

SOCIETY FOR INTERNATIONAL AFFAIRS

**2010 Winter
Defense Trade Licensing Conference**



***“Back to Basics”* Conference
and
“Where the Rubber Meets the Road”
Workshop**

22–23 February 2010

*Marriott San Antonio Rivercenter
101 Bowie Street
San Antonio, Texas 78205*

SERVING THE EXPORT COMMUNITY FOR OVER 40 YEARS

2010 Winter “Back to Basics” Defense Trade Licensing Conference

“Back to Basics” Conference: 22–23 February 2010

“Where the Rubber Meets the Road” Workshop: 24 February 2010

Marriott San Antonio Rivercenter, 101 Bowie Street, San Antonio, TX 78205

Attire for the conference is business casual.

TWO-DAY CONFERENCE ONLY REGISTRATION FEE

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

WORKSHOP ONLY REGISTRATION FEE

Conference Attendance Not Required to Attend One-day Workshop!

Non-Members – \$400; Members – \$350; Government – \$275 *Register early...seating is limited!*

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

Registration will open at 12PM EST on Thursday, 3 December 2009.

- 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, 8 February 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 8 February 2010.

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

Mail checks to: Society for International Affairs
Attn: Jill Garrison, 2010 Winter Basics Conf/Workshop
3 Kline Ct.
Stafford, VA 22556

HOTEL ACCOMMODATIONS

A block of rooms has been reserved at the **Marriott San Antonio Rivercenter** for the dates of the conference and workshop. The SIA room rate is **\$189 per night plus tax (single/double occupancy)**. Reservations may be made online through the link on the SIA’s Web site under the Winter Back to Basics Conference event or by contacting Reservations at 1-800-266-9432 (ask for the 2010 SIA Conference rate). The room block has been reserved until 30 January 2010, or until sold out, whichever occurs first.

GROUND TRANSPORTATION

Valet parking is \$33 per day and Self Parking is \$25 per day. Taxi service to and from the airport is approximately \$24 each way. SATTRANS Airport Shuttle is \$18 one way and \$32 round trip. Go to their Web site at <http://www.saairportshuttle.com/Default.htm> to download a \$2 off coupon.

2010 Winter “Back to Basics” Defense Trade Licensing Conference

This conference is an important first step to exporting defense articles and defense services. Newcomers to export licensing will be provided with a step-by-step guide to using the International Traffic in Arms Regulations (ITAR). Emphasis will be placed on the license application process and the requirements for submitting licenses to the Department of State, Directorate of Defense Trade Controls (DDTC) for review and approval. Attendees will become familiar with the various types of licenses, agreements, exemptions and their appropriate use. Government speakers will provide insight into the procedures and policies governing the export licensing process. Scenarios will be utilized to help illustrate these policies and procedures and how they are applied within the actual workplace. Ample time for questions will be included each day. Information from these sessions is not for publication. Recording devices may not be used. SIA members and participants must abide by the SIA Code of Conduct.

Speakers will include participants from US Government agencies such as the US Department of State’s Directorate of Defense Trade Controls (DDTC), Defense Technology Security Administration (DTSA) and members of the defense industry. **A special Roundtable Q&A Session with panelists and invited guests will be held on Day 2.**

On Wednesday following the Conference, SIA is offering a one-day licensing workshop, “Where the Rubber Meets the Road.” This is a hands-on workshop designed for people new to the field of export licensing. Through a program scenario and collaborative exercises, attendees will apply the ITAR to real export challenges in order to draft and submit various licensing and agreement requests.

SIA President:	Barbara Clark, Orbital Sciences Corporation
Board Liaison:	Blount Stewart, Goodrich Corporation
Conference Director:	Alfred Furr, BAE Systems
Conference Committee Chairs:	Speaker: Anna Magoulas, ITT Corporation Hotel: Debbie Shaffer, Southwest Research Institute Audio/Visual: Cecilia Emmanuel, DRS Technologies Publications: Kristin Anderson, Elbit Systems of America, LLC Registration: Jill Garrison, SIA
Workshop Director:	Jeff Sammon, DRS Technologies

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.

2010 Winter “Back to Basics” Defense Trade Licensing Conference

“Back to Basics”

Understanding the Basics of Defense Trade Licensing & Compliance

Note: All speaker comments are off-the-record and not for public release.

