

2017 Summer International Trade Export Licensing & Compliance Conference

# Back to Basics

July 10–12, 2017

Baltimore Marriott Waterfront | Baltimore, Maryland  
Register now at [www.siaed.org](http://www.siaed.org)



## Back to Basics

July 10–12, 2017 | Baltimore, Maryland

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 exercises covering jurisdiction and classification, export licensing and agreements, and exceptions. These exercises will give attendees the opportunity to apply what they have learned while US Government experts and defense 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.

---

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

**Board Liaison:** Sandra Cross, Huntington Ingalls Industries

**Conference Director:** Anna Magoulas, Raytheon Company

**Conference Committee Chairs:** Speakers: Katherine Heubert, Reeves & Dola LLP  
Hotel: Kelly Rego, The Boeing Company  
Publications: Joe A. Cortez, International Trade Advisors  
Audio/Visual: Jonathon Osten, Raytheon Company  
Registration: Jill Garrison, SIA

# 2017 Summer International Trade Export Licensing & Compliance Conference

## 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, June 30, 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, June 30, 2017.*

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

**Mail checks to:**  
SIA

Jill Garrison  
Attn: 2017 Summer Conference  
95 Delphinium Way  
Stafford, VA 22556

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

## HOTEL ACCOMMODATIONS

**Baltimore Marriott Waterfront  
700 Aliceanna Street  
Baltimore, MD 21202-4339**

A block of rooms has been reserved at the Baltimore Marriott Waterfront Hotel for the dates of the conference. The SIA room rate is the prevailing government per diem of \$140 per night plus tax (single/double occupancy). Reservations may be made online through the link on SIA’s website under the *2017 Summer Back to Basics Conference* or by contacting Reservations at 1-800-228-9290 or 410-385-3000 (ask for the 2017 SIA Conference rate).

***The room block has been reserved until Friday, June 16, 2017, or until sold out, whichever occurs first.***

## GROUND TRANSPORTATION

Supreme Airport services the downtown Baltimore hotels. Please book your reservation in advance via their 24-hour call center (1-800-590-0000), at the airport ticket counter, or online at [www.supremeairportshuttle.com](http://www.supremeairportshuttle.com). Average taxi fare between BWI & Baltimore Marriott Waterfront is \$45.00 USD (one way). The hotel offers self-parking at \$26/day and valet at \$45/day with in/out privileges.

Attire for the conference is business casual.

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. Information about SIA membership is available at [www.siaed.org](http://www.siaed.org).



# 2017 Summer International Trade Export Licensing & Compliance Conference

## BACK TO BASICS: Understanding the Basics of International Trade Licensing & Compliance

### DAY ONE – Monday, July 10, 2017

7:00 AM Registration & Breakfast

**8:00 AM Opening Remarks**

*Jennifer K. Weinel, Northrop Grumman Corporation, SIA President  
Anna Magoulas, Raytheon Company, Conference Director*

**8:15 AM Overview of Export Control Regimes & Regulations Panel**

*Marc Binder, International Trade Compliance Strategies  
Tom Donovan, Northrop Grumman Corporation  
Terry Davis, 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 AM Break

**10:15 AM Commodity Jurisdiction and Classification Panel**

*Jeremy Huffman, Huffman Riley PLLC  
Travis Schultz, Office of Defense Trade Controls Policy  
Nick Shahan, Office of Defense Trade Controls Policy  
Elyas Akram, Licensing Directorate-Munitions Division, Defense Technology  
Security Administration  
Dimitri Smith, Munitions Control Division, Bureau of Industry and Security*

12:30 PM Lunch

**1:30 PM Q&A**

**2:00 PM DDTC Registration**

*Daniel Cook, Office of Defense Trade Controls Compliance  
Travis Bryant, Office of Defense Trade Controls Compliance*

**2:30 PM Q&A**

2:45 PM Break

**3:00 PM Jurisdiction/Classification Exercise**

*All Speakers, Board and Committee*

**5:00 PM Adjourn**

**5:15 PM Reception**

### DAY TWO – Tuesday, July 11, 2017

7:00 AM Breakfast

**8:15 AM Opening Remarks**

*Anna Magoulas, Raytheon Company, Conference Director*

**8:20 AM ITAR Licensing Panel**

*Yolanda Gantlin, Office of Defense Trade Controls Licensing  
Cynthia Keefer, BAE Systems*

10:00 AM Break

**10:15 AM Licensing Q&A**

**10:30 AM ITAR Agreements – Overview, Preparation and Best Practices**

*MAJ Sean Keefe, Office of Defense Trade Controls Licensing  
LTC Timothy Duffy, Office of Defense Trade Controls Licensing  
Barbara Clark, Orbital ATK*

12:15 PM Lunch

**1:15 PM Agreements Q&A**

**1:30 PM DTSA Review Panel**

*Jean Singer Rosch, Moderator, JSR Consultants  
Scott Maslow, Licensing Directorate-Munitions Division, Defense  
Technology Security Administration*

**2:00 PM ITAR License Exercise**

*All Speakers, Board and Committee*

2:30 PM Break

**2:45 PM ITAR License Exercise (con't)**

*All Speakers, Board and Committee*

**3:15 PM ITAR TAA Exercise**

*All Speakers, Board and Committee*

**4:15 PM ITAR Exemptions**

*Sandra Cross, Huntington Ingalls Industries*

**5:15 PM Q&A**

**5:30 PM Adjourn**

**5:30–6:30 PM Meet the Speakers (Roundtable Discussions / Open Q&A)**

*DDTC-L, DDTC-P, DDTC-C, BIS, DTSA, Industry speakers*

# 2017 Summer International Trade Export Licensing & Compliance Conference

## BACK TO BASICS: Understanding the Basics of International Trade Licensing & Compliance

### DAY THREE – Wednesday, July 12, 2017

7:30 AM Breakfast

**8:30 AM Opening Remarks**

*Anna Magoulas, Raytheon Company, Conference Director*

**8:35 AM 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*

*Elyas Akram, Licensing Directorate-Munitions Division, Defense Technology Security Administration*

*Suzanne Kao, Deloitte Tax LLP*

10:00 AM Break

**10:15 AM Q&A**

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

*All Speakers, Board and Committee*

12:30 PM Lunch

**1:30 Trade Compliance Program**

*James Ackerman, Office of Defense Trade Controls Compliance*

*Adam Butschek, Office of Defense Trade Controls Compliance*

*Thomas Andrukonis, Office of Exporter Services, Bureau of Industry and Security*

*Jeremy Huffman, Huffman Riley PLLC*

2:30 PM Break

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

*Marc Binder, International Trade Compliance Strategies*

**4:00 PM Disclosures and Enforcement**

*James Ackerman, Office of Defense Trade Controls Compliance*

*Adam Butschek, Office of Defense Trade Controls Compliance*

*Thomas Andrukonis, Office of Exporter Services, Bureau of Industry and Security*

*Jeremy Huffman, Huffman Riley PLLC*

**4:45 PM Q&A**

**5:00 PM Conference Adjourns**