

**Partnerships International, Inc.**

NINTH ANNUAL

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

*with the participation of the*

US Departments of State, Commerce, Defense,  
Homeland Security, OFAC, Census Bureau, EU/UK, and US Trade

**February 17<sup>th</sup>, 18<sup>th</sup>, & 19<sup>th</sup>, 2010**

Pegasus Ballroom (Student Union Building)

University of Central Florida, Orlando Campus

4000 Central Florida Boulevard, Building 52 (Student Union Building); Orlando, FL 32816-3250

**Directions to auditorium on campus can be obtained at: [www.studentunion.ucf.edu](http://www.studentunion.ucf.edu)  
Click on DIRECTIONS on left side of screen. This page gives you directions to the auditorium, parking garage & parking lot adjacent to the Student Union Building.**

The Ninth Annual “Partnering for Compliance™” will focus on a broad spectrum of export/import regulatory and compliance matters of current relevance to companies, organizations, and individuals involved in trading commodities and technologies.

**While we cater to all businesses, we place special emphasis on Small-to-Medium Businesses (SMBs) who rarely have the opportunity to gain first-hand knowledge from the experts. Please help us ensure that 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 successfully compete in business, while adhering to US federal laws and regulations as we strive for 100% compliance. At the same time, our speakers will provide updates on US Government initiatives and policies addressing export controls and enforcement issues.

**To maintain the informal and interactive nature of our program, reservations are strictly limited to the first 200 paid registrants on a first-come-first-served basis. NOTE: All speakers have agreed, time permitting, to speak informally on a ‘one-to-one’ basis with participants.**

Since 9/11 there have been considerable regulatory changes in US controls. Notwithstanding the economic downturn, the complexity of international trade has changed significantly. The Department of Homeland Security; expanded EU, China’s WTO membership - and rapid expansion into underdeveloped regions, political considerations, competition for scarce resources, and the emergence of the Indian sub-continent and SE Asia as global players all have an impact on global trade. The recent global financial difficulties are an opportunity for our SMBs to source and resource new markets. US exporters will labor under regulatory burdens that may put them at a disadvantage with their global competitors. Solid up-to-date training and insights from the experts is one of our keys to success.

This interactive program will enhance your knowledge base, hopefully increase return on investment and will help maintain your employers’ compliance to become more competitive in the merging global marketplace. We urge you to have many of 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 experts from the government and the private sector have been brought together to assist you.

An official Certificate of Completion outlining our 4.5 Continuing Education Units (accreditation granted by [www.industrycertification.org](http://www.industrycertification.org) / [CEU providers.htm](http://CEU_providers.htm)) is presented to each participant as evidence of having completed the program.

## AGENDA

**Wednesday, February 17, 2010** (*Business Casual Dress*)

7:00 – 7:45 AM **Networking and Continental Breakfast**

7:45 – 8:00 Welcome, Administrative Remarks  
**Ailish M. NicPhaidin (C)\***, President & CEO, Partnerships International, Inc.

8:00– 8:30 **Opening Keynote Address: A. Brian Phillips, Esq. (C)\***  
Brian Phillips P.A., Orlando (Former Federal Prosecutor)  
**TOPIC:** Partnering with your Employer to Protect Yourself

8:30 - 10:00 **Dale C. Kelly (C)\***  
Assistant Division Chief, Data Collections, Foreign Trade Division, U.S. Census Bureau, Washington, D.C.  
**TOPIC:** Mandatory EEI - The Inside Track for Partners

10:00 – 10:15 **COFFEE & NETWORKING BREAK**

10:15 – 11:30 **Jonathan C. Barnes (C)\***  
Senior Special Agent, Miami Field Office, BIS/Department of Commerce  
**TOPIC:** Partnering at Work – Confronting Enforcement

11:30 – 12:00 **LUNCHEON & NETWORKING**

12:00 – 1:10 **Mark D. Menefee, Esq. (C)\*** (Retired Director of Export Enforcement, BIS, DoC) Of Counsel, & **Bart McMillan, Esq. (C)\*** Partner, Baker & McKenzie, LLP. Washington, D.C. and Chicago offices respectively  
**TOPIC:** No Good Deed Goes Unpunished: Conducting Compliance Audits & Submitting Voluntary Self-Disclosures

1:10 – 3:15 **Enforcement Issues in International Trade**

**How to Partner and Avoid Seizures, Fines, Forfeitures, and Penalties**

- **Russell R. Morgan (C)\*** Assistant Area Port Director for Trade, Supervisory CBP Officer  
**Jay Todras (C)\***
- **Michael J. Cestare (C)\*** DHS/ICE Sr. Supervisory Special Agent Nat'l Security Investigations + Sr. Special Agent **Jose R. Pagan (C)\*** (**NOTE:** ICE segment will also answer questions related to visa / immigration issues participants have) Important Note:  
*This portion of the program is based on real situations recently faced & DHS updates.*