DAY ONE — Monday, 22 February 2010

7:00 a.m.	Registration & Continental Breakfast	1:00 p.m.	Licenses - Preparation & Review Process (cont'd) <i>(Yolanda Gantlin, DDTC; Ken Oukrop, D TSA; and Flory Ellis, Northrop Grumman)</i>
8:00 a.m.	Opening Remarks <i>Barbara Clark, President, SLA</i> <i>Alfred Furr s, Conference Director</i>	2:45 p.m.	Break
8:15 a.m.	Basics: The Who, What, When, Where, Why & How of Defense Trade Licensing & Compliance <i>(Angela Brown, DDTC; Ken Oukrop, D TSA; and Gregory Creeser, ITC Strategies)</i>	3:00 p.m.	Customs, Shipping & Recordkeeping Basics <i>(Michael Utchell, DRS Technologies and Marc Binder, ITC Strategies)</i>
9:45 a.m.	Break	4:00 p.m.	Q&A Session <i>(Day One Afternoon Panels)</i>
10:00 a.m.	Licenses – Preparation & Review Process <i>(Yolanda Gantlin, DDTC; Ken Oukrop, D TSA; and Flory Ellis, Northrop Grumman)</i>	4:30 p.m.	A Day in the Life... <i>(Greg Creeser, ITC Strategies and Jorge Canovas, Raytheon Corporation)</i>
11:30 a.m.	Q&A Session <i>(Day One Morning Panels)</i>	5:00 p.m.	Day One – Closing Remarks
12:00 NOON	Lunch	5:15 p.m.	Conference Adjourns
		5:30 p.m.	Hosted Reception

DAY TWO — Tuesday, 23 February 2010

7:30 a.m.	Continental Breakfast	1:15 p.m.	Exemptions <i>(Terry Davis, DDTC and Debi Davis, Goodrich Corporation)</i>
8:30 a.m.	Opening Remarks <i>Alfred Furr s, Conference Director</i>	2:15 p.m.	DDTC Compliance Requirements <i>(Kyle Ballard, DDTC Compliance)</i>
8:45 a.m.	Agreements & Amendments – Preparation & Review Process <i>(Maj. Kristofer E. Eggehorn, DDTC; Ken Oukrop, D TSA; and Sol Brody, BAE Systems)</i>	3:15 p.m.	Break
10:30 a.m.	Break	3:30 p.m.	Company Compliance Programs–Management Commitment/Responsibilities of Export Personnel <i>(Robert Vander Lugt, Northrop Grumman and Candace Miller, BAE Systems)</i>
10:45 a.m.	Agreements & Amendments – Preparation & Review Process (cont'd) <i>(Maj. Kristofer E. Eggehorn, DDTC; Ken Oukrop, D TSA; and Sol Brody, BAE Systems)</i>	4:30 p.m.	Q&A Session <i>(Day Two Afternoon Panels)</i>
11:45 a.m.	Q&A Session <i>(Day Two Morning Panels)</i>	5:00 p.m.	Conference Wrap-Up/Adjourn
12:15 p.m.	Lunch	5:30 - 7:00 p.m.	Meet & Greet Roundtables: Open Q&A Session with Panelists and Invited Guests <i>(Open only to Conference Registrants)</i>

DAY THREE — “Where the Rubber Meets the Road” Workshop — Wednesday, 24 February 2010

7:30 a.m.	Continental Breakfast	12:15 p.m.	Lunch
8:30 a.m.	Opening Remarks & Introduction <i>Jeff Sammon, Workshop Director</i>	1:15 p.m.	Phase III: Program Modification <i>(1:15 Group Exercise)</i> <i>(2:00 Review & Discuss)</i>
8:45 a.m.	Phase I: Marketing <i>(8:45 Group Exercise)</i> <i>(9:30 Review & Discuss)</i>	2:30 p.m.	Phase IV: Program Licensing <i>(Group Exercise)</i>
10:00 a.m.	Break	3:15 p.m.	Break
10:15 a.m.	Phase II: Program <i>(10:15 Group Exercise)</i> <i>(11:15 Review & Discuss)</i>	3:30 p.m.	Phase IV: Program Licensing (cont'd) <i>(Review & Discuss)</i>
		4:30 p.m.	Workshop Adjourn