

Partnerships International, Inc.

FIRST ANNUAL

“Partnering for Compliance™” West Coast

with the participation of the
US Departments of Commerce, State, Defense,
Homeland Security, OFAC, Census Bureau, SBA, Export
Assistance Center, NASA, and US Trade

August 12th, 13th & 14th, 2009

Hilton San Jose Hotel

300 Almaden Boulevard, San Jose, CA 95110

Website: www.sanjose.hilton.com

After 8 years of our very successful “Partnering for Compliance™” East Coast, we are now expanding to our much-requested 1st Annual “Partnering for Compliance™” West Coast training and education program which 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 applicants on a first-come-first-served basis.

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 / CEU_providers.htm) is presented to each participant as evidence of having completed the program.

AGENDA

Wednesday, August 12, 2009 (*Business Casual Dress*)

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

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

8:00– 8:10 **Opening Remarks: The Honorable Chuck Reed (C)***
Mayor of the City of San Jose

8:10 – 8:30 “Mentor of Excellence” and Scholarships Awards Presentations

8:30 - 10:00 **William J. Bostic, Jr. (C)***
Chief, Foreign Trade Division, US Census Bureau (**NOTE: Dale C. Kelly, (C)***
Assistant Division Chief, Data Collections, Foreign Trade Division will also speak)
TOPIC: Mandatory EEI - The Inside Track for Partners

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

10:15 – 11:30 **Julie L. Salcido (C)***
Senior Special Agent, San Jose 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 (C)*** (Retired Director of Export Enforcement, BIS, DoC)
Of Counsel, & **Bart McMillan (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

- **Hector Almonte (C)*** Supervisory CBPO; **Cynthia Ellis (C)*** & **Mike Hamilton (C)*** CBPO, Outbound (Oakland Seaport); and **Pedro Perez (C)*** CBPO, Outbound (San Francisco Int'l Airport), U.S. Department of Homeland Security
- **Matthew C. Van Dyke (C)*** Supervisory Special Agent, Immigration & Customs Enforcement Office of Investigations, Department of Homeland Security (**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, and DHS updates.*

3:15 – 4:15 **OPEN Q & A FORUM**

Panel: **William J. Bostic, Jr. *** Dale Kelly *** Julie L. Salcido *** Matthew C. Van Dyke *** Hector Almonte *** Cynthia Ellis *** Mike Hamilton *** Pedro Perez *** Mark D. Menefee *** Bart McMillan**

4:15 – 5:00 **Joanne Vliet (C)***
Director, Silicon Valley U.S. Export Assistance Center, U.S. Department of Commerce, San Jose
TOPIC: Partnering for Profit: Working with the U.S. Commercial Service to achieve success overseas

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

Thursday, August 13, 2009 *(Business Casual Dress)*

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

7:45 – 8:00 Administrative Updates

8:00 – 9:30 **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)

(Note: Department of Commerce segment will endeavor to include entry, intermediate and advanced level participants as far as possible and practical.)

9:30 – 10:30 **Larry Sullivan (C)***

Export Licensing Counselor, Bureau of Industry and Security (BIS), Western Regional Office (WRO), Northern California Branch (San Jose)

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 **Larry Sullivan**

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

12:30 – 1:45 Open Q&A Forum with **Larry Sullivan**

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 Curtis Spencer (C)***

Braumiller Schulz & Co., LLP, Dallas, and IMS Worldwide, Inc Webster, TX respectively

TOPIC: What's New in Importer Compliance and can the FTZ Program pay for it all?

