



2017 Winter International Trade Export  
Licensing & Compliance Conference

# Back to Basics

Newport Beach Marriott Hotel & Spa | Newport Beach, California

Register now at [www.siaed.org](http://www.siaed.org)

**March 13–15, 2017**

# 2017 Winter International Trade Export Licensing & Compliance Conference

## Back to Basics

This conference is an important first step to exporting articles on the United States Munitions List (USML) and the Commerce Control List (CCL) and the associated defense services and technology. This conference is ideal for newcomers (less than 5 years of experience) to export licensing, as they will be provided with a step-by-step guide to using the International Traffic in Arms Regulations (ITAR) and the Export Administration Regulations (EAR). Emphasis will be placed on the license application process and the requirements for submitting licenses to the Department of State, Directorate of Defense Trade Controls as well as to the Department of Commerce, Bureau of Industry Security for review and approval. Attendees will become familiar with the various types of licenses, agreements, exemptions and exceptions and the requirements and conditions associated with each. Government speakers will provide insight into the procedures and policies governing the export licensing process.

Ample time for questions will be included each day. In addition, a special Roundtable Q&A Session with panelists and invited guests will be held at the conclusion of Day 2.

The Conference will integrate hands-on workshops with practical transaction scenarios and corresponding licensing/exemption/exception exercises. These exercises will give attendees the opportunity to apply what they have learned while USG experts and industry peers are close at hand to answer questions and provide guidance.

Speakers will include participants from US Government agencies such as the US Department of State's Directorate of Defense Trade Controls (DDTC), Defense Technology Security Administration (DTSA), Bureau of Industry and Security (BIS) and members of the defense industry.

## CONFERENCE REGISTRATION FEE

Non-Members .... \$1,100

Members ..... \$950

Government ..... \$725

Registration is open.

***Payments will not be accepted at event.  
Read payment instructions below.***

1. **"PAY ONLINE"** is the "pay by credit card" option at time of registering
2. **"PAY BY CHECK OR PO"** is the "pay by check" option to be received within 7 business days or your registration will be cancelled.

Your registration is not confirmed until payment is received.

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

**Cancellation Policy:** Cancellations must be received by Friday, March 3, 2017 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 Friday, March 3, 2017.*

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

**Mail checks to:**

SIA

Jill Garrison

Attn: 2017 Winter Conference

95 Delphinium Way

Stafford, VA 22556

***Register early...seating is limited!***

## HOTEL ACCOMMODATIONS

**Newport Beach Marriott Hotel & Spa  
900 Newport Center Drive  
Newport Beach, CA 92660**

A block of rooms has been reserved at the Newport Beach Marriott Hotel & Spa for the dates of the conference. The SIA room rate is \$179/night plus tax (single/double occupancy).

Reservations may be made online through the link on SIA's website under the 2017 Winter Back to Basics Conference or by contacting Marriott Reservations at 877-622-3056 (ask for the 2017 SIA Conference rate).

***The room block has been reserved until Friday, February 17, 2017, or until sold out, whichever occurs first.***

## GROUND TRANSPORTATION

There are four airports as options:

- John Wayne Airport-Orange County (SNA)  
This is the closest to the hotel
- Long Beach Airport (LGB)
- Los Angeles International Airport (LAX)
- LA/Ontario International Airport (ONT)

For transportation information, please go to the hotel website:

[www.marriott.com/hotels/maps/travel/laxnb-newport-beach-marriott-hotel-and-spa](http://www.marriott.com/hotels/maps/travel/laxnb-newport-beach-marriott-hotel-and-spa)

Attire for the conference is business casual.

Conference information and registration at  
[www.siaed.org](http://www.siaed.org)

# 2017 Winter International Trade Export Licensing & Compliance Conference

## Back to Basics: Understanding the Basics of International Trade Licensing & Compliance

### DAY ONE – Monday, March 13, 2017

- 7:00 Breakfast
- 8:00 Opening Remarks**  
*Jennifer K. Weinel, SIA President*  
*Monica Chavez, Conference Director*
- 8:15 Overview of Export Control Regimes and Regulations Panel**  
*Marc Binder, International Trade Compliance Strategies*  
*Tom Donovan, Northrop Grumman Corporation*  
*Angela Countee Brown, Office of Defense Trade Controls Licensing*  
*Scott Maslow, Licensing Directorate-Munitions Division,*  
*Defense Technology Security Administration*  
*Dimitri Smith, Munitions Control Division, Bureau of Industry and Security*
- 10:00 Break
- 10:15 Commodity Jurisdiction and Classification Panel**  
*Jeremy Huffman, Huffman Riley PLLC*  
*Elizabeth Fiorentino, Office of Defense Trade Controls Policy*  
*Travis Schultz, Office of Defense Trade Controls Policy*  
*Candice Rodriguez, Licensing Directorate-Munitions Division,*  
*Defense Technology Security Administration*  
*Dimitri Smith, Munitions Control Division, Bureau of Industry and Security*
- 12:30 Lunch
- 1:30 Q&A**
- 2:00 Jurisdiction and Classification Exercise**  
*All Speakers, Board and Committee*
- 3:00 Break**
- 3:15 Jurisdiction and Classification Exercise (con't)**  
*All Speakers, Board and Committee*
- 4:15 DDTC Registration**  
*Arthur Shulman, Acting Director, Office of Defense Trade Controls Compliance*  
*Chandler Leonard, Office of Defense Trade Controls Compliance*
- 4:45 Q&A**
- 5:00 Adjourn**
- 5:15 Reception**

