

**Partnerships International, Inc.**

SIXTH ANNUAL

## **“Partnering for Compliance™” West Coast**

**(NOTE: CUSTOMS/IMPORT BOOT CAMP - 1-DAY PROGRAM on Tuesday, September 15<sup>th</sup>, 2015. Agenda details on page five (5) below & separate payment structure on page six (6) below.)**

*with the participation of the*

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

**September 16<sup>th</sup>, 17<sup>th</sup> & 18<sup>th</sup>, 2015**

**VENUE: Crowne Plaza Los Angeles Harbor** (Hotel details at page seven (7) below)  
Palos Verdes St., San Pedro, CA 90731 Tel: (310) 519-8200 / Reservations: 866-253-2182  
<http://www.crowneplaza.com/hotels/us/en/san-pedro/laxpv/hoteldetail> Booking Code: **PAR**

The sixth 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, cordial, respectful and interactive nature of our program and to give our participants the most beneficial experience possible, we operate a transparent and equitable reservation policy strictly limited to the first 200 paid registrants on a first-registered, first-paid 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, we ask you kindly not to monopolize our speakers.**

Our programs do not divide into individual workshops/break-out sessions on any topic(s) with the exception of the after-hours ITAR and EAR workshop for SMBs and novices at the end of Day 1. Our reason, based upon our research, is that our SMBs - our target audience - benefit most from having access to all the sessions to assist them to have a more comprehensive understanding of the regulations to help them succeed. The President’s Export Control Reform Initiative will further complicate matters. China’s rapid expansion into developing regions, TPP Negotiations and the emergence of the BRICS countries as major global players have, and will, make our access to global markets more complex. US exporters labor under regulatory burdens that may be disadvantageous vis-à-vis our global competitors; therefore, our solid up-to-date training from the experts will help you greatly to succeed.

Our interactive, collegial, and partnering 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 IIEI CEUs; **AND** 20 CES NCBFAA Credits for 3-day Export program, and 6.5 CCS NCBFAA Credits for 1-day Import program will be presented to all participants. CLEs may be granted, upon request, by individual State Bar Associations.

## AGENDA

**Wednesday, September 16<sup>th</sup>, 2015** (*Business Casual Dress*)

**(NOTE: Several high-level USDA officials have confirmed they will also attend and hold ‘one-to-one’ consultations with anyone who so wishes throughout the program)**

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

07:45 – 08:00 Welcome, Administrative Remarks

**Ailish M. NicPhaidin (C)\*** President & CEO, Partnerships International, Inc.

8:00 – 8:45 **Opening Keynote Address: The Honorable David W. Mills (C)\***

Assistant Secretary for Export Enforcement, U.S. Department of Commerce

**TOPIC:** "Update on Implementation of Export Control Reform Initiative"

8:45 – 10:10 **Sean Kline (C)\***

Supervisor, Trade Regulations Branch, International Trade Management Division, Census Bureau, Department of Commerce

**TOPIC:** Mandatory EEI - Responsibilities of Parties and Types of Transactions

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

10:25 - 11:30 **Protecting America’s Critical Technology**

- **Malachy ‘Mal’ Dillon (C)\***

Special Agent, Group Supervisor, DHS/ICE, Los Angeles

**TOPIC:** Project Shield America – You are the frontline in protecting America’s critical technology; **and other updates.**

11:35 – 12:40 **Enforcement Issues in International Trade**

- **Guillermina Escobar (C)\*** Chief, Los Angeles Field Office, Customs & Border Protection, Department of Homeland Security

**TOPIC:** How to partner & avoid seizures, fines, forfeitures and penalties (*These portions are based on real situations recently faced by DHS.*)

12:40 – 1:10 pm **LUNCHEON & NETWORKING BREAK**

1:10 – 2:25 **Richard Weir (C)\*,**

Special Agent-in-Charge, Los Angeles Field Office, OEE/BIS, Department of Commerce

**TOPIC:** Partnering at Work – Confronting Enforcement

2:25 – 3:00 **OPEN Q & A FORUM**

**Panel: Sean Kline \*\*\* Richard Weir \*\*\* Matthew Dillon \*\*\* Guillermina Escobar**

3:00 – 3:15 **COFFEE & NETWORKING BREAK**

3:15 – 5:00 **Adam Maddox (I)\*\***

Sanctions Compliance Officer, Sanctions, Compliance & Evaluation, 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*)

5:00 Administrative updates.