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

Friday, August 14, 2009 (*Casual Dress Day*)

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

7:45 – 8:00 Administrative Updates

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

8:00 – 9:40 **Jerry R. Avila (C)***

Regional Manager, Northern California, Export Solutions Group,
Office of International Trade, U.S. Small Business Administration

TOPIC: Access to Capital in a Global Economy (**NOTE:** Jerry will be available throughout the day for consultations and questions)

8:30 – 9:40 **Industry, NASA Panel Speakers (C)***

TOPIC: “How-To” – Partnering for Effective Internal Compliance Programs

9:40 – 11:05 **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

11:05 – 11:10 **COFFEE BREAK**

11:10 – 12:35 **Jae E. Shin (C)***

Compliance Specialist, Enforcement Division, Directorate of Defense Trade
Controls (DDTC), US Department of State, Washington, DC

TOPIC: Compliance & Enforcement Trends, Implementing an Effective
Company Compliance Program

12:35 – 1:00 **LUNCHEON & NETWORKING BREAK**

1:00 – 2:25 **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).

2:25 – 2:35 **COFFEE & NETWORKING BREAK**

2:35 – 4:30 Open Q&A Forum with **Terry Davis, Jae Shin** and **Kenneth Oukrop**

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 to stay with:

Hilton San Jose Hotel

300 Almaden Boulevard, San Jose, CA. 95110

Phone: 408-287-2100 (1-800-HILTONS) Fax: 408-947-4488

Online hotel registration: <http://www.hilton.com/en/hi/groups/personalized/SJCSHHF-PCT-20090809/index.jhtml> Go to Book a Room & enter Booking Code: **PCT**

(Or, you may also telephone the Hilton San Jose at: 408-287-2100 & get the special rate)

Reservations MUST be made by COB Monday, July 27, 2009

Our block of rooms has been reserved until Monday, July 27, 2009 or until the room block is sold out – whichever comes first. Normal room rates are \$169.⁰⁰, however the Hilton San Jose Hotel has given us a special below government rate for all participants of \$129.⁰⁰ + 10.07% Transient Occupancy Tax (TOT) and \$2.00 Tourism Business Improvement District (T-BID) tax per day (single or double). Breakfast is available in the hotel restaurant - prices vary. Should participants wish to arrive early and/or remain in the San Jose area after the program; the hotel will offer these same rates. Car parking is \$6.00 per day by informing the hotel that you are a "Partnering for Compliance™" program attendee; however you must inform the hotel in advance of parking each day to benefit from the reduced car-parking rate. Normal daily car-parking rate is \$19.00 per day. The organizers shall accept no responsibility whatsoever for any car-parking or hotel reservation(s) arrangements.

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

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 apologize for this inconvenience.

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 August 12, 13 & 14, 2009 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 San Jose.

Other hotels in the vicinity are:

Wyndham San Jose Hotel ~ 408-453-6200

Crowne Plaza San Jose – Downtown ~ 408-998-0400

Special rates have **not** been negotiated with these hotels.

Please let us know by Monday, August 3, 2009 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.

1st Annual "Partnering for Compliance™" West Coast

Registration Information

(Reservations are limited to first 200 paid registrants)

Fee schedule for all pre-registered and prepaid (received by COB Friday, July 24, 2009):

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

Fee schedule for all registrations received after COB (EST) Friday, July 24, 2009 must be prepaid to ensure access to program: (Registrations accepted until program is full. We will place a notice on our website when the maximum fully paid registrations have been reached).

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

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

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

www.partneringforcompliance.org

Registrants who wish to register by mail must send completed registration form(s) and check(s) for the total amount(s) payable to:

"Partnering for Compliance™"

and mail to:

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

For further details please contact Ailish M. Nic Phaidin 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 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.

Cancellations prior to July 18, 2009 will receive a full refund less a US\$40.⁰⁰ handling fee. Timely substitutions for entire program, with full details in writing, will be processed at no additional charge. Cancellations after July 18, 2009 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\$40.⁰⁰.

NO EXCEPTIONS.

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.

*(Note: Registrations will **NOT** be processed until payment is received.)*

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)

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

Ailish M. Nic Phaidin, 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

to reach us no later than Friday, August 7, 2009.

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. The organizers reserve the right to cancel or reschedule a program.