

**Partnerships International, Inc.**

SEVENTH ANNUAL

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

**(NOTE: “CUSTOMS/IMPORTS BOOT CAMP” - 1-DAY PROGRAM on Tuesday, September 13<sup>th</sup>, 2016 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, UK/EU, & U.S. Trade

**September 14<sup>th</sup>, 15<sup>th</sup> & 16<sup>th</sup>, 2016**

**VENUE: Dallas-Fort Worth Marriott South  
4151 Centrepoint Blvd.  
Fort Worth, TX 76155**

The seventh Annual “Partnering for Compliance™” West 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) and veteran-owned businesses 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 Days 1 & 2. 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 agreement 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 Exports program, **and** 6.5 CCS NCBFAA Credits for 1-day Customs/Import Boot Camp program will be presented to all participants. **CLE CREDITS:** Accreditation may be sought by registrants in their jurisdictions.

## AGENDA

**Wednesday, September 14<sup>th</sup>, 2016** (*Business Casual Dress*)

07:30 – 07:45 am **Networking** (Buffet breakfast for conference attendees only served in hotel dining room)

07:45 – 08:00 Welcome, Administrative Remarks  
**Ailish NicPhaidin (C)\*** President & CEO, Partnerships International, Inc.

8:00 – 8:30 **Opening Keynote Address: The Honorable David W. Mills (C)\***  
Assistant Secretary of Commerce for Export Enforcement, Washington, D.C.  
**TOPIC:** "Export Enforcement: Partnering in Secure Trade."

8:30 – 10:30 **Dale C. Kelly (C)\***  
Chief, International Trade Management Division, U.S. Census Bureau, Department of Commerce  
**TOPIC:** Mandatory Electronic Export Information - The Inside Track for Partners

10:30 – 10:50 **COFFEE & NETWORKING BREAK**

10:50 – 12:00 **Protecting America's Critical Technology**

- **Dean Fittz (C)\***  
Special Agent, Counter Proliferation Investigations, DHS/ICE, Irving, TX  
**TOPIC:** Project Shield America – You are the frontline in protecting America's critical technology; **and other updates.**

12:00 – 12:45 **LUNCHEON & NETWORKING BREAK**

12:45 – 2:10 **Enforcement Issues in International Trade**

- **O'Ruill (C)\*** Assistant Area Port Director, Trade, Dallas, TX  
**TOPIC:** How to partner & avoid seizures, fines, forfeitures and penalties (*ICE/CBP portions are based on real situations recently faced by DHS*).

2:10 – 3:25 **James Fuller (C)\***  
Special Agent, Irving, Texas, OEE/BIS, Department of Commerce  
**TOPIC:** Partnering at Work – Confronting Enforcement

3:25 – 3:40 **COFFEE & NETWORKING BREAK**

3:40 – 4:30 **OPEN Q & A FORUM**  
**Panel:** Dale Kelly \*\*\* James Fuller \*\*\* O'Ruill McCanlas \*\*\* Dean Fittz

4:30 – 5:00 **Alale Allal (C)\*** Regional Export Trade Finance Manager- Texas & Oklahoma  
Office of International Trade will speak on SBAs important programs & updates

**(NOTE: A voluntary, intensive introductory workshop for SMB and novice participants will cover a basic overview of ITAR licensing regulations to better prepare such participants for the sessions on Day 2. This will take place today from 5:15 p.m. until approx. 6:30 p.m.)**

**Thursday, September 15<sup>th</sup>, 2016** (*Business Casual Dress*)

07:30 – 07:45 am **Networking** (Buffet breakfast for conference attendees only served in hotel dining room)

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 **Terry L. Davis (C)\*, Angela Countee Brown (C)\* & Michael D. Reed (C)\***  
(NOTE: Coffee breaks at speakers' discretion)  
Deputy Director, Chief - Electronic & Training Systems & Defense Controls Analyst (respectively), Directorate of Defense Trade Controls-Licensing – (DDTL), Office of Defense Trade Controls, 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 **LUNCHEON & NETWORKING BREAK**

12:20 – 1:40 **Kenneth Oukrop (C)\***  
Director of Licensing, Licensing Directorate, Defense Technology Security Administration (DTSA), Office of the Undersecretary of Defense, Policy, Washington  
**TOPIC :** The Defense Technology Security Administration's role in Department of Defense Technology Security matters