**(NOTE: A voluntary intensive introductory workshop for SMB and novice participants will cover a basic overview of ITAR & EAR licensing regulations to better prepare such participants for the sessions on Days 2 & 3. This will take place today immediately after 5:00 pm until approx. 6:30 pm).**

**Thursday, September 17<sup>th</sup>, 2015** (*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 – 11:45 **Alisa Forby (C)\* and David Aron (C)\*** (NOTE: Coffee breaks at Mr. Forby and Mr. Aron's discretion)  
Division Chief & Senior Analyst respectively, Office of Defense Trade Controls Licensing, (DDTC), 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); DoS policy; positions, initiatives and updates

11:45 – 12:20 pm **LUNCHEON & NETWORKING BREAK**

12:20 – 1:40 **Michael Eton (C)\***  
Team Lead, Aviation Licensing, Defense Technology Security Administration (DTSA), Office of the Secretary of Defense, Washington, D.C.  
**TOPIC :** The Defense Technology Security Administration's role in Department of Defense Technology Security matters

1:40 – 3:00 **Daniel Buzby (C)\***  
Senior Compliance Advisor, Office of Defense Trade Controls – Compliance DTCC, Directorate of Defense Trade Controls, US Department of State, Washington, D.C.  
**TOPIC:** Compliance & Enforcement Trends, Implementing an Effective Company Compliance Program

3:00 – 3:15 **COFFEE & NETWORKING BREAK**

3:15 – 4:10 Open Q & A Forum with **Alisa Forby, David Aron, Michael Eaton and Daniel Buzby**

4:10 – 5:00 **David Hayes (C)\***  
(Former Director of Export Controls at Rolls-Royce)  
Director, David Hayes Export Controls, Leicester, UK  
**TOPIC:** UK/EU Export Controls – Update – What you need to know

5:00 “Mentor of Excellence” and Scholarships Awards Presentations – to include our prestigious Gerard Alexander Monk Memorial Scholarship. Administrative updates.

**(NOTE: As time permits, Ms Forby, Mr. Aron, Mr. Eaton, Mr. Buzby and Mr. Hayes will hold short “one-to-one” informal meetings with participants on a “first-come, first-served” basis).**

**Friday, September 18<sup>th</sup>, 2015** (Casual Dress Day)

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

**(We urge you to stay for the full day's program - it is rare to get these experts together in one place)**

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 – 12:00 **Larry Sullivan (C)\*** (NOTE: Coffee breaks at Mr. Sullivan's discretion)

Recently retired Senior Licensing Officer, BIS West Coast, Department of Commerce  
**TOPIC:** Implementation of Export Control Reform & 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, Voluntary Disclosures.

12:00 – 12:45 **LUNCHEON & NETWORKING** (Boxed luncheon suitable for traveling)

12:45 – 1:30 Open Question & Answer Forum with Larry Sullivan and Barbara Clements

1:30 – 3:00 **Jonathan C. Poling, Esq. (C)\***

Mr. Poling is a Partner with Akin Gump Strauss Hauer & Field, LLP; (Mr. Poling was a senior official with the US Justice Department's National Security Division, Counterespionage Section)

**TOPIC:** Export Control & Sanctions Enforcement: The Higher Walls that Come with this Smaller Backyard! (To include Q & A Session)

3:00 – 4:10 **Adrienne Braumiller, Esq. (C)\***

Principal, Braumiller Law Group, PLLC, Austin, TX

**TOPIC:** Latest Updates on Customs Audits and Partnership Programs & Q & A

4:10 Closing remarks and adjournment of "Partnering for Compliance™" Program

**PROGRAM Q & A and WORKSHOP MODERATORS:** Barbara Clements, (C)\* and George Richardson (C)\* (former SAC/OEE), Barbara Clements & Associates, Inc.

