

U.S. Export Controls with REFORM CHANGES

2014 SEMINAR SERIES IN **ORLANDO** FLORIDA

FEBRUARY 10-11: EAR & OFAC SEMINAR

FEBRUARY 12-13: ITAR SEMINAR

This seminar series provides both novice and experienced export compliance professionals with a comprehensive education on complying with regulations administered by the US Departments of State, Commerce & Treasury, and what the recent and coming changes mean for their compliance programs.

Recent Export Control Reform (ECR) changes have relaxed the controls on some defense-related items and technology, but made complying with the regulations even more complicated. Companies whose items were previously controlled by the ITAR (International Traffic in Arms Regulations) will now need to learn the ins and outs of the EAR (Export Administration Regulations) as some items shift from the USML to the CCL.

Learn about these RECENT CHANGES and more...

- “Specially Designed” in EAR & ITAR
- License Exception STA
- New Brokering Rules
- New 600-series ECCNs
- Shifts of items from USML to CCL
- Rule Changes on Aircraft, Engines, Ground Vehicles and Vessels & more
- New EAR Arms Embargo & Military Controls

FEB 10-11, 2014 2 DAY SEMINAR

EAR & OFAC Commercial & Military Export Controls

- Introduction to Export Controls
- Classification
- Shipping & Licenses
- China Military Catch-All Rule
- Reexports
- Office of Foreign Assets Control Regulations
- Antiboycott Regulations
- Information Technology, Technical Data & Software
- Encryption Controls
- Export Control Reform: Adjusting & Updating Practices
- Export Enforcement Issues & Effective Export Compliance

FEB 12-13, 2014 2 DAY SEMINAR

ITAR Defense Trade Controls

- Munitions Export Controls
- Overview - ITAR, DDTC & more
- Controlled Items and Activities
- License Requirements & Application Workshop
- New Brokering Rules
- Political Contributions
- Technical Data Considerations
- License, Agreement & Exemption Management
- Internal Control Programs
- Items Shifting from USML to CCL
- Export Control Reform: Adjusting & Updating Practices

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MEDIA PARTNERS:

EAR Commercial & Military Export Controls Seminar | 2 day agenda

ORLANDO, FLORIDA • HILTON ORLANDO LAKE BUENA VISTA HOTEL • FEBRUARY 10-11, 2014

DAY 1

REGISTRATION: 8:00 AM
PROGRAM: 8:30 AM to 4:30 PM

Introduction to Export Controls

- ▶ Controlled Items & Activities
- ▶ The Export Administration Regulations & The Commerce Control List
- ▶ Activities Subject to the EAR

Step One: Classification (Exercises Workshop)

- ▶ CCL Overview
- ▶ Determining Export Control Classification Numbers (ECCNs)
- ▶ Military & Commercial Items Controlled by the EAR
- ▶ EAR99
- ▶ How to Interpret the Commerce Control List (CCL)

NLR & License Exceptions (Exercises Workshop)

- ▶ No License Required (NLR)
- ▶ ECCN-driven License Exceptions
- ▶ Other Useful License Exceptions
- ▶ STA, RPL, TMP, GOV, others

License Applications and Shipping Documentation

- ▶ Export License Applications, Commodity Classification Requests
- ▶ The Automated Export System
- ▶ Harmonized Tariff Schedule and the Schedule B
- ▶ Export Clearance & Documentation

China Military Catch-All Rule (Exercises Workshop)

Reexports

- ▶ When Do US Rules Apply Outside of the United States?
- ▶ Who is Responsible?
- ▶ Foreign-Made Items Incorporating U.S. Parts & Technology

Export Controls Reform Workshop

- ▶ List Shifts: Reform Changes to ITAR Categories
- ▶ New 600-Series ECCNs
- ▶ New "Specially Designed" Definition (EAR & ITAR)
- ▶ Handling Existing Licenses & Approvals
- ▶ Transitioning to New Rules

DAY 2

PROGRAM: 8:30 to 4:30

Sector Focus: Information Technology

- ▶ Computers, Telecom and Software Controls
- ▶ Encryption Controls

Sector Focus: Aerospace

- ▶ Aerospace Export Classification
- ▶ Special Considerations for Aerospace

Other Controls

- ▶ Office of Foreign Assets Control Administered Regulations
- ▶ EAR Special Country Controls
- ▶ Antiboycott Regulations