1:40 – 2:45 **Sarah McKeown (C)\***  
Senior Compliance Specialist, Office of Defense Trade Controls - Compliance, Directorate Defense Trade Controls (DDTC), Department of State, Washington, D.C.  
**TOPIC:** Compliance & Enforcement Trends, Implementing an Effective Company Compliance Program

2:45 – 3:00 **COFFEE & NETWORKING BREAK**

3:00 – 4:00 **Open Q & A Forum with Mr. Davis, Ms Countee Brown, Mr. Oukrop, Ms McKeown and Mr. Reed**

4:00 – 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 – to include BREXIT issues

5:00 – 5:10 “Mentor of Excellence” and Scholarships Awards Presentations – to include our prestigious Gerard Alexander Monk Memorial Scholarship.

**(NOTE: As time permits, Mr. Davis, Ms Countee Brown, Mr. Oukrop, Ms McKewon and Mr. Reed will hold short “one-to-one” informal meetings with participants on a “first-come, first-served” basis).**

**(NOTE: A voluntary, intensive introductory workshop for SMB and novice participants will cover a basic overview of EAR licensing regulations to better prepare such participants for the sessions on Day 3. This will take place today from 5:15 p.m. until approx. 6:30 p.m.)**

**Friday, September 16<sup>th</sup>, 2016** (Casual Dress Day)

- 07:30 – 07:45 am **Networking** (Buffet breakfast for conference attendees only served in hotel dining room)  
(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 – 11:00 **Adam Krepp (C)\*** (NOTE: Coffee breaks at Mr. Krepp's discretion)  
BIS Outreach Professional, Bureau of Industry and Security (BIS), Department of Commerce, Washington, D.C.  
**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.
- 11:00 – 11:15 **COFFEE & NETWORKING BREAK**
- 11:15 – 12:00 Open Question & Answer Forum with experts
- 12:00 – 12:45 **LUNCHEON & NETWORKING** (Boxed luncheon suitable for traveling)
- 12:45 – 2:15 Continuation of BIS Open Question & Answer Forum with experts
- 2:15 – 3:30 **Jonathan Poling, Esq. (C)\***  
Partner, Akin Gump Strauss Hauer & Field, LLP., Washington, D.C.  
**TOPIC:** Export Control & Sanctions Enforcement: The Higher Walls that Come with this Smaller Backyard! (To include Q & A Session)
- 3:30 – 4:45 **Adrienne Braumiller, Esq. (C)\* & Bruce Leeds, Esq. (C)\***  
Principal & Of Counsel/Senior Attorney, Braumiller Law Group, PLLC, Dallas, TX  
**TOPIC:** Latest Updates on Customs Audits and Partnership Programs and Q & A
- 4:45 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. and David Hayes (C)\*, David Hayes Export Controls, Leicester, UK

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

*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 speakers' 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/Imports Boot Camp” details)

**“CUSTOMS/IMPORTS BOOT CAMP” - 1-Day SEPARATE PROGRAM on Tuesday, September 13<sup>th</sup>, 2016 Separate payment structure for this one-day event is on page six (6) below.**

**SPEAKERS: Adrienne Braumiller, Esq. (C)\* and Bruce Leeds, Esq. (C)\* Braumiller Law Group, PLLC**

**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

**12:00 Noon - 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. (4:00-4:45PM) Remedies and Enforcement**

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

Tentative Agenda - Subject to Change

**7<sup>th</sup> Annual "Partnering for Compliance™" West Conference & "Customs/Imports Boot Camp"**  
**Registration Information** (*Reservations are limited to first 200 paid registrants for 1-Day "Customs/Import Boot Camp" program and first 200 paid registrants for 3-Day Export Control program.*)

Registration Fee(s) cover: Admission to four-day and/or three-day conference, a hard copy of all available course materials, official Certificate of Completion, luncheon and coffee breaks on each day, Buffet Breakfast included in hotel room fee.

Registration Information

**Fee schedule for all pre-registered and pre-paid registrations received by COB Friday, August 26<sup>th</sup>, 2016:**

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, August 26<sup>th</sup>, 2016 - 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 debit/credit card online payment is only 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 Tuesday, September 6<sup>th</sup>, 2016, may do so by making checks payable to:**

**"Partnering for Compliance"** and mail to:

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

If further details are needed phone: 321-952-2978, or email: [Info@PartneringForCompliance.org](mailto:Info@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 ([member@PayPal.com](mailto:member@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. **If you are not a member of PayPal please choose the option: "Pay with debit or credit card or PayPal credit". 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. Participation in any Partnerships International, Inc. (PII) events, and any associated activities, is at individual's own risk and expense. PII accepts no responsibility for any personal security/risk and/or for any loss of or damage to any items or persons.