3:15 – 3:30 **COFFEE & NETWORKING**

3:30 – 4:45 **OPEN Q & A FORUM**

**Panel:** Dale Kelly \*\*\* Jonathan Barnes \*\*\* Michael Cestare \*\*\* Russell Morgan \*\*\* Jay Todras \*\*\* Jose Pagan \*\*\* Mark D. Menefee \*\*\* Bart McMillan

4:45 – 5:00 “Mentor of Excellence” and Scholarships Awards Presentations

**(NOTE: A short session for SMB and novice participants on EAR licensing will take place immediately after 5:00 PM).**

Tentative Agenda - Subject to Change

**Thursday, February 18, 2010** *(Business Casual Dress)*

7:15– 7:45 AM **Networking and Continental Breakfast**

7:45 – 8:00 Administrative Updates

*(Note: Departments of Treasury and Commerce segments will endeavor to include entry, intermediate and advanced level participants as far as possible and practical.)*

8:00 – 9:45 **Jessica Brinkmann (C)\***  
Sanctions Compliance Officer, Office of Foreign Asset Controls (OFAC), US  
Department of Treasury  
**TOPIC:** OFAC's Role – Your Responsibility (to include Q&A Session)

9:45 – 10:30 **Elroy “Gene” Christiansen (C)\***  
Senior Licensing Officer, Office of National Security and Technology Transfer  
Controls, Bureau of Industry and Security (BIS), Department of Commerce,  
Washington, D.C.  
**TOPIC:** 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.

10:30 – 10:45 **COFFEE & NETWORKING BREAK**

10:45 – 12:00 Continuation US Department of Commerce presentations and updates with **Gene  
Christiansen**

12:00 – 12:30 **LUNCHEON & NETWORKING**

12:30 – 1:45 Open Q&A Forum with **Gene Christiansen**

1:45 – 3:20 **Edward O. Weant, III (C)\***  
Director, Office of Antiboycott Compliance, Department of Commerce  
**TOPIC:** Restrictive Trade Practices or Boycotts – Partnering Works  
(to include Q&A)

3:20 – 3:25 **COFFEE BREAK**

3:25 – 5:00 **Adrienne Braumiller, Esq. (C)\* and Bruce H. Leeds, Esq. (C)\***  
Braumiller Schulz & Co., LLP, Attorneys, Dallas, Texas  
**TOPIC:** Latest Developments in Import Compliance **(To include Q&A)**

**(NOTE: A short session for SMB & novice participants on ITAR licensing will take place  
immediately after 5:00 PM).**

Tentative Agenda - Subject to Change

**Friday, February 19, 2010** *(Casual Dress Day)*

7:15– 7:45 AM      **Networking and Continental 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 – 9:25          **Terry L. Davis (C)\***  
Deputy Director, 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, and initiatives

9:25 – 10:50        **Glenn E. Smith (C)\***  
Chief, Enforcement Division, Directorate of Defense Trade Controls (DDTC), US Department of State, Washington, DC  
**TOPIC:** Compliance & Enforcement Trends, Implementing an Effective Company Compliance Program (Suggested)

10:50 – 10:55        **COFFEE BREAK**

10:55 – 12:25        **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).

12:25 – 1:00        **LUNCHEON & NETWORKING BREAK**

1:00 – 2:35          Open Q & A Forum with **Terry Davis, Glenn Smith** and **Kenneth Oukrop**

2:35 – 2:40          **COFFEE BREAK**

2:40 – 4:30          **Bernadette Peers (C)\*** Senior Consultant, Strategic Shipping Company, Ltd, UK  
**TOPIC:** EU/Global Export Control - Partnering with EU Companies to ensure Global Compliance + New E.U. Export Controls Regime re U.S. firms which re-export

4:30 – 4:35          Closing remarks and adjournment of “Partnering for Compliance™” Program

**PROGRAM Q & A MODERATOR:** *Barbara Clements, President, Barbara Clements & Associates, Inc.*

*Coffee will be served throughout the day.*

*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 not-for-publication without prior written authorization from the individual speaker(s).

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

## Hotel, Car Rental, and Transportation Details

Any 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 related expenses.

We have made special arrangements for participants with:  
**(Fully Renovated) Holiday Inn – Select / Orlando East - UCF Area**  
**12125 High Tech Avenue; Orlando, FL 32817**  
**Phone: 407-275-9000 or 800-465-4329 Fax: 407-381-0019**  
**Online registration: [www.hiselect.com/mco-univctrl](http://www.hiselect.com/mco-univctrl)**

**Reservations MUST be made by COB Monday, February 1<sup>st</sup>, 2010**  
**Go to Group Booking Code & enter: PAR**

Normal room rates are \$159.00, however Holiday Inn - Select/Orlando East-UCF Area has given us a special below government rate for all participants of \$114.00 + T&G per night (single or double). Breakfast is available in the hotel restaurant at the buffet for \$9.95 + T&G. Should participants wish to arrive early and/or remain in the Central Florida area after the conference; the hotel will offer these same rates.

