



Export Compliance – Reach for the Sky!

2018 Spring International Trade Export Licensing & Compliance Conference

Grand Hyatt Denver | Denver, Colorado

May 7–8, 2018

Register now at www.siaed.org

Export Compliance – Reach for the Sky!

May 7–8, 2018 | Grand Hyatt Denver | Denver, Colorado

For more than five years, the international trade community was focused on Export Control Reform and the many significant changes it brought about. With the majority of the changes behind us, we are pleased to offer an agenda that touches on a host of other issues of concern to international trade professionals, including: navigating EAR license exceptions, acquisition due diligence, voluntary disclosures, proviso compliance, offsets, cloud storage, freight forwarder oversight, foreign trade regulation traps, foreign person

employee management, BATFE and OFAC licensing. Panels will address these topics with in-depth, situation-based discussions of on-going challenges and opportunities, and conference attendees will be given ample opportunity to address questions to the speakers and network with industry colleagues.

Who should attend? Experienced trade professionals who can affect internal processes and procedures for greatest impact and success in international business.

SIA President: Jennifer K. Weinel, Northrop Grumman Corporation

Board Liaison: Suzanne Kao, Deloitte Tax LLP

Conference Director: Chad Leezer, UTC Aerospace Systems

Conference Committee Chairs: Co-Speaker: Tim Rolland, Raytheon Company

Co-Speaker: Pam Welch, Raytheon Company

Hotel: FranMarie Mulla, MOOG, INC.

Audio/Visual: Tahlia Townsend, Wiggins & Dana LLP

Registration: Jill Garrison, SIA

Conference information and registration at www.siaed.org/event-2580167

CONFERENCE REGISTRATION FEE

Non-Members \$800
Members \$700
Government \$550

Payments will not be accepted at event.

Online registration is required.

**The registration site is
www.siaed.org/event-2580167**

**SIA accepts payment by
credit card, check or wire transfer.**

Your registration is not confirmed until payment is received.

Registration fees include: continental breakfasts, lunches, breaks, reception, and course materials.

Cancellation Policy: Cancellations must be received by Friday, April 27, 2018 to be eligible for a refund. There is a \$35 fee for all cancellations and bank returned checks. *Refunds will not be provided for cancellation requests received after April 27, 2018.*

Please make checks payable to:
Society for International Affairs or "SIA"

Mail checks to:
SIA
Jill Garrison
Attn: 2018 SIA Spring Conference
95 Delphinium Way
Stafford, VA 22556

Register early...seating is limited!

HOTEL ACCOMMODATIONS

**Grand Hyatt Denver
1750 Welton Street
Denver, CO 80202**

A block of rooms has been reserved at the Grand Hyatt Denver for the dates of the conference. The SIA room rate is the prevailing government per diem per night plus tax (single/double occupancy). This rate is available 3-days pre and 3 days post, based on hotel availability. Hotel recommends booking your room online through the link on SIA's website <https://aws.passkey.com/event/49261054/owner/3134/home>. You may contact the hotel directly to make reservations at 1-303-295-1234 (ask for the 2018 SIA Conference rate).

The room block has been reserved until Friday, April 13, 2018, or until sold out, whichever occurs first.

Attire for the conference is business casual.

Conference information
and registration at
www.siaed.org/event-2580167

TRANSPORTATION

This hotel does not provide shuttle service.

Parking

- **Hotel Valet Parking:** overnight—\$46; daily up to 4hrs—\$23, 4–8hrs—\$28
- **Self Parking:** available for a fee at several parking lots located near the hotel

Other transport options

- **Taxi:** Estimated cost from airport is \$55.00
- **Uber/Lyft:** Estimated cost from airport is \$35.00-\$70.00
- **Super Shuttle:** Book in advance at +1-800-525-3177 or <https://www.supershuttle.com/locations/denverden/>
- **Rocks Transportation:** Book in advance by phone at +1-303-995-7582, or by email at rockstransportation@yahoo.com
- **Denver Airport Rail:** Travelers can now use A Line, the new rail service from Denver International Airport to LoDo's (lower downtown) Union Station and back, courtesy of Regional Transportation District (RTD). The Denver airport rail has six stops along the way and takes approximately 37 minutes at a cost of \$9 each way.
- **16th Street Shuttle:** Runs throughout the central business and entertainment district
- **Light Rail Service/RTD:** Stops at most corners in the city, including Invesco Field, Pepsi Center/Six Flags/Elitch Gardens, Union Station - Lower downtown (LODO)/Coors Field/16th Street Mall. More information can be found here: <http://www.rtd-denver.com/airport.shtml>

Export Compliance – Reach for the Sky!

