

Partnerships International, Inc.

ELEVENTH ANNUAL

“Partnering for Compliance™” East Coast

with the participation of the

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

February 22nd, 23rd, & 24th, 2012

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
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. Tel: 407-823-3677**

The Eleventh Annual “Partnering for Compliance™” East 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, reservations are strictly limited to the first 200 paid-up 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. In an effort to facilitate as many participants as possible with this exceptional opportunity, we ask you kindly not to monopolize our speakers.

There have been considerable regulatory changes in US export controls. Notwithstanding the economic downturn, the complexity of international trade has changed significantly. The Department of Homeland Security, the enlarged EU, China’s WTO membership and rapid expansion into underdeveloped regions, political considerations, competition for scarce resources, and the emergence of the BRIC countries as global players have all impacted on both global trade and on how we do business. The recent global financial difficulties are an opportunity for our SMBs to source and resource new markets. US exporters labor under regulatory burdens that may put them at a disadvantage with their global competitors; therefore, solid up-to-date training from the experts is important.

This interactive 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/approved-providers>) will be presented to each participant on Day 3 of the conference as evidence of having completed the program.

AGENDA

Wednesday, February 22, 2012 (*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.

08:00 – 08:40 **Opening Keynote Address: Douglas R. Hassebrock (C)***
Director, US Department of Commerce, Office of Export Enforcement
TOPIC: Export Control Updates

08:40 - 10:10 **Joe A. Cortez, (C)***
Chief of the Regulations, Outreach and Education Branch, Data Collections, Foreign Trade Division, U.S. Census Bureau, Department of Commerce
(NOTE: Nick Orsini & Tenzin Frisby (C)* Foreign Trade Division Chief & Survey Statistician, Regulations, Outreach & Education Branch – respectively, will also attend)
TOPIC: Mandatory EEI - The Inside Track for Partners

10:10 – 10:25 **COFFEE & NETWORKING BREAK**

10:25 – 11:35 **Bart McMillan, Esq. (C)***
Partner, Baker & McKenzie, LLP. Chicago office
TOPIC: "Enforcement Risks: Some Recent and Illustrative Cases".

11:35 – 12:05 **LUNCHEON & NETWORKING**

12:05 – 01:10 **Jonathan C. Barnes (C)***
Senior Special Agent, Miami Field Office, OEE/BIS, Department of Commerce
TOPIC: Partnering at Work – Confronting Enforcement

01:10 – 03:15 **Enforcement Issues in International Trade**
How to Partner and Avoid Seizures, Fines, Forfeitures, and Penalties

- **Joseph Mitchell (C)*** Senior CBP Officer, Orlando
- **Ron E. Woody (C)*** DHS/ICE Sr. Supervisory Special Agent National Security Investigations & Special Agent **Jacquelyn Metzger (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.*

03:15 – 03:25 **COFFEE & NETWORKING**

03:25 – 05:00 **Jeremy Sausser (C)***
Compliance Officer, 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*)

05:00 Administrative updates.

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

Thursday, February 23, 2012 *(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 **Terry L. Davis (C)*** (NOTE: Coffee breaks at Mr. Davis's discretion)
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, initiatives and updates

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

12:30 – 01:35 **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).

01:35 – 03:10 **Daniel J. Buzby (C)***
Deputy Director, Office of Defense Trade Controls – Compliance, Bureau of Political-Military Affairs, US Department of State, Washington, DC
TOPIC: Compliance & Enforcement Trends, Implementing an Effective Company Compliance Program

03:10 – 03:30 **COFFEE & NETWORKING BREAK**

03:30 – 04:55 Open Q & A Forum with **Terry Davis, Daniel Buzby, and Kenneth Oukrop**

04:55 – 05:00 “Mentor of Excellence” and Scholarships Awards Presentations – to include our prestigious Gerard Alexander Monk Memorial Scholarship. Administrative updates.

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

(NOTE: An introductory intensive workshop for SMB and novice participants will cover a basic overview of the EAR licensing regulations to better prepare such participants for the sessions that will take place on Day 3. This will occur immediately after 5:00 p.m. to approx. 6:30 p.m.)