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

All cancellations must be in writing. Cancellations to COB August 26<sup>th</sup>, 2016 will receive a full refund by check, less a US\$40.<sup>00</sup> handling fee for each program. Cancellations after COB August 26<sup>th</sup>, 2016 will not receive a refund or credit towards any future programs. This date/policy 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 September 8<sup>th</sup>, 2016. No cancellations or substitutions will be accepted telephonically. 'No-shows' for the program will be billed for charges, and payment will be expected. No refund for all "no-shows". Bank-returned checks' fee is US\$40.<sup>00</sup>. Delegates may not "share" a pass between multiple attendees. We maintain our conference fees at an absolute minimum to facilitate all businesses, especially SMBs. 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 conference 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 the hotel to provide the facilities and/or services for PII's events); without liability for any expenses incurred by any registrant(s) for any reason to include airfare, hotel, car hire or any other costs incurred by any registrant. 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 August 26<sup>th</sup>, 2016 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 event(s) and yet come to the venue in the expectation of attending may not be able to gain entry owing to legal physical capacity constraints. Your compliance with these policies is necessary and appreciated.

**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. Any requests for refunds etc. of hotel room reservations/expenses must be made directly with the hotel.

We have made special arrangements for participants attending the conference with:

**Dallas-Fort Worth Marriott South**  
**4151 Centreport Blvd.**  
**Fort Worth, TX 76155**

**Reservations: 1-888-236-2427**

**Free shuttle service from Dallas-Fort Worth Airport every half hour.**

**[Go to Group Booking](#)** *(Control + Click to follow below link)*

**[Book your group rate for Partnering For Compliance 2016](#)**

**Free Hotel Shuttle:** It is imperative that all participants call the hotel to request to be picked up. There is not a regular shuttle that passes by on a schedule. Please contact the hotel directly at 817-358-1700. Please emphasize it is the D/FW Airport Marriott South. There is also a D/FW Airport Marriott North.

**Reservations MUST be made by COB Friday, August 26<sup>th</sup>, to get the special rate.**

A reasonable, yet limited, block of rooms has been reserved for the conference until COB August 5<sup>th</sup>, 2016 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. **To avoid a cancellation penalty for individual reservations of room and tax, reservations must be canceled 48 hours prior to arrival.**

Dallas-Fort Worth Marriott South Hotel has given us a special government rate for all participants of **\$129.00 + dining room Buffet Breakfast for conference attendees ONLY** & T&G per night (single or double). Should participants wish to arrive early and/or remain in the Dallas-Fort Worth area after the conference, the hotel will offer these same rates. We have stayed at this hotel and can confirm that, although it is near the airport, there is little-to-no aircraft noise level due to the architectural design and construction of the hotel in accordance with Dallas-Fort Worth, State of Texas and national noise level guidelines. Car parking is free.

Reservations may also be made directly to the hotel by phoning it and stating that you are attending the "Partnering for Compliance™" West 2016 conference or through its website outlined above. **The hotel has a free airport shuttle service directly to its location.**

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

**To get the special rates for hotel nights, you must inform the hotel that you are attending the "Partnering for Compliance™" Conference on September 13<sup>th</sup>, 2016 (if you so choose), and/or September 14<sup>th</sup>, 15<sup>th</sup> & 16<sup>th</sup>, 2016. We urge you to make early reservations. We wish you a most fruitful and enjoyable program, and a pleasant stay in Texas.**

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

Partnerships International, Inc. and the Dallas-Fort Worth Marriott 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 COB Thursday, September 1<sup>st</sup>, 2016 and we will be glad to facilitate him/her to the very best of our ability.

## **REGISTRATION FORM**

All attendees **must** complete the **entire form (including email address)**, and send it 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 1<sup>st</sup>, 2016. 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/Imports 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 \_\_\_\_\_

(email 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")**

**A. E. 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: [Info@PartneringForCompliance.org](mailto:Info@PartneringForCompliance.org)**

**to reach us no later than COB Tuesday, September 6<sup>th</sup>, 2016**

**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). Your acceptance of, and compliance with, these policies is necessary. Each year we strive to make your visit with us as fruitful, pleasant and enjoyable as possible. We will continue to do so for every program to the very best of our ability.