**NOTE:** *Export Control Reform will be discussed by each Department representative as it affects their Department. ALSO:* As time permits, all government agents and trade speakers will hold short "one-to-one" informal meetings with participants on a "first-come, first-served" basis as time permits.

*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**

**(See page (5) below re "Customs/Import Boot Camp" details)**

# 1st Annual "Partnering for Compliance™" West Coast 'Customs/Import Boot Camp'

**1-Day SEPARATE PROGRAM on Tuesday, September 15<sup>th</sup>, 2015.**

**SEPARATE payment structure for this one-day event is on page six (6) below.**

**SPEAKERS: Supervisory Import Specialist Bruce Raine (C)\*, DHS/CBP & Adrienne Braumiller, Esq. Braumiller Law Group, PLLC (C)\* & Sue-Ann Linnemann, Sr. Trade Advisor, Braumiller Consulting Group, LLC (C)\***

**1. (8:30-9:30AM) Introduction to CBP**

- Agencies and parties
- Materials, websites, Regulations and HTS
- Definitions

**2. (9:45-10:30AM) Entries and clearance**

- Entries and the entry process
- Bonds and EIN numbers
- Brokers and powers of attorney
- ACE Program and ACE Cargo Release

**3. (10:45AM-12:00PM) HTS Classification, Duty and Fees**

- Classification in the HTS
- MPF and HMF
- ADD/CVD
- Free Trade Agreements
- Chapter 98 classifications
- Foreign Trade Zones and bonded warehouses
- Drawback

**12:00Noon - 12:45PM - Luncheon & Networking**

**4. (12:45-1:45PM) Valuation for Customs**

- Customs value
- Reconciliation

**5. Other Requirements (1:45-2:45PM)**

- Other US Government agency requirements
- Country of Origin marking
- Intellectual Property Rights enforcement
- Recordkeeping
- ISF requirements

**6. (3:00-4:00PM) Customs Programs**

- C-TPAT Program
- ISA and Trusted Trader programs
- Centers of Excellence & Expertise

**7. (4:00-5:00PM) Remedies and Enforcement**

- Filing claims and protests
- Audits and Focused Assessment
- Prior Disclosures
- Penalties

**Registration Information (Registrations limited to first 200 fully paid for each event)**

**Fee schedule for all pre-registered and prepaid received by COB Friday, September 4<sup>th</sup>, 2015: Registration Fee(s) cover: Admission to four-day and/or three-day conference, a bound hard copy of all available course materials, and continental breakfast, luncheon and coffee breaks on each day.**

Non-US Government	US\$600.00	<b>Customs/Imports \$200.00</b>	Both Programs:	\$800.00
US Government Employees**	US\$150.00	<b>Customs/Imports \$150.00</b>	Both Programs:	\$300.00

**Fee schedule for all registrations received after COB Friday, September 4<sup>th</sup>, 2015 - must be pre-paid to ensure access:**

Non-US Government	US\$650.00	<b>Customs/Imports \$245.00</b>	Both Programs:	\$895.00
US Government Employees**	US\$190.00	<b>Customs/Imports \$150.00</b>	Both Programs:	\$340.00

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

**Direct online payment is through PayPal.**

**PayPal membership/account is now NOT necessary.**

**Online registrations with credit/debit card payments are available only at our website:**

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

**Registrants who wish to complete the registration form (page 8 below) and pay by check, to reach us no later than Thursday, September 10<sup>th</sup>, 2015, 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 needed phone Ailish at: 321-952-2978, or email: [Ailish@PartneringForCompliance.org](mailto:Ailish@PartneringForCompliance.org)