Friday, February 24, 2012 *(Casual Dress Day)*

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

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 – 10:30 **Elroy “Gene” Christiansen (C)*** (NOTE: Breaks at Mr. Christiansen’s discretion)
Senior Licensing Officer, 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 – 02:00 Open Question & Answer Forum

02:00 – 03:25 **Adrienne Braumiller, Esq. (C)*** and **Bruce H. Leeds, Esq. (C)***
Braumiller Schulz, LLP, Attorneys, Dallas, Texas
TOPIC: Latest Developments in Import Compliance (**To include Q&A**)

03:25 – 03:35 **COFFEE & NETWORKING BREAK**

03:35 – 05:00 **Bernadette Peers (C)*** Senior Consultant, Strategic Shipping Company, Ltd, UK
TOPIC: Updates from across the pond – to include: EU licenses, ICT (Intra-
Community Transfer) Directive, US/UK Treaty from a UK perspective, and more...

05:00 Closing remarks and adjournment of “Partnering for Compliance™” Program

PROGRAM Q & A MODERATOR: *Len Hamel, President, LGH, Inc. – experienced independent consultant.*

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 off-the-record, not for attribution and not-for-publication without the prior written authorization of 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.holidayinn.com/ucf
Go to Group Booking Code & enter: PFC
Reservations MUST be made by COB Wednesday, February 1st, 2012

Normal room rates are \$159.00, however Holiday Inn - Select/Orlando East-UCF Area has given us a special government rate for all participants of \$111.00 – **to include a full breakfast** + T&G per night (single or double). 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 reservation is 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 \$5.⁰⁰ per day. Black Box 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.

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 22, 23 & 24, 2012 plus the client code: PFC. 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.

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 check the campus map for accurate directions to the Student Union Building
<http://ucfsu.com/directions>

CAR HIRE: Unfortunately, we have been unable to strike a rate with any of the car hire companies at Orlando International Airport that we consider to be fair and reasonable for our participants. Most of you may already have car hire companies that you use frequently. Thus, we suggest that you may be able to negotiate a fair and reasonable rate with them. We apologize if this causes you any inconvenience. Our aim is to ensure that you get the best value for money, and on this occasion the rates quoted for car hire were not competitive in our opinion.

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

Please let us know by Wednesday, February 1st, 2012 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

11th Annual "Partnering for ComplianceTM" Conference *Registration Information*

(Reservations are limited to first 200 paid registrants)

Fee schedule for all pre-registered and prepaid received by COB Friday, January 27th, 2012:

Non-US Government	US\$450. ⁰⁰
US Government Employees**	US\$150. ⁰⁰

Fee schedule for all registrations received after COB Friday, January 27th, 2012 - must be pre-paid to ensure access to conference:

Non-US Government	US\$495. ⁰⁰
US Government Employees**	US\$190. ⁰⁰

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

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

<http://www.partneringforcompliance.org/register.html>

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

"Partnering for Compliance"

and mail to:

Ailish M. NicPhaidin
Director, "Partnering for ComplianceTM"
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

If paying by check, initial registration via email or fax is recommended, and payment must follow with original completed registration form to ensure accuracy of registration. **NOTE:** Registrations will not be processed until payment is received, and registrations will be confirmed only upon receipt of payment. Please bring confirmation notification to the program. **Website Registrations & Payments:** An email from billing@partneringforcompliance.org indicating that the registration process has begun, and an email receipt from PayPal for electronic payment, will be sent to all registrants. Both acknowledgement emails will be sent to the email address given by each participant at the time of payment. Receipt of both these emails is final written confirmation that registration has been completed and acknowledged.

CANCELLATION / SUBSTITUTION / NAME BADGE - POLICIES:

All cancellations must be in writing via email or fax. Cancellations up to COB January 27th, 2012 will receive a full refund, less a US\$40.⁰⁰ handling fee. Cancellations after January 27th, 2012 will not receive a refund or credit towards any future programs. Substitutions for the entire program, with full details in writing, will be processed at no additional charge up to COB February 17, 2012. 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\$40.⁰⁰. Delegates may not "share" a pass between multiple attendees. All delegates are required to wear their name badge (available at the registration desk) throughout the program for ID purposes. We appreciate your co-operation and partnering on these policies.

NO EXCEPTIONS.

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: payment must be received by deadline date (see previous page). 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)

All non-online registration forms and fees should be mailed to:

Ailish M. NicPhaidin, Director
"Partnering for Compliance™"
211 Cocoa Street, S.E.,
Palm Bay, FL 32909-4314, USA
or details faxed to + 321-953-0234
or emailed to Ailish@PartneringForCompliance.org

to reach us no later than COB Friday, February 17th, 2011.

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 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. Partnerships International, Inc. assumes no liability for any changes in program date(s), content, speaker(s), venue or any other matter(s) arising from the use of this document.