Current Issues

- ▶ Recent Regulatory Changes
- ▶ Regulatory Outlook

Technical Data & Software

- ▶ What are "Technology" and "Technical Data"?
- ▶ "Publicly Available" Information
- ▶ Deemed Exports to Foreign Nationals
- ▶ Internet Exports
- ▶ Relevant License Exceptions

Export Enforcement Issues

- ▶ What is the Office of Export Enforcement?
- ▶ What to Do When Enforcement Comes Knocking
- ▶ Enforcement Case Studies
- ▶ Preventing and Coping with Violations
- ▶ Implementing Procedures

Effective Export Compliance

- ▶ Risk Assessment-Based Resource Allocation
- ▶ Assigning Responsibility
- ▶ Red Flags: Knowing Your Customer
- ▶ Domestic Sales to Known Exporters
- ▶ Export Management and Compliance Guidelines

ITAR Defense Trade Controls Seminar | 2 day agenda

ORLANDO, FLORIDA • HILTON ORLANDO LAKE BUENA VISTA HOTEL • FEBRUARY 12-13, 2014

DAY 1

REGISTRATION: 8:00 AM
PROGRAM: 8:30 AM to 4:30 PM

Munitions Export Controls Overview

- ▶ ITAR
- ▶ DDTC and other Government Agencies

Controlled Items & Activities

- ▶ Registration
- ▶ US Munitions List
- ▶ Commodity Jurisdiction
- ▶ Defense Articles, Services, Technical Data & Software
- ▶ Significant Military Equipment
- ▶ Prohibited Countries
- ▶ Controls on Overseas Activities
- ▶ Transfers
- ▶ Exercises: Making ITAR Decisions

License Requirements (Exercises Workshop)

- ▶ Exemptions
- ▶ Types of Licenses
- ▶ Agreements
- ▶ Exercises

Special ITAR Issues (Exercises Workshop)

- ▶ Brokering Issues
- ▶ Political Contributions & Fees
- ▶ Transfers to Parties in the United States
- ▶ Exercises

Export Controls Reform Workshop

- ▶ List Shifts: Changes to ITAR Category VIII Controls on Aircraft
- ▶ New 600-Series ECCNs
- ▶ List Shifts: Aircraft, Ground Vehicles & Vessels
- ▶ New "Specially Designed" Definition (EAR & ITAR)
- ▶ Handling Existing Licenses and Transitioning to New Rules
- ▶ New Export Document Requirements

DAY 2

PROGRAM: 8:30 to 4:30

Technical Data Special Considerations

- ▶ Public Domain
- ▶ Exemptions
- ▶ Foreign Nationals
- ▶ Electronic Transfer and Access
- ▶ Sales, Marketing & Proposals

License, Agreement & Exemption Management (Exercises Workshop)

- ▶ Certification Requirements
- ▶ Reporting Requirements
- ▶ Amendments
- ▶ Endorsements
- ▶ Political Contributions, Fees & Commissions
- ▶ Export Clearance & Documentation Requirements
- ▶ Exercises

License & Agreement Applications (Exercises Workshop)

- ▶ Forms, Certifications and Support Documents
- ▶ Government Processing
- ▶ New Initiatives for Expedited Processing

Internal Control Programs

- ▶ Government Guidelines
- ▶ Nunn-Wolfowitz Standards
- ▶ Practical Approaches to Compliance
- ▶ Maximizing Your Return on Compliance Resources
- ▶ Ensuring Compliance with Licenses & Agreements

**Exercises Workshops consist of hypothetical situations where seminar participants work in groups to determine the best solutions and answers to typical and realistic export compliance challenges as they relate to each topic.

SEMINAR INSTRUCTOR STAFF

Our instructors are widely respected experts in the field of export compliance with many years of experience in interpreting and applying the rules...EAR, ITAR & OFAC. Expect to leave these seminars with an in-depth understanding of what the current rules are and what you need to do to keep your company compliant.

JOHN R. BLACK is a Principal of BSG Consulting and has been involved in US export and trade control matters since 1984. He advises US and foreign companies, law firms and governments on US export controls and has earned a reputation as one of the leading experts in the field. From 1984-88 he worked for the US Commerce Department, where he wrote the Export Administration Regulations (EAR) and interpreted it for government and industry. He uses his comprehensive knowledge of the US rules that impact military and commercial companies to help his clients stay in compliance without missing legitimate business opportunities. He has been a featured speaker at over 100 conferences around the world and has written numerous articles and several books on the subject.