**Website/Online Registrations & Payments – (PayPal is our ONLY means of accepting online/credit/debit card payments):**

An email from "Partnering for Compliance™" ([billing@partneringforcompliance.org](mailto:billing@partneringforcompliance.org)) indicating that the online registration process has begun, and an email receipt from PayPal ([service@paypal.com](mailto:service@paypal.com)) for electronic payment, will be sent to all online registrants, and both emails are final written confirmation that registration is completed and acknowledged. Both of these acknowledgement emails will be sent to the email address given by each registrant at the time of online registration and payment. **Non-online registrations only:** If paying by check/money order, initial registration via email or fax is recommended, and payment **must** follow with original completed registration form (page 8 below) to ensure accuracy of registration. **NOTE:** Registrations will not be processed until payment is received. All non-paid registrations will be held in our "pending" file for seven (7) working days. Thereafter, they will be cancelled if payment is not received. Such registrations will be confirmed as processed by email **only** upon receipt of payment. **Registration Fee covers:** admission to one-day/three-day and/or four-day conference, a bound hard copy of all available course materials, and continental breakfast, luncheon and coffee breaks on each day. Participation in Partnerships International, Inc. (PII) events, and all associated activities, is at individual's own risk and expense. PII accepts no responsibility for any personal security/risk or for any loss of or damage to any items.

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

All cancellations **must** be in writing via email or fax. Cancellations up to COB September 4<sup>th</sup>, 2015 will receive a full refund by check, less a US\$40.<sup>00</sup> handling fee. Cancellations after COB September 4<sup>th</sup>, 2015 will **not** receive a refund **or** credit towards any future programs. This date applies to all applicants irrespective of the cancellation reason(s) as all Conference expenditures will have been fully committed by this date. Substitutions for the program(s), with full details in writing, will be processed at no additional charge up to COB on Thursday, September 10<sup>th</sup>, 2015. 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 **must** wear their name badge (available at the registration desk) throughout the program for identification purposes. **Partnerships International, Inc. (PII)** reserves the right to cancel any program it deems necessary and will, in such event, make a full refund of any paid registration fees, except in the case of the hotel's force majeure terms, i.e. acts of God, government authority, disaster, or other emergencies, any of which make it illegal or impossible for hotel to provide the facilities and/or services for PII's event without liability for any expenses incurred by any registrant(s) for any reason. No responsibility or liability is assumed by PII for any changes in program date(s), content(s), speaker(s) and venue(s) etc. Registrations received after September 10<sup>th</sup>, 2015 should note that non-payment does not constitute cancellation. Such registrants will be billed and payment will be expected. Regrettably, potential participants who do not register for events and yet come to the venue in the expectation of attending may not be able to gain entry owing to physical capacity constraints. We appreciate your compliance.

**NO EXCEPTIONS.**

## Hotel Details

Any transportation, hotel accommodation reservations and payments, any car-parking arrangements and any car rental reservations and payments etc. 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 other related expenses.

We have made special arrangements for participants with:

### **Crowne Plaza Los Angeles Harbor Hotel**

601 S. Palos Verdes St., San Pedro, CA 90731

Tel: (310) 519-8200 / Reservations: (877) 270-1393

**Go to Group Booking** (pre-inserted code is PRH):

<http://www.crowneplaza.com/hotels/us/en/san-pedro/laxpv/hoteldetail>

(Put in dates, click "Check Rates & Availability" & on top left-hand of next page is "Group Code" which is: **PAR**)  
Reservations MUST be made by 5:00 p.m. Friday, August 14<sup>th</sup>, 2015 to get the special rate.

**Shared ride shuttle services from Los Angeles International Airport (LAX) to hotel - details:**

[http://www.primetimeshuttle.com/locations/airportshuttle\\_Los\\_Angeles\\_Harbor.html](http://www.primetimeshuttle.com/locations/airportshuttle_Los_Angeles_Harbor.html) \$17.00 one way **OR**

<http://www.supershuttle.com/Locations/LAXAirportShuttleLosangeles.aspx> \$19.00 one way

Reservations are recommended if you plan to use either shuttle service.