PRE-REGISTRATION – Sunday, May 6, 2018

5:30–6:30 PM Pre-Registration

DAY ONE – Monday, May 7, 2018

7:15 Registration & Continental Breakfast

8:15 Opening Remarks

Jennifer K. Weinel, Northrop Grumman Corporation, SIA President
Chad Leezer, UTC Aerospace Systems, Conference Director

8:30 Keynote Address

Mr. Mike Miller, Deputy Assistant Secretary (Acting), Directorate of Defense Trade Controls
Q&A

9:00 Transitioning from ITAR Export License Exemptions to EAR Export License Exceptions

Jeremy Huffman, Huffman Riley PLLC (Moderator)
Steven Stoddard, Munitions Control Division, Bureau of Industry and Security
Chelsea Grogan, The Boeing Company
Sally DeCarlo, Sierra Nevada

- Advice for knowing when specific EAR exceptions may be applicable
- How to handle exports shipped under Exemption that have transitioned to the EAR
- Understanding Exemption and Exception criteria
- Tips for validating use of Exceptions

Q&A

10:00 Break

10:30 Pre- and Post-Acquisition Due Diligence and Integration

Karri Allen, Raytheon Company
Margaret Gatti, Morgan Lewis

- Discussion about what companies should be looking for when performing the pre-acquisition due diligence, including potential CFIUS review
- Post-Acquisition: Discovering and disclosing potential violations
- Post-Acquisition: Integration of companies

Q&A

11:15 Voluntary Disclosures: Root Cause Analysis Techniques

David Greenlees, Office of Defense Trade Controls Compliance
Dan Goren, Wiggin & Dana LLP
Janet Pierce, Meggitt-USA, Inc.

- Practical examples of the different tools available to drill down to root cause
- Voluntary Disclosures and Ongoing Sustainment Activities
- Is there an “ideal” voluntary disclosure?
- Why corrective actions and sustainment activities are an important part of a disclosure

Q&A

12:00 Lunch

1:00 ITAR Part 129 and 130

Jennifer K. Weinel, Northrop Grumman Corporation (Moderator)
Jason Prince, Holland & Hart LLP
Jeff Merrell, Rolls-Royce North America
Joshua Fitzhugh, Clifford Chance US LLP

- What are considered “brokering activities”?
- Best practices for monitoring sales agents, international reps, and consultants
- Best practices for calculating and reporting fees/commissions

Q&A

2:30 Break

3:00 Proviso Compliance

Debi Davis, Esterline Corporation (Moderator)
Benjamin Turkel, Raytheon Company
MAJ Patrick Reimnitz, Office of Defense Trade Controls Licensing
Anthony Dearth, Chief of Staff, Office of Defense Trade Controls
Susan Daoussi, Licensing Directorate-Munitions Division, Defense Technology Security Administration

- What do I do if I receive a proviso that drastically restricts my proposed statement of work?
- Should I address provisos that may have been issued in error? (Proviso reconsideration)
- How to handle complicated provisos
- Tracking compliance with provisos and auditing/assessments

Q&A

Export Compliance – Reach for the Sky!

DAY ONE – continued

4:00 Export Controls and Offsets

Ken Oukrop, Director, Licensing Directorate, Defense Technology Security Administration

Ira Berkowitz, Lockheed Martin Corporation

Daniel Farthing, Northrop Grumman Corporation

- Different forms of Offset: Offset projects come in many shapes, sizes & practices?
- Who does what in an Offset program (from Capture thru Negotiation thru Execution)
- Offset & Export Control: How & when could/should they work together?
- Risks, Issues & Mitigations: The extra challenges that Offset presents to the Export Control community
- How to make sure your company is getting proper credits

Q&A

5:00 Conference Adjourn

5:15 Hosted Reception

-7:15

DAY TWO – Tuesday, May 8, 2018

7:15 Continental Breakfast & Speaker Roundtables

8:30 Opening Remarks

Chad Leezer, UTC Aerospace Systems, Conference Director

8:35 How Major Cloud Storage Providers Ensure Compliance for Both Industry and USG Users