SUZANNE D. REIFMAN is a partner with Vinson & Elkins' Washington DC practice. Suzanne's comprehensive export controls experience involves assisting clients in conducting international business transactions competitively and in compliance with U.S. and foreign laws and regulations. Counseling primarily involves assisting clients in a variety of industries with a variety of complex export and import-related issues, including compliance with the International Traffic in Arms Regulations (ITAR); the Export Administration Regulation (EAR); export regulations administered by the Department of Energy (DOE) and Nuclear Regulatory Commission (NRC); sanctions regulations administered by the Office of Foreign Assets Control (OFAC); import regulations administered by the Bureau of Alcohol Tobacco Firearms, and Explosives (BATF); applicable regulations administered by the U.S. Customs and Border Protection and Census Bureau; and the Foreign Corrupt Practices Act (FCPA).



JONATHAN POLING is a partner in Baker & McKenzie's International Trade, Compliance and Customs Practice Group with significant experience handling complex export control and trade-related civil and criminal matters involving a wide array of industries. He represents clients nationally and internationally in a variety of matters, including white collar criminal cases, administrative enforcement matters, trade-related due diligence, integration issues in mergers and acquisitions; internal investigations, audits, export control and sanctions cases, and addressing corporate compliance issues. Mr. Poling is a former prosecutor with the US Department of Justice National Security Division, Counterespionage Section. Mr. Poling handled substantial and high profile investigations and prosecutions of non-US companies and financial institutions for trade violations, including *United States v. Balli Aviation* (illegal export of aircraft and largest fine by the US Department of Commerce); *United States v. ING Bank* (largest sanctions fine in US history); and *United States v. Ulrich Davis* (violations of a temporary denial order and one of first cases involving a freight forwarder employee). He is a frequent speaker on international trade compliance matters at seminars, conferences, and company training events.



GREGORY CREESER is a partner with International Trade Compliance Strategies and a consultant to BSG Consulting. Prior to joining ITC Strategies as a compliance consultant, Mr. Creeser held the position of Corporate Director for International Trade Compliance with Goodrich Corporation's Washington Operations Office. Mr. Creeser began his career in the export arena by serving for 2 years as a licensing officer within the Office of Defense Trade Controls at the Department of State. Mr. Creeser held the position of President of the board of directors of the Society for International Affairs (SIA) from 2004-2006. He also held the positions of Vice President, Communications Director, and Conferences Director for SIA. Mr. Creeser received his Bachelor of Science degree in Political Science and Economics from Texas A&M University in 1987.



FELICE LAIRD Felice Laird has over twenty years' experience helping companies comply with the US Export Administration and International Traffic in Arms Regulations. Felice specializes in transactional work, reviewing client's product lines to establish licensing requirements and then providing guidance on how best to deal with any government restrictions on export. Felice is a subject matter expert in encryption export controls and has helped both large and small firms navigate the complex restrictions on data security technologies. Prior to becoming a consultant, Felice worked at the Department of Commerce in what is now the Bureau of Industry and Security. Felice served on the encryption working group of the President's Export Council Subcommittee on Export Administration (PECSEA), as well as serving as a PECSEA member during the Bush Administration. Felice is active in the National Council on International Trade and Development and TechAmerica's Export Committee. She has a BA from the University of New Hampshire and a MS in International Business from the American University.



JEREMY HUFFMAN is a founding member and partner of Huffman Riley Kao PLLC. Mr. Huffman concentrates his practice advising U.S. and foreign clients concerning the U.S. export control laws, including the International Traffic in Arms Regulations ("ITAR"); Export Administration Regulations ("EAR"); and the Office of Foreign Assets Control ("OFAC") regulations. Mr. Huffman has extensive experience assisting high technology, defense industry and other clients to navigate applicable U.S. export statutes and regulations. Prior to founding Huffman Riley Kao PLLC, Mr. Huffman practiced law with Patton Boggs, LLP, where he focused on export controls and compliance and Venable LLP, where he counseled clients in the area of government contracts. Prior to entering private practice, Mr. Huffman served as a judicial clerk to the Honorable Glen M. Williams, U.S. District Court for the Western District of Virginia.