**A reasonable, yet limited, block of rooms has been reserved at the hotel until 5:00 p.m. on Friday, August 14<sup>th</sup>, 2015 **OR** until the room-block has been sold out, whichever occurs first. We strongly encourage participants to book their hotel room(s) sooner rather than later to avoid disappointment.**

Crowne Plaza Los Angeles Harbor Hotel, San Pedro has given us **U.S. government rate of \$138.00 + T&G** for all participants per night (single or double). Should participants wish to arrive the weekend prior and/or remain the weekend after the conference, the hotel will offer these same rates. Reservation requests received after 5:00 p.m. on August 14<sup>th</sup>, 2015 will be accepted on a space-available basis at Hotel's published rates, which range from **\$178 - \$275**. The hotel charges \$5.00 for Self-Parking per night and Valet Parking is \$15.00 per day.

Reservations should be made either directly through its website outlined above, or to the hotel by phoning them and stating that you are attending the "Partnering for Compliance™" West Coast 2015.

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

**To get the special rates for hotel nights, you must inform the hotel directly that you are attending the "Partnering for Compliance™" Conference on September 15<sup>th</sup> (if you choose to attend the 'Customs/Import Boot Camp' only), **and/or** 16<sup>th</sup>, 17<sup>th</sup> & 18<sup>th</sup>, 2015 (if you also choose to attend the export control program). We urge you to make early reservations. We wish you a most fruitful and enjoyable program, and a pleasant stay in the L.A. area.**

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

If you missed the opportunity to attend this program, you can still benefit from the available conference presentation materials. Hard /soft copy of available conference materials are \$50.00 for non-registered, non-paid persons from Ailish NicPhaidin at above details.

Partnerships International, Inc. and the Crowne Plaza Los Angeles Harbor Hotel comply with the Americans with Disabilities Act of 1990. Attendees with special needs, including special food needs, should email us outlining specific needs/requirements by Friday, September 4<sup>th</sup>, 2015 and we will be glad to facilitate him/her to the very best of our ability.

## **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: All payment must be received by Thursday, September 10<sup>th</sup>, 2015. Registrations will not be processed until payment is received. **Your chosen payment amount below will inform us if you are attending one or both programs, i.e. 3-Day Export Control program and/or 1-Day Customs/Import Boot Camp program.**)*

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 \_\_\_\_\_

(Electronic transmission will be considered as signed by registrant)

**All non-online registration forms and fees should be mailed to:**  
(Check/Money Order payments should be made payable to "Partnering for Compliance" & sent to:)

**Ailish M. NicPhaidin, Director**  
**"Partnering for Compliance™"**  
211 Cocoa Street, S.E.,  
Palm Bay, FL 32909-4314, USA  
and/or details faxed in advance to: + 321-953-0234  
or emailed to: [Ailish@PartneringForCompliance.org](mailto:Ailish@PartneringForCompliance.org)

**to reach us no later than COB Thursday, September 10<sup>th</sup>, 2015**

**NOTE:** We do our utmost to design our programs to facilitate partnerships and encourage the free, courteous, and collegial exchange of as much information as possible to help you in your business. Our speakers spend valuable time collating the necessary data and information to help you. Any 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.

The material(s) in this publication and the presentation(s) to which they pertain, express the views of the individual author(s) and/or 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 matter 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. Any information in this document, or any information on our website, cannot be used for the purpose of avoiding penalties. Partnerships International, Inc. assumes no liability or responsibility for any changes in program date(s), content(s), speaker(s), venue(s) or any other matter(s) arising from the use of this and/or any other associated documents or announcements through any medium(s). Please help us by abiding by these policies. Each year we strive to make your visit with us as pleasant and as enjoyable as possible.