Jonathan Priganc, RUAG Space USA

Shawn Veney, Microsoft

Aaron Amundson, Director, Information Technology Controls Division, Bureau of Industry and Security

- What safeguards are in place at Amazon Web Services, Microsoft Azure, and other providers to ensure the security of your data and technology?
- Large IT service providers discuss their role in assisting companies maintain a compliant IT infrastructure

- Tips and tricks smaller companies can implement to enhance its compliance posture
 - How to know when the use of a cloud provider is right for you
 - What privacy concerns should I have when considering cloud solutions
- Q&A – DDTC and BIS will join panelists

10:00 Break

10:30 Census – Common Questions about the Foreign Trade Regulations

Maria Marshall, L-3 Technologies

Shannon Barley, U.S. Census Bureau

Ken Hughes, DHL

- When should I amend a filing?
- Is an “honest mistake” considered a violation of the FTR?
- When is it appropriate to disclose potential issues to Census?

Q&A

11:15 Oversight of your Freight Forwarders and Customs Brokers

Marc Binder, International Trade Compliance Strategies (Moderator)

Helen Cousineau, Deloitte

Nonah Park, Expeditors International Washington, Inc.

Edie Bretz, Priority One International

Ken Hughes, DHL

- What to do when you discover errors made by your freight forwarder
- Do I have the appropriate level of protections in place to ensure my freight forwarders are properly filing all required documentation?
- Are my customs brokers correctly entering defense articles (temporary vs. permanent import/export) via license or exemption?

Q&A

12:00 Lunch

1:00 Foreign Person Employees (FPEs) – Obtaining Authorization and Implementing Necessary Workplace Restrictions

Rick Laird, The Boeing Company

Kelli Bullington, Cobham

Laura Forte, RUAG Space USA

Rob Monjay, Office of Defense Trade Controls Policy

Anthony Dearth, Chief of Staff, Office of Defense Trade Controls

- What considerations, documentation, etc., do I need when preparing an application?

Export Compliance – Reach for the Sky!

DAY TWO – continued

- Practical steps companies can take to reduce the potential for instances of non-compliance
- How to manage multiple FPEs located overseas
- Implementing a Technology Control Plan (TCP)
- Licensing requirements of U.S. persons working abroad

Q&A

2:30 Break

3:00 **OFAC Licensing in Changing Landscape of OFAC Sanctions**

Davin Blackborow, Assistant Director for Licensing, Office of Foreign Assets Control

Kerry Contini, Baker & McKenzie LLP

Jeff Merrell, Rolls Royce North America

- Real world advice on how companies are adapting to the changing landscape of OFAC sanctions
- Latest OFAC updates on sanctioned countries
- Challenges for working with DN/TCN from ITAR 126.1 countries

Q&A

4:00 **BATFE**

Kristie Martinelli, Bureau of Alcohol, Tobacco, Firearms and Explosives

Lauren Krickeberg, Orbital ATK

Karri Allen, Raytheon Company

- What do I need to know to ensure I am compliant with the BATFE import regulations?
- What are the different types of licenses and permits that the BATFE is responsible for issuing?
- Temporary to Permanent Imports: ATF requirements
- Best practices for complying with ATF regulations

Q&A

5:00 **Adjourn**



THE SOCIETY FOR INTERNATIONAL AFFAIRS

Background & Purpose

The Society for International Affairs, Inc. (SIA) is a volunteer, nonprofit, educational organization that was jointly formed in 1967 by US Government and Industry. SIA provides a forum for the exchange of information related to export and import licensing. SIA interests cover the entire spectrum of licensing pertaining to the Departments of Commerce, Defense, State, Treasury, and Homeland Security.

Activities

Business luncheon meetings are held regularly and feature guest speakers who address regulatory and policy issues affecting exporting and importing. Conferences and workshops are presented on a regular basis to educate and instruct the export community on all aspects of defense and commercial exports and technology transfers.

Code of Conduct

The meetings and functions of SIA are designed to facilitate the free exchange of ideas and information. Information from these sessions is not for attribution or publication. Recording devices may not be used. SIA members and attendees are expected to uphold the highest standards of personal conduct at all SIA functions and must abide by the Code of Conduct.

Membership

Membership is comprised of over 2,000 members consisting of Industry, U.S. Government, and embassies.

Information about SIA at www.siaed.org