

# 2012 Winter Defense Trade Export Licensing Conference

## 2012 Winter “Back to Basics” Conference

This conference is an important first step to exporting defense articles and defense services. This conference is ideal for newcomers (less than 5 years of experience) to export licensing, as they 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 for review and approval.

Attendees will become familiar with the various types of licenses and agreements and their appropriate use. Government speakers will provide insight into the procedures and policies governing the export licensing process. A hands-on exercise 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Information from these sessions is not for publication.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) and 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.*

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Additional information about SIA is available at  
[www.siaed.org](http://www.siaed.org)

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## 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.

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**SIA President:** Barbara Clark, Orbital Sciences Corporation

**Board Liaison:** Dave Burkle, Finmeccanica North America

**Conference Director:** John Perser, L-3 Communications

**Conference Committee Chairs:** Speaker: Suzanne Kao, Huffman Riley Kao PLLC

Hotel: Margaret Tempchin, Orbital Sciences Corporation

Audio/Visual: Marcie Jowers, Huntington Ingalls

Publications: Sol Brody, Raytheon Company

Registration: Jill Garrison, SIA

# 2012 Winter Defense Trade Export Licensing Conference

## 2012 Winter Back To Basics Defense Trade Export Licensing Conference February 27–29, 2012



Hilton El Conquistador  
10000 North Oracle Road  
Tucson, AZ 85704

Attire for the conference is business casual.

### CONFERENCE