### DAY TWO – Tuesday, March 14, 2017

- 7:15 Breakfast
- 8:15 Opening Remarks**  
*Monica Chavez, Conference Director*
- 8:20 ITAR Licensing Panel**  
*Audra Collins, Office of Defense Trade Controls Licensing*  
*Cynthia Keefer, BAE Systems*
- 10:00 Break
- 10:15 Licensing Q&A**
- 10:30 ITAR Agreements–Overview, Preparation and Best Practices**  
*MAJ Patrick Reimnitz, Office of Defense Trade Controls Licensing*  
*LTC Timothy Duffy, Office of Defense Trade Controls Licensing*  
*Barbara Clark, Orbital ATK*
- 12:15 Lunch
- 1:15 ITAR Agreements Q&A**
- 1:30 DTSA Review Panel**  
*Jean Singer Rosch, Moderator, JSR Consultants*  
*Scott Maslow, Licensing Directorate-Munitions Division, Defense Technology Security Administration*
- 2:00 ITAR License Exercise**  
*All Speakers, Board and Committee*
- 2:30 Break
- 2:45 ITAR License Exercise (cont'd)**  
*All Speakers, Board and Committee*
- 3:15 ITAR Agreement Exercise**  
*All Speakers, Board and Committee*
- 4:15 ITAR Exemptions**  
*Sandra Cross, Huntington Ingalls Industries*
- 5:15 Q&A**
- 5:30 Adjourn**
- 5:30 Meet the Speakers (Roundtable Discussions / Open Q&A)**  
**-6:30** *DDTC-L, DDTC-P, DDTC-C, BIS, DTSA, Industry speakers*



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### DAY THREE – Wednesday, March 15, 2017

7:30 Continental Breakfast

**8:30 Opening Remarks**

*Monica Chavez, Conference Director*

**8:35 EAR Licensing/Exceptions Panel**

*Dimitri Smith, Munitions Control Division, Bureau of Industry and Security*

*Dara Sanders, Munitions Control Division, Bureau of Industry and Security*

*Bruce O’Cain, Licensing Directorate-Munitions Division, Defense Technology Security Administration*

*Candice Rodriguez, Licensing Directorate-Munitions Division, Defense Technology Security Administration*

*Suzanne Kao, Deloitte Tax LLP*

10:00 Break

**10:15 Q&A**

**10:30 EAR License Exercise/Exemption/Exception**

*All Speakers, Board and Committee*

12:30 Lunch

**1:30 Trade Compliance Program**

*Bridget Van Buren, Office of Defense Trade Controls Compliance*

*Chandler Leonard, Office of Defense Trade Controls Compliance*

*Thomas Andrukonis, Director Export Management and Compliance,  
Bureau of Industry and Security*

*Jeremy Huffman, Huffman Riley PLLC*

2:30 Break

**2:45 “Got your license.....now what?”**

*Marc Binder, International Trade Compliance Strategies*

**4:00 Disclosures and Enforcement**

*Bridget Van Buren, Office of Defense Trade Controls Compliance*

*Chandler Leonard, Office of Defense Trade Controls Compliance*

*Thomas Andrukonis, Director Export Management and  
Compliance, Bureau of Industry and Security*

*Jeremy Huffman, Huffman Riley PLLC*

**4:45 Q&A**

**5:00 Conference Adjourns**

**SIA Proprietary**

**Agenda subject to change**

**All speaker comments are off-the-record  
and not for attribution**

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**SIA President:** Jennifer K. Weinel, Northrop Grumman Corporation

**Board Liaison:** Suzanne Kao, Deloitte Tax LLP

**Conference Director:** Monica Chavez, Eaton Corporation

**Conference**

**Committee Chairs:** Speakers: Michael Lowell, Reed Smith LLP

Hotel: Ethan Maretich, Eaton Corporation

Publications: Kevin Miller, Miller & Chevalier Chartered

Audio/Visual: Chair: Holly Bell, Huntington Ingalls Industries

Registration: Jill Garrison, SIA

Conference information and registration at [www.siaed.org](http://www.siaed.org)



## **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.

Additional information about SIA is available at

**[www.siaed.org](http://www.siaed.org)**