



## **2016 EXPORT COMPLIANCE SUMMIT: EAR & ITAR - DRAFT AGENDA *(subject to change without notice)***

Presented by: U.S. Department of Commerce & Pacific Northwest Defense Coalition (PNDC)

Wednesday, Nov. 30, 9AM-5PM & Thursday, Dec. 1, 7:30AM-4:00PM

World Trade Center Portland - Plaza Conference Room

Registration and details at [WWW.PNDC.US](http://WWW.PNDC.US)

### **DAY 1: Wednesday, November 30<sup>th</sup>**

8:30am **Registration & Continental Breakfast**

9:00am **Welcome & Opening Remarks**

9:15am **Foundations: Exporting Roles & Responsibilities in Compliance**

*Lawrence Ward, Partner, Dorsey & Whitney*

- U.S. export control agencies and how to find them
- How to determine if products require a license
- Determining dual-use from defense articles
- Required customer and use due diligence

10:00am **Foundations: Is that really an "Export?"**

*Joaquin Hernandez, General Counsel, B.E. Meyers & Co.*

- Deemed exports and re-exports
- Personnel considerations and research activities
- Site tours, proposals, product demonstrations and related marketing
- De minimis and supply chain considerations

10:45am **NETWORKING BREAK**

11:00am **Complying with the Export Administration Regulations**

*Lani Tito, Export Administration Specialist, Bureau of Industry and Security, U.S. Department of Commerce*

- Scope of the EAR
- Licensing Requirements
- License Exceptions
- Recent Developments

12:15pm **NETWORKING LUNCH**

1:15pm **KEYNOTE: Review and Looking Forward: ITAR Regulations**

*Anthony Dearth, Director of Licensing, Directorate of Defense Trade Controls, U.S. Department of State, Washington D.C.*

1:45pm **Understanding OFAC Sanctions & Recent Updates**

*Daniel Cariello, Compliance Officer, Sanctions Compliance & Evaluation, Office of Foreign Assets Control, U.S. Department of the Treasury*

- Embargoed Countries and Sanctions
- Updates specific to Cuba, Russia/Ukraine, Burma, and Iran

2:30pm **Developing an Effective Export Compliance Management Program**

*Akana Ma, Partner, Ater Wynne law firm*

- Elements, process, documenting
- EAR and ITAR nuances
- Empowered officials
- Internal compliance audits

3:30pm **NETWORKING BREAK**

4:00pm **Peer Panel: Developing an Effective Export Compliance Management Program**

*Slone Pearson, International Trade Compliance Counsel, Fortive Corporation/Tektronix Corporation*

*Mark Zimmerman, President & CEO, Simplex Aerospace*

- Approaches to customizing a program
- Challenges, lessons learned, and best practices

5:00pm **Conclude Day 1 of Summit**

## EXPORT COMPLIANCE SUMMIT: EAR & ITAR– DAY 2

### DAY 2: Thursday, December 1st

7:30am	<b>Breakfast &amp; Networking</b>
8:00am	<b>Opening Remarks</b> <i>Scott Goddin – U.S. Department of Commerce/U.S. Commercial Service-Portland</i>
8:15am	<b>KEYNOTE: Role of Export Controls in Promoting National Security &amp; Update on Export Control Reform</b> <i>Michael Hoffman, Director of the Bureau of Industry and Security's Western Regional Office, U.S. Department of Commerce</i>
9:00am	<b>Local Enforcement Agencies Panel: BIS, ICE-HSI, and FBI</b> <i>Brent Burmester, Resident Agent in Charge, U.S. Department of Commerce-Bureau of Industry and Security (BIS), Portland Field Office</i> <i>Glenn Karabeika, Counterproliferation Investigations Group, U.S. Immigration and Customs Enforcement (ICE)-Homeland Security Investigations (HSI)</i> <i>Special Agent, Federal Bureau of Investigation (FBI)</i> <ul style="list-style-type: none"><li>• Understanding agency jurisdiction, how/when to engage</li><li>• Investigations, civil and criminal penalties</li></ul>
9:50am	<b>NETWORKING BREAK</b>
10:15am	<b>Complying with ITAR</b> <i>Akana Ma, Partner, Ater Wynne law firm</i> <ul style="list-style-type: none"><li>• Types of Licenses, License Preparation, Review Process, Exemptions</li><li>• Advisory Opinions and Commodity Jurisdiction</li><li>• Denial of License</li></ul>
11:15am	<b>Peer Panel: Licensing, Putting it Into Practice</b> <i>A. Wayne Emroe, Co-founder and CFO, Integrated Surveillance and Defense</i> <i>Mark Zannmiller, Director of Business Development, SightLine Applications</i> <i>Nancy Boughton, VP of Trade Compliance, FLIR Systems, Inc.</i> <ul style="list-style-type: none"><li>• Navigating the process and finding efficiencies</li><li>• Best practices and lessons learned</li></ul>
12:00pm	<b>NETWORKING LUNCH</b>
12:50pm	<b>Regulatory Changes: Aerospace Sales to Iran</b> <i>Nelson Dong, Partner, Dorsey &amp; Whitney</i>
1:30pm	<b>Peer Panel: Managing IT Controls/ Cloud Computing</b> <i>Indy Crowley, Principle Program Manager for Security/Compliance, Microsoft Azure Government Engineering</i> <i>Brad Neumann, Global Trade Specialist, The Boeing Company</i> <ul style="list-style-type: none"><li>• Implementation of encryption controls</li><li>• Use of Cloud Computing</li><li>• Best practices for small companies</li></ul>
2:10pm	<b>Regulatory Changes: Foreign Military Sales and Sole Source Contracting</b> <i>Akana Ma, Partner, Ater Wynne law firm</i>
2:20pm	<b>NETWORKING BREAK</b>
2:40pm	<b>Managing your Program and Mitigating Risk</b> <i>Nelson Dong, Partner, Dorsey &amp; Whitney</i> <i>Lawrence Ward, Partner, Dorsey &amp; Whitney</i> <ul style="list-style-type: none"><li>• Conducting internal investigations/audits</li><li>• What to do when something has gone wrong</li><li>• Self-disclosure</li></ul>
4:00pm	<b>Door Prizes and Summit Conclusion</b>