

Spring 2014 Defense Trade Export Licensing Conference

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Export Control Reform is in full swing! Inquiring minds want to know “How YOU Doin’?” with all the changes. The revised regulations and implementing changes have required existing seasoned professionals schooled in the ITAR to quickly become “defense trade” professionals needing to understand and apply both the ITAR and the EAR to their transactional compliance...many for the first time. A large number of companies have already been impacted by the transitioned categories and the juggling of both precedent and new policies. What can be learned from these companies and the U.S. government on the successes of reform as well as the continuing challenges? The reform effort is not yet complete and this year will see additional revisions to well-known definitions and exemptions with the goal of making export compliance more transparent and predictable.

Who Should Attend? Trade professionals who are well versed in export regulations and are positioned within their company to affect international business will benefit from this conference. Panels will address advanced topics related to international trade with a focus on Export Control Reform, Brokering, and Compliance. While an overview of policy will be addressed, the conference will concentrate on how companies should implement the CHANGES to maintain compliant operations. Conference attendees will be given ample opportunity to address questions to the speakers and network with industry colleagues.

Additional information about SIA is available at
www.siaed.org



THE SOCIETY FOR INTERNATIONAL AFFAIRS

Background & Purpose

The Society for International Affairs, Inc. (SIA) is a volunteer, nonprofit, educational organization that was jointly formed in 1967 by US Government and Industry. SIA provides a forum for the exchange of information related to export and import licensing. SIA interests cover the entire spectrum of licensing pertaining to the Departments of Commerce, Defense, State, Treasury, and Homeland Security.

Activities

Business luncheon meetings are held regularly and feature guest speakers who address regulatory and policy issues affecting exporting and importing. Conferences and workshops are presented on a regular basis to educate and instruct the export community on all aspects of defense and commercial exports and technology transfers.

Code of Conduct

The meetings and functions of SIA are designed to facilitate the free exchange of ideas and information. Information from these sessions is not for publication. Recording devices may not be used. SIA members and participants must abide by the Code of Conduct.

Membership

Membership is comprised of over 2,000 members consisting of Industry, U.S. Government, and embassies.

SIA President: Cynthia Keefer, BAE Systems

Board Liaison: Dave Burkle, United Technologies Corporation

Conference Director: Candace Goforth, Goforth Trade Advisors LLC

Conference Committee Chairs: Speakers: John Perser, L-3 Communications & Joshua Richter, Engility Corporation

Hotel: Marcie Jowers, United Technologies Corporation

Audio/Visual: Erica Kim, The Boeing Company

Publications: Julia Mason, Alliant Techsystems

Registration: Jill Garrison, SIA

Spring 2014 Defense Trade Export Licensing Conference

Spring 2014 Defense Trade Export Licensing Conference May 5–6, 2014



Hilton New Orleans Riverside
2 Poydras Street
New Orleans, LA 70130

Attire for the conference is business casual.

CONFERENCE REGISTRATION FEE

Non-Members \$800
Members \$700
Government \$550

Register early...seating is limited!!

PAYMENTS WILL NOT BE ACCEPTED AT EVENT – READ PAYMENT INSTRUCTIONS BELOW

Registration is open.

1. "PAY ONLINE" is the "pay by credit card" option at time of registering
2. "PAY BY CHECK OR PO" is the "pay by check" option to be received within 7 business days or your registration will be cancelled.

Your registration is not confirmed until payment is received.

Registration fees include: continental breakfasts, lunches, breaks, reception and course materials.

Cancellation Policy: Cancellations must be received by Monday, April 25, 2014 to be eligible for a refund. There is a \$35 fee for all cancellations and bank returned checks. Refunds will not be provided for cancellation requests received after April 25, 2014.

Please make checks payable to:
Society for International Affairs or "SIA"

Mail checks to:
Society for International Affairs
Attn: Jill Garrison
2014 Spring Conference
3 Kline Court
Stafford, VA 22556

HOTEL ACCOMMODATIONS

A block of rooms has been reserved at the Hilton New Orleans Riverside for the dates of the conference. The SIA rate is USG Per Diem (\$151) plus tax (single/double occupancy) through April 13, 2014.

Reservations may be made online through the link on the SIA's website under the 2014 Spring Conference event or by contacting Reservations directly at 1-800-445-8667 (request room under SIA Block).

The room block has been reserved until April 13, 2014, or until sold out, whichever occurs first.

GROUND TRANSPORTATION

New Orleans International Airport Taxi Fare: \$33.

New Orleans International Airport/Hotel Super Shuttle Service: \$20 one way/\$40 round trip.

Hotel parking: Self Parking: \$31.25 +tax per day and Valet Parking: \$36.61 +tax per day with unlimited in/out privileges. Ample daily parking is available.

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PRE-REGISTRATION – Sunday, May 4, 2014

6:30–8:00 PM Pre-Registration

DAY ONE – Monday, May 5, 2014

7:00 AM Registration & Continental Breakfast

8:00 AM Opening Remarks

*Cynthia Keefer, BAE Systems, President, SIA
Candace M. J. Goforth, Goforth Trade Advisors LLC, Conference Director*

8:15 AM Keynote Address - Export Control Reform – “What’s Coming Next . . .”

USG Speaker – Kenneth Handelman, Deputy Assistant Secretary, Defense Trade Controls

9:15 AM Export Control Reform Update

USG Panel – State, Commerce and Defense

- Status update on the various USML/CCL categories
- Status of definition revision and harmonization (defense services, technical data, public domain)
- Other ECR related activities and impacts

10:15 AM Break

10:45 AM USG Observations of ECR Implementation (What the USG is Seeing . . .)

USG Panel

- Identification of trends that the USG is seeing from license applications; The biggest reasons for RWAs since items transition
- Frequently asked questions from industry
- Potential changes or updates to licensing policies and procedures as a result of reform; guidance on purchase/support documentation

12:00 PM Lunch

1:00 PM Morning Session Q&A

1:30 PM Industry Observations of ECR Implementation (How This is Actually Working . . .)

Industry Panel

- Specific concerns or issues with implementation; dealing with U.S. supply chain, non-U.S. customers/end-users
- Success stories on implementation as well as struggles
- Internal vs. external challenges
- Communicating with the USG

ECR – How You Doin’?

3:00 PM Break

3:30 PM Classification Post-ECR

USG and Industry

- USG expectations of the “Order of Review”; self-classification concerns and documentation
- ECR Implementation Tools: Specially-designed order of review, have the tools helped and what else might be helpful
- How to express doubt for the CJ process
- Trends that the USG is seeing in CJs and CCATS
- Resolving discrepancies between classifications (distributors receiving different classifications from two different suppliers)
- USG decision trees (DTC & BIS) – have they helped industry with classifications and removing doubt
- Definition of specially designed; order of review

4:45 PM Afternoon Session Q&A

5:15 PM Closing Remarks

5:30 PM Hosted Reception

–7:30 PM

DAY TWO – Tuesday, May 6, 2014

7:45 AM Continental Breakfast

8:30 AM Opening Remarks & Recap of Day One

Candace M. J. Goforth, Goforth Trade Advisors LLC, Conference Director

8:45 AM Export Control Reform Impact and Local Export Controls – International Panel

Industry Panel

- How are non-US companies implementing processes to address ECR
- How is ECR impacting international companies & companies with US ties
- Ways to successfully communicate with U.S. suppliers and customers on ECR
- Update on local (international) changes
- EU changes – how they are dealing with classifications and transitions – internally and outwardly to US companies
- Australia is undergoing changes – but may not be an option.

10:15 AM Break

10:45 AM Exporting in the Era of ECR: Part 1 (AES and Customs Impact . . .)

USG and Industry Panel

- ECR-specific AES changes – removing the confusion
- Overview of April 1st changes to AES requirements
- What Customs is seeing post-ECR; Guidance to assist exporters in using authorizations for transitioned items

12:15 AM Lunch

1:15 PM Exporting in the Era of ECR: Part 2 (Exemptions)

USG and Industry Panel

- Differences of exemptions vs. exceptions
- “Transitioning” exemption use
- Special requirements for 600 series under RPL and STA

2:30 PM Break

2:45 PM Compliance and Enforcement Panel (ECR Trends . . .)

USG and Industry Panel

- Trends from an enforcement perspective – has ECR changed how disclosures are being submitted
- Are there new requirements for information to be submitted to account for ECR
- How the inter-agency coordination process is handling/reviewing disclosures
- Challenges to internal compliance actions and procedures
- Legal perspectives on assisting industry in successfully transitioning with ECR

3:45 PM Brokering Panel

USG and Industry Panel

- Status update on final rule / Preamble Tells All
- Clarification of the “order of review” for the regulations
- Specific issues that are still being addressed

4:45 PM Panelist Q&A

5:30 PM Conference Wrap Up/Adjourn

Note: All speaker comments are off-the-record and not for attribution. • Agenda subject to change