Dallas, Texas

**TOPIC:** Latest Developments in Import Compliance **(To include Q&A)**

4:00 Closing remarks and adjournment of "Partnering for Compliance™" Program

**PROGRAM Q & A MODERATORS:** Barbara Clements, (C)\* Barbara Clements & Associates, Inc. and George Tuttle III, Esq., (C)\* Law Offices of George R. Tuttle, A.P.C.

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

*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

**5<sup>th</sup> Annual "Partnering for Compliance™" West Coast Conference**  
**Registration Information** (NOTE: Fees have not been increased for eleven years to facilitate SMBs)

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

**Fee schedule for all pre-registered and prepaid received by COB Friday, July 25<sup>th</sup>, 2014:** (Fee includes the conference, all available program materials, continental breakfasts, lunches & refreshments).

|                           |                        |
|---------------------------|------------------------|
| Non-US Government         | US\$550. <sup>00</sup> |
| US Government Employees** | US\$150. <sup>00</sup> |

**Fee schedule for all registrations received after COB Friday, July 25<sup>th</sup>, 2014 - must be pre-paid to ensure access:**

|                           |                        |
|---------------------------|------------------------|
| Non-US Government         | US\$595. <sup>00</sup> |
| US Government Employees** | US\$190. <sup>00</sup> |

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

**Our research shows that PayPal is the most secure method of online payment that is available to us. I.D. theft has escalated recently, and protecting you and your information is vital to our mission.**

**Online registrations with credit 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, to reach us no later than Thursday, August 7<sup>th</sup>, 2014, 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 ([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 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 non-paid registrations will be held in our "pending" file for ten (10) 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. **Non-online registrations only:** confirmation email acknowledgement will be sent to such registrants when registration and payment are finalized. **Registration fee covers (only):** continental breakfasts, luncheons, refreshments and hard-copy of all available course materials. Participation in PII events and all associated activities is at individual's own risk.

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

All cancellations must be in writing via email or fax. Cancellations up to COB July 25<sup>th</sup>, 2014 will receive a full refund by check, less a US\$40.<sup>00</sup> handling fee. Cancellations after July 25<sup>th</sup>, 2014 will not receive a refund or credit towards any future programs. This date applies to all applicants irrespective of cancellation reason(s) as all Conference expenditures will have been fully committed by this date. Substitutions for the entire program, with full details in writing, will be processed at no additional charge up to COB on Thursday, August 7<sup>th</sup>, 2014. 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 date(s), content(s), speaker(s) and venue(s) etc. Non-online registrations received after Aug. 8<sup>th</sup>, 2014 should note that non-payment does not constitute cancellation.

**NO EXCEPTIONS.**

## Hotel Details

Any transportation, 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 other related expenses.

We have made special arrangements for participants with:

### **San Jose Airport Garden Hotel**

1740 North First Street, San Jose, CA. 95112

Main: (408) 793-3300 <https://bookings.ihotelier.com/bookings.jsp?groupID=1232621&hotelID=75150>

Reservations MUST be made by COB Wednesday, July 16<sup>th</sup>, 2014 to get the special rate.

A reasonable, yet limited, block of rooms has been reserved until COB July 16<sup>th</sup>, 2014 or until the room-block has been sold out, whichever occurs first. We have negotiated a special below-government rate of \$135.00, plus all taxes and charges, (sharing or single rooms) for all attendees.

We strongly encourage participants to book their hotel room(s) sooner rather than later to avoid disappointment. The hotel will honor attendees by extending this special price for three days prior to the conference and three days after the conference. *The hotel has a bus service from the San Jose International Airport for your comfort and convenience.*

Reservations should be made either directly to the hotel by phoning them and stating that you are attending the "Partnering for Compliance™" West Coast 2014 conference or through the website outlined below.

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

*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 August 13, 14 & 15, 2014 plus the client code: <https://bookings.ihotelier.com/bookings.jsp?groupID=1232621&hotelID=75150>. We urge you to make early reservations. We wish you a most fruitful and enjoyable program, and a pleasant stay in Silicon Valley.*

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

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Partnerships International, Inc. complies with the Americans with Disabilities Act of 1990. Attendees with special needs, including special food needs, should email us outlining requirements by Friday, August 1<sup>st</sup>, 2014 and we will be glad to facilitate him/her to the very 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 Thursday, August 7<sup>th</sup>, 2014. 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 Thursday, August 7<sup>th</sup>, 2014**

**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(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).