SCOTT M. GEARITY is a Principal of BSG Consulting, bringing over a decade of consulting, training and corporate export compliance program management experience to bear for his clients. Mr. Gearity has substantial experience in military, dual-use and commercial export controls. His clients have ranged in size from small start-ups to some of the world's largest companies, with a particular focus on the information technology, telecommunications, networking and software industries. Mr. Gearity joined BSG from Microsoft Corporation, where he was based in Ireland and managed the company's export compliance program for Europe, the Middle East and Africa. He continues to advise many non-US companies affected by US export controls. Mr. Gearity holds a Bachelor of Arts degree in international studies and economics from American University. He is a licensed US customs broker.



DOUGLAS JACOBSON is the founder of the Law Offices of Douglas N. Jacobson, PLLC, a Washington, DC based international trade lawyer with more than 20 years of experience representing U.S. and non-U.S. companies on export controls, sanctions, customs, FCPA and other international trade-related matters. Doug serves as principal outside international trade counsel to a number of U.S. and non U.S.-based multinational financial institutions and companies, including those that produce electronic, industrial, medical, consumer, aerospace and defense-related products. Doug is the author of a number of articles on international trade compliance topics, is a frequent speaker on export controls and sanctions topics and is the editor of International Trade Law News (www.tradelawnews.com). He currently serves as co-chair of the export committee of the American Association of Exporters and Importers and general counsel to the National Council on International Trade.



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Seminar Registration Form



ORLANDO 2014 EAR EXPORT CONTROLS / ITAR DEFENSE TRADE CONTROLS

HILTON ORLANDO LAKE BUENA VISTA, 1751 Hotel Plaza Boulevard, Lake Buena Vista, FL 32830 USA

Hotel Reservations

A limited block of guest rooms at the venue hotel is reserved for the seminar. They are available on a first-come, first-served basis. Limited number of rooms - **book early to ensure availability!**

HOTEL: Hilton Orlando Lake Buena Vista
1751 Hotel Plaza Boulevard
Lake Buena Vista, FL 32830 USA

To make reservations:
Call 1-800-782-4414 and mention Export Compliance Training Institute Group

Group reservation cut-off date: 1/10/2014
Guest room rate: \$209 single / double

PROGRAM FORMAT

► Participants receive training materials that contain annotated copies of the slides used by the instructors. Case studies are included. Questions are welcomed throughout the presentations. Instructors will be available before and after the presentations to discuss specific questions or issues.

► A certificate is issued to each attendee upon completion of the seminar.

► Dress code is business casual. A light breakfast, beverages, snacks and a lunch will be served each day.

► Our seminars are approved for CLE credits by the California State Bar Association.

► Export Compliance Professional (ECOP™) Accreditation testing is available on both EAR and ITAR. This accreditation is documentation of the ability to correctly apply the regulations in real-life scenarios.

Fax or mail this form to:

Jessica Lemon
Fax: +1 540 433 3978

Export Compliance Training Institute,
2042 Pro Pointe Lane, Harrisonburg, VA
22801 USA

QUESTIONS?

Tel: +1 540 433 3977

Email: jessica@learnexportcompliance.com

ATTENDEE INFORMATION

Attendee's First Name _____ Middle Initial _____

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TUITION

I would like to attend:

EAR/OFAC Export Controls Seminar (FEB 10-11, 2014) \$1075.00

ITAR Defense Trade Controls Seminar (FEB 12-13, 2014) \$1075.00

BOTH Seminars (FEB 10-13, 2014) \$1950.00

**BEST VALUE
SAVE \$200!**

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Seminar Training Manual:

Printed manual INCLUDED with registration **NO CHARGE**

Add electronic e-Manual(s) in searchable format (optional) \$100.00

ECTI Export Compliance Professional (ECOP™) Accreditation Test (optional): \$100 per seminar test

See learnexportcompliance.com/accreditation for details

TOTAL AMOUNT DUE:

We provide discounts for multiple attendees from the same company, government employees and companies participating in our Corporate Partnership Program.

Contact us for details: Tel: +1 540 433 3977 Email: jessica@learnexportcompliance.com

All discounts must be arranged prior to the seminar date.

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Cancellations: A cancellation fee of \$100 will be charged if the cancellation is made up to 15 days prior to the seminar. No refunds will be provided after this date, but a credit voucher can be issued for 80% of the paid tuition which can be used at any Export Compliance Training Institute seminar within a 12 month period.

Hotel: The cost of accommodation is not included in the tuition. To book the hotel, please see instructions in left-hand column.