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

**The Holiday Inn-Select/Orlando East-UCF Area is approximately a 15-minute walk from the conference venue. Car parking fees at UCF at publication are of \$5.<sup>00</sup> per day. Ticket booths are available in all car parking areas. There are several new covered parking garages and outside onsite parking facilities available on campus located close to the conference center. Please check the campus map for accurate directions to the Student Union Building.**

**CAR HIRE:** Unfortunately, a special rate acceptable to us, for car hire could not be struck in a timely way. Therefore, we recommend that if you need to hire a car for the program that you negotiate rates through your company or privately with car hire companies in your area. We believe that the prices quoted to us are inconsistent with the current economic climate and that participants are better placed to strike their own rate(s) and thus receive a better bargain.

We apologize if any of our participants are inconvenienced.

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

*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 February 17, 18 & 19, 2010 plus the client code. We urge you to make early reservations. We wish you a most fruitful and enjoyable program, and a pleasant stay in Central Florida. And, a visit to the Kennedy Space Center is definitely worthwhile if you have the time. [www.ksc.nasa.gov](http://www.ksc.nasa.gov).*

Other hotels in the near vicinity are:  
Hampton Inn ~ 407-282-0029 **AND** Towne Place Suites ~ 407-243-6100  
Special rates have **not** been negotiated with these hotels.

Please let us know by Monday, February 1<sup>st</sup>, 2010 in writing if you have special needs or if you require special assistance in any way and we will be glad to facilitate you to the best of our ability.

Tentative Agenda - Subject to Change

**9<sup>th</sup> Annual "Partnering for Compliance™" Conference**  
**Registration Information**

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

**Fee schedule for all pre-registered and prepaid received by COB Monday, January 25<sup>th</sup>, 2010:**

Non-US Government	US\$450. <sup>00</sup>
US Government Employees*	US\$150. <sup>00</sup>

**Fee schedule for all registrations received after COB Monday, January 25<sup>th</sup>, 2010 - must be pre-paid to ensure access to conference:**

Non-US Government	US\$495. <sup>00</sup>
US Government Employees*	US\$190. <sup>00</sup>

**The US Government rate does not apply to  
NASA contractors or any other government contractors.**

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**Online registrations and credit card payments are now available at our website:**

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

**Registrants who wish to complete the registration form and pay by check may do so by making checks payable to:**

***"Partnering for Compliance"***

**and mail to:**

Ailish M. NicPhaidin, MPRII  
Director, "Partnering for Compliance™"  
211 Cocoa Street, SE  
Palm Bay, FL 32909-4314, USA

For further details 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)

If paying by check, initial registration via electronic means or fax is recommended. Payment must follow with original completed registration form to ensure accuracy of registration. *NOTE:* Registrations will not be processed until payment is received. Registration will be confirmed only upon receipt of payment. Please bring confirmation notification to the program. Electronic notification of receipt of registration and payment will be sent to all registrants individually.

**Cancellations prior to February 1<sup>st</sup>, 2010 will receive a full refund less a US\$40.<sup>00</sup> handling fee. Substitutions for the entire program, with full details in writing, will be processed at no additional charge up to COB February 12<sup>th</sup>, 2010. Cancellations after February 1<sup>st</sup>, 2010 will not receive a refund. All 'no-shows' at the program will be billed for charges and payment will be expected. Bank returned checks fee is also US\$40.<sup>00</sup>. Delegates may not "share" a pass between multiple attendees. It will be necessary for all delegates to wear their name badges (available at the registration desk) throughout the program for identification purposes.**

**NO EXCEPTIONS.**

Tentative Agenda - Subject to Change

## **REGISTRATION FORM**

All attendees **must** complete and send **entire form, including email address** to the address below:

- This registration includes attendee information and payment in full.  
 This registration includes attendee information only – payment via check or money order to follow.  
*(Note: payment must be received by deadline date on previous page. Registrations will not be processed until payment is received)*

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Full Name (Type/Print):

Title:

Company:

Full Address:

(including mail code)

Phone:

Fax:

Cell:

**Email address: (PLEASE INCLUDE)**

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:**

Ailish M. NicPhaidin, MPRII, Director  
"Partnering for Compliance™"  
211 Cocoa Street, SE; Palm Bay, FL 32909-4314, USA  
or faxed to + 321-953-0234  
or emailed to [Ailish@PartneringForCompliance.org](mailto:Ailish@PartneringForCompliance.org)

**to reach us no later than COB Thursday, February 11<sup>th</sup>, 2010 if possible.**

**NOTE:** We do our utmost to design our programs to facilitate partnerships and encourage the free and courteous 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 and may **not** be recorded. Please help us by abiding by these policies.

The materials in this publication and the presentations to which they pertain express the views of the individual authors and speakers only and do not necessarily represent any of the positions 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 matters involving any specific parties. The organizers advise that, in respect of any such particular matters, affected parties should seek legal counsel. Partnerships International, Inc. assumes no liability for any changes in program date(s), content, speakers, venue or any other matters arising from the use of this document.