

Partnerships International, Inc.

THIRD ANNUAL

## “Partnering for Compliance™” West Coast

*with the participation of the*

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

**August 22<sup>nd</sup>, 23<sup>rd</sup>, & 24<sup>th</sup>, 2012**

**VENUE: Sainte Claire Hotel**  
**302 South Market Street, San José, CA. 95113**  
**Phone: 408- 295-2000 or 1-866-870-0726**

The Third Annual “Partnering for Compliance™” West 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 BRICS countries as global players have all impacted on both global trade and on how we do business. The recent, and ongoing, 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.

A 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, August 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: The Honorable David W. Mills (C)\***  
Assistant Secretary for Export Enforcement, Department of Commerce  
**TOPIC:** "Export Control Reform: Creating Opportunities for Securing America's Trade."

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 (C)\*** Foreign Trade Division Chief, Regulations, Outreach & Education Branch will also attend)  
**TOPIC:** Mandatory EEI - The Inside Track for Partners

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

10:25 – 11:35 **Julie Salcido (C)\***  
Special Agent in Charge, San José Field Office, OEE/BIS, Department of Commerce  
**TOPIC:** Partnering at Work – Confronting Enforcement

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

12:05 – 01:10 **Edward O. Weant, III (C)\***  
Director, Office of Anti-Boycott Compliance, Department of Commerce  
**TOPIC:** "How to avoid violating the EAR's Antiboycott Regs."

01:10 – 02:15 **Enforcement Issues in International Trade**  
• **John Beyer, (C)\*** Supervisory CBP Officer, CBP Officer; DHS - San Francisco  
**TOPIC:** How to partner & avoid seizures, fines, forfeitures and penalties  
*(This portion of the program is based on real situations recently faced by DHS).*

02:15 – 03:20 **Protecting America's Critical Technology**  
• **Clark Settles (C)\***  
Special Agent in Charge, San Francisco, Homeland Security Investigations  
**Micah McCombs (C)\*** Group Supervisor – CPI & **John Bear (C)\*** Special Agent – CPI; Homeland Security Investigations  
**TOPIC:** Project Shield America – You are the frontline in protecting America's critical technology.  
*(This portion of the program is based on real situations recently faced by DHS).*

03:20 – 03:40 **COFFEE & NETWORKING**

03:40 – 05:00 **OPEN Q & A FORUM**  
**Panel:** Edward Weant \*\*\* Nick Orsini \*\*\* Joe Cortez \*\*\* Julie Salcido \*\*\* Clark Settles \*\*\* Micah McCombs \*\*\* John Beyer \*\*\* John Bear

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 PM to approximately 6:30 PM.)**

**Thursday, August 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 **Ruth N. Jackson (C)\*** (NOTE: Coffee break(s) at Ms Jackson's discretion)  
Division Chief, Night Vision, Vehicles & Vessels', 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 – 12:45 **LUNCHEON & NETWORKING BREAK**

12:45 – 02:00 **Daniel Pusty (C)\***  
Team Leader, Electronics/Naval Team, Defense Technology Security Administration (DTSA), Office of the Secretary of Defense, Washington, DC  
**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).

02:00 – 03:30 **Glenn E, Smith (C)\***  
Chief, Office of Defense Trade Controls Compliance, Directorate of Defense Trade Controls (DDTC), US Department of State, Washington, DC  
**TOPIC:** Compliance & Enforcement Trends, Implementing an Effective Company Compliance Program

03:30 – 03:45 **COFFEE & NETWORKING BREAK**

03:45 – 04:55 Open Q & A Forum with **Ruth Jackson, Glenn Smith, and Daniel Pusty**

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, Ms Jackson, Mr. Smith and Mr. Pusty will hold short ‘one-to-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 PM to approximately 6:30 PM)**

**Friday, August 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 – 11:00 **Larry Sullivan (C)\*** *(NOTE: Coffee break(s) at Mr. Sullivan's discretion)*  
Export Licensing Counselor, Bureau of Industry and Security (BIS), Western Regional Office (WRO), Northern California Branch (San José)  
**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.

11:00 – 11:15 **COFFEE & NETWORKING BREAK**

11:15 – 12:20 **Bart McMillan, Esq. (C)\* & Jonathan Poling, Esq. (C)\***  
Partner, Chicago office & Partner, Washington, D.C. office. (Mr. Poling was a senior official with the US Justice Department's National Security Division, Counterespionage Section). Both are partners at Baker & McKenzie, LLP.  
**TOPIC:** "The Compliance "Squeeze" and "Compliance Program Solutions"

12:20 – 01:00 **LUNCHEON & NETWORKING**

01:00 – 03:00 **Jonathan Ward (C)\***  
Compliance Officer, Office of Foreign Assets Control, (OFAC), US Department of the Treasury, Washington, DC  
**TOPIC:** OFAC's Role – Your Responsibility *(to include Q & A session)*

03:00 – 03:15 **COFFEE & NETWORKING BREAK**

03:15 – 05:00 **Adrienne Braumiller, Esq. (C)\* and Bruce H. Leeds, Esq. (C)\***  
Braumiller Schulz, LLP, Attorneys, Dallas, Texas  
**TOPIC:** To include: Latest Developments in Import Compliance – **with Q&A**

05:00 Closing remarks and adjournment of Program

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

*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 airfares, 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 or responsibility regarding these matters or any other conference-related expenses.**

We have made special arrangements for participants to stay at:

**Sainte Claire Hotel  
302 South Market Street, San José, CA. 95113  
Phone: 408- 279-3338 Fax: 408-279-5803**

To reserve a room, please call: 408-295-2000 or 1-866-870-0726  
and indicate that you are attending the “Partnering for Compliance™” Conference.

A block of rooms will be available to our participants until July 22<sup>nd</sup>, 2012. A special room rate of \$129.00 per night has been negotiated with the Sainte Claire Hotel. An additional \$10 per person, per night will apply when occupancy exceeds 2 people per room. All guest room rates are subject to the current tax of 10.075%, plus a Convention Center Facilities District (CCFD) tax of 4%, plus a \$2.00 per room night Hotel Business Improvement District (HBID), and a \$0.40 Property Business Improvement District assessment fee and any additional taxes that may be owed at the time the rooms are occupied, and any hotel services that may apply. Breakfast is available in the hotel restaurant, and prices vary depending on which breakfast is chosen. Should participants wish to arrive early and/or remain in the San José area after the program, the hotel will offer these same rates. Valet parking for overnight guests is available at a rate of \$21.00 per car, per night. Day rates are also similarly available.

**(Government employees will get full government rate by requesting same at time of booking).**

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

Other hotels in the near vicinity are:

Wyndham San Jose Hotel ~ 408-453-6200  
Crowne Plaza San Jose – Downtown ~ 408-998-0400  
Fairmont San Jose ~ 408-998-3911

**CAR RENTAL:** Unfortunately, we have been unable to strike a rate with any of the car hire companies in the Bay Area that we consider to be fair and reasonable for our participants. Most of you may already have car rental 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 rental 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, August 8<sup>th</sup>, 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.

**3<sup>rd</sup> Annual "Partnering for Compliance™" West Coast Conference  
Registration Information**

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

**Fee schedule for all pre-registered and prepaid received by COB Friday, August 2<sup>nd</sup>, 2012:**

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

**Fee schedule for all registrations received after COB Friday, August 2<sup>nd</sup>, 2012 - 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 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 Compliance™"

211 Cocoa Street, SE; Palm Bay, FL 32909-4314 USA

If further details are required, 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 email or fax is recommended, and payment must follow with original completed registration form and check 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 – (PayPal is our only means of accepting online/credit card payments):** An email from Partnering for Compliance [billing@partneringforcompliance.org](mailto:billing@partneringforcompliance.org) indicating that the registration process has begun, and an email receipt from PayPal for electronic payment, will be sent to all online 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. Payment must be received in full by start date. **Registration fees include: continental breakfasts, lunches, and all available course materials.**

**CANCELLATION / SUBSTITUTION / NAME BADGE-POLICIES:**

All cancellations must be in writing via email or fax. Cancellations up to COB August 2<sup>nd</sup>, 2012 will receive a full refund, less a US\$40.<sup>00</sup> handling fee. Cancellations after August 2<sup>nd</sup>, 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 on Friday, August 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.<sup>00</sup>. 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. **Partnerships International, Inc.** reserves the right to cancel any program it deems necessary and will, in such event, make a full refund of any registration fee; but will not be responsible for any airfare, hotel, or any other costs incurred by any registrants. No liability is assumed by Partnerships International, Inc. for any changes in program date, content, speakers or venue.

**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)

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### **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](mailto:Ailish@PartneringForCompliance.org)

### **to reach us no later than COB Friday, August 17<sup>th</sup>, 2012.**

**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 and/or any associated documents or announcements through any medium(s).