

SOCIETY FOR INTERNATIONAL AFFAIRS

Spring 2010
Defense Trade Licensing Conference



***“Stacking the Deck – Strategies
For International Trade and
Export Compliance”***

26–27 April 2010

*Caesars Palace
3570 Las Vegas Boulevard South
Las Vegas, Nevada 89109*

SERVING THE EXPORT COMMUNITY FOR OVER 40 YEARS

Spring 2010 Defense Trade Licensing Conference

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3570 Las Vegas Boulevard South
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Attire for the conference is business casual.

CONFERENCE REGISTRATION FEE

Non-Members – \$800; Members – \$700; Government – \$550 *Register early...seating is limited!*

PAYMENT WILL NOT BE ACCEPTED AT EVENT—READ PAYMENT INSTRUCTIONS BELOW

Registration will open at 12PM EST on Wednesday, 10 February 2010.

1. “PAY ONLINE” IS THE “PAY BY CREDIT CARD” OPTION AT TIME OF REGISTERING.
2. “PAY AT EVENT” 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, 12 April 2010 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 **12 April 2010**.**

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

Mail checks to: **Society for International Affairs**
Attn: Jill Garrison, 2010 Spring Conference
3 Kline Court
Stafford VA 22556

HOTEL ACCOMMODATIONS

A block of rooms has been reserved at **Caesars Palace Las Vegas** for the dates of the conference. SIA has an “early bird” rate of \$160 plus tax (single/double occupancy) through **February 25th** then the rate increases to \$209. Reserve early!! Reservations may be made online through the link on SIA’s Web site under the Spring Conference event or by contacting reservations at 866-227-5944 (ask for the 2010 SIA Conference rate; Group Code: SCSIA0). The room block has been reserved until 2 April 2010, or until sold out, whichever occurs first.

GROUND TRANSPORTATION

Valet and self parking are available and are complimentary. Taxi service to and from the airport is approximately \$15 each way. The hotel does not offer an airport shuttle, but there are various shuttles from the airport. Information about these shuttles can be found at http://www.mccarran.com/03_Shuttles_01.asp.

Spring 2010 Defense Trade Licensing Conference

As international defense sales continue to increase, the complexity of those transactions increases as well. Multi-faceted transactions involve hardware exports as well as transfers of defense services and technical data to a myriad of foreign players. In many instances, U.S. Government agencies other than DoD, including “three-letter” security and intelligence agencies, are issuing contracts with export requirements. Ever-evolving foreign trade regulations add to the complications for U.S. industry. It is critical that U.S. companies anticipate and prepare for the international trade requirements for all types of activities that are subject to the U.S. export/import regulations to ensure compliance and to establish a competitive advantage in the international market.

Panels will address advanced topics related to international trade including European defense trade requirements; export authorities for transactions involving U.S. intelligence and security agencies; Foreign Military Sales as well as provide unique insight into export violations by law enforcement personnel discussing actual undercover investigations involving arms smugglers. Throughout the conference, attendees will be given ample opportunity to address questions to the speakers and network with industry colleagues. The conference will also provide attendees an opportunity to interact directly with speakers at informal roundtables at the end of Day One.

SIA President: Barbara Clark, Orbital Sciences Corporation
Board Liaison: Jeremy Huffman, Huffman Riley Kao PLLC
Conference Director: Jean Singer, ITT Corporation
Conference Committee Chairs: Co-Speaker: Susan Willard, ITT Corporation
Co-Speaker: Bob Schuettler, Raytheon Company
Hotel: Melissa Kelsey, Orbital Sciences Corporation
Audio/Visual: FranMarie Mulla, MOOG Inc.
Publications: Joanna Watkins, Raytheon Company
Registration: Jill Garrison, SIA

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 2000 members consisting of Industry, U.S. Government, and embassies.

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

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Note: All speaker comments are off the record and not for public release. Agenda subject to change.

Sunday, 25 April 2010

5:30–6:30 p.m. Pre-Registration

DAY ONE—Monday, 26 April 2010

8:00 a.m.	Registration & Continental Breakfast	1:15 p.m.	ITAR Exemptions: FAQs and Update on New Changes Industry and Government perspectives on the use of ITAR exemptions, including new and revised exemptions. <i>(DDTC and Industry Speakers)</i>
9:00 a.m.	Opening Remarks <i>Barbara Clark, President, SIA</i> <i>Jean Singer, Conference Director</i>	2:45 p.m.	Break
9:15 a.m.	Keynote Address <i>Beth McCormick, Deputy Assistant Secretary of State, Bureau of Political-Military Affairs (Invited)</i>	3:00 p.m.	Foreign Military Sales from the USG Perspective What does the U.S. Government expect from Industry, and what export strategies exist for FMS sales? <i>(Government Speakers)</i>
9:45 a.m.	Break	4:00 p.m.	Q & A Session
10:00 a.m.	Challenges and Best Practices of Effective Agreement Management Approval is only the beginning. Strategies for successfully using TAAs, MLAs and WDAs. <i>(Industry Speakers)</i>	4:30 p.m.	Closing Remarks
11:30 a.m.	Q & A Session	5:00 p.m.	Meet & Greet Roundtables Open Q&A Session with Panelists and Invited Guests <i>(Open only to Conference registrants)</i>
12:00 noon	Lunch	6-8:00 p.m.	Hosted Reception

DAY TWO—Tuesday, 27 April 2010

8:00 a.m.	Continental Breakfast	1:15 p.m.	DTC Compliance Update Compliance update from the Director, Office of Defense Trade Compliance. <i>(DDTC Speaker)</i>
9:00 a.m.	Opening Remarks <i>Jean Singer, Conference Director</i>	2:15 p.m.	True Stories of the Illegal Arms Trade The U.S. Government’s operation to catch an arms dealer, and how he tried to beat the system. <i>(Government and Industry Speakers)</i>
9:15 a.m.	Partnering with Academia – ITAR Compliance and Universities Industry and University perspectives on addressing export requirements in University programs. <i>(DDTC, Industry and University Speakers)</i>	3:15 p.m.	Break
10:30 a.m.	Break	3:30 p.m.	US Exports of Defense Articles to Europe Understanding the application of the ITAR and new EU export regulations to defense trade in Europe. <i>(Industry Speakers)</i>
10:45 a.m.	ITAR Considerations when Working with Three Letter Agency Navigating the unique export considerations and requirements in classified programs. <i>(Government and Industry Speakers)</i>	4:30 p.m.	Q & A Session
11:45 a.m.	Q & A Session	5:00 p.m.	Conference Wrap Up and Adjourn
12:15 a.m.	Lunch		