



2017 Spring International Trade Export Licensing & Compliance Conference  
**Bridging the Gap: Exports in the Time of Uncertainty**

JW Marriott Star Pass Hotel & Spa | Tucson, Arizona

**May 1-2, 2017**

Register now at [www.siaed.org](http://www.siaed.org)



# 2017 Spring International Trade Export Licensing & Compliance Conference

## Bridging the Gap: Exports in the Time of Uncertainty

May 1–2, 2017

We are now well into the new era of export policy, regulations and requirements. Most of the major USML categories have been revised and are now in effect, with only three USML categories remaining. While the law is mostly settled and industry has been learning and adapting to the newly created regulations, it is now time to “bridge the gap” to move on and move forward! We are in a dynamic environment. Changes abound and more are coming; not only with the ITAR and the EAR, but significant changes have taken place impacting economic sanctions with OFAC, and CBP is keeping up with improvements and change with the new ACE system. This conference will discuss some of the challenges and best practices of the new era with special attention to cross-functional integration between export personnel and various functional disciplines gaining attention by both U.S. Government and Industry. Panels will attempt to address these topics with in-depth, situational based discussions of on-going challenges and opportunities.

### Who Should Attend?

Experienced Trade professionals who can affect internal processes and procedures for greatest impact and success in international business. Conference attendees will be given ample opportunity to address questions to the speakers and network with industry colleagues.

### CONFERENCE REGISTRATION FEE

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

Registration is open.

***Payments will not be accepted at event.  
Read payment instructions below.***

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:** breakfasts, lunches, breaks, reception and course materials.

**Cancellation Policy:** Cancellations must be received by Monday, April 24, 2017 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 Monday, April 24, 2017.*

**Please make checks payable to:**  
Society for International Affairs or “SIA”

### Mail checks to:

SIA  
Jill Garrison  
Attn: 2017 Spring Conference  
95 Delphinium Way  
Stafford, VA 22556

***Register early...seating is limited!***

### HOTEL ACCOMMODATIONS

**JW Marriott Star Pass Hotel & Spa**  
**3800 W. Starr Pass Blvd**  
**Tucson, AZ 85745**

A block of rooms has been reserved at the JW Marriott Starr Pass Hotel & Spa for the dates of the conference. The SIA room rate is the prevailing government per diem + \$10 per night plus tax (single/double occupancy). Reservations may be made online or by contacting Reservations at 1-877-622-3140 (ask for the 2017 SIA Conference rate).

***The room block has been reserved until Friday, 7 April 2017, or until sold out, whichever occurs first.***

### GROUND TRANSPORTATION

This hotel does not provide shuttle service.

Alternate transportation from Tucson Airport:

- **Starr Transportation:** \$45 (one way); reservation required. [www.starrtransportationaz.com/info/Airport\\_Transportation](http://www.starrtransportationaz.com/info/Airport_Transportation)
- **Other Airport Transportation** options at [www.flytucson.com/transportation/shuttles-limos](http://www.flytucson.com/transportation/shuttles-limos)
- Estimated taxi fare: \$38 (one way)

Attire for the conference is business casual.

Conference information and registration at  
**[www.siaed.org](http://www.siaed.org)**

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## Bridging the Gap: Exports in the Time of Uncertainty

### PRE-REGISTRATION – Sunday, April 30, 2017

5:30–6:30 PM Pre-Registration

### DAY ONE – Monday, May 1, 2017

7:30 Registration & Continental Breakfast

#### 8:30 Opening Remarks

*Jennifer K. Weinel, Northrop Grumman Corporation, SIA President*  
*Dave Allman, IOMAX USA, Inc., Conference Director*

#### 8:45 Keynote Address

*TBD (Invited: Michael Laychak)*

#### 9:15 DDTC Policy Updates/ITAR Updates – More Change Ahead

*Speakers: DDTC-P, DDTC-L*

- Proposed Changes to the ITAR
- Brokering Activities/Brokering
- Updates/Clarification on Cat XV Changes
- Q&A – 15 minutes

10:30 Break

#### 11:00 Proposed Changes to the DFARs

*Speakers: DLA, DDTC-C*

- Provenance of proposed changes? Impact?
- 32 CFR Ch. 1, Part 250 Changes – Withholding of Unclassified Tech Data from Public Disclosure
- Q&A – 15 minutes

12:15 Lunch

#### 1:30 Licensing

*Speakers: Moderator – Industry*  
*DTSA, BIS, DDTC-L*

- Scenario based discussion with panel moderator
- Licensing Officer mindset
- U.S Government perspective – Top 10 Industry Quirks
- Q&A – 30 minutes

3:00 Break

#### 3:30 Industry Panel

*Speakers: Moderator – Industry*  
*Industry*

- What policy/regulatory changes/clarification would industry like to see?  
Perspective from Large, Small and Service-oriented companies  
Policy vs. Reality – Industry struggles with change implementation
- Q&A – 30 minutes

#### 5:15 Conference Adjourn

*Dave Allman, Conference Director*

#### 5:30 Hosted Reception

-7:30

### DAY TWO – Tuesday, May 2, 2017

7:30 Breakfast

#### 8:30 Opening Remarks

*Dave Allman, IOMAX USA, Inc., Conference Director*

#### 8:45 IT Modernization/Cyber Security

*Speakers: Moderator – Industry*  
*DDTC-M, BIS*

- Update on Electronic License submittal requirements/changes/single portal
- End to end tech data encryption
  - U.S. and Non-U.S. parties responsibilities
- BIS cyber rule description
  - EU data privacy rules that will be affected and impact
- Q&A – 30 Minutes

## Bridging the Gap: Exports in the Time of Uncertainty

10:15 Break

### 10:45 DDTC/Customs/Census Bureau Panel

*Speakers: Moderator – Industry*

*DDTC-P*

*Customs Border Protection*

*Census Bureau*

- 31 Dec '16 FRN covering changes in Tech Data Reporting and Export Customs Portals
- Status of changes to filings for DSP-61s/73s and DSP-94s
- Understanding interaction between DDTC/Customs/Census Bureau
- Q&A – 30 Minutes

*Customs Border Protection*

*Census Bureau*

12:15 Lunch

### 1:30 FMS vs DCS

*Speakers: Moderator – Industry*

*PM/RSAT, DSCA, DDTC-P, BIS, DTSA*

- Clarification on Pseudo FMS cases
- Staffing –Responsible Agencies
- TPT vs 123.9
- Interagency Relationship to FMS/DCS cases
- Q&A – 30 Minutes

2:30 Break

### 3:00 FMS vs DCS (continued)

- Q&A – 30 minutes

### 4:30 Conference Adjourn

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**SIA President:** Jennifer K. Weinel, Northrop Grumman Corporation

**Board Liaison:** Carmella Thompson, Orbital ATK

**Conference Director:** Dave Allman, IOMAX USA, Inc.

**Conference**

**Committee Chairs:** Speakers: Sol Brody, Raytheon Company  
Candace Goforth, Goforth Trade Advisors LLC

Hotel: Lisette Hendriksen, BAE Systems

Publications: Adam Munitz, Fluet Huber + Hoang PLLC

Audio/Visual: Greg Forest, IOMAX USA, Inc.

Registration: Jill Garrison, SIA

Conference information and registration at  
[www.siaed.org](http://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 attribution or publication. Recording devices may not be used. SIA members and attendees are expected to uphold the highest standards of personal conduct at all SIA functions and must abide by the Code of Conduct.

### **Membership**

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

Information about SIA at [www.siaed.org](http://www.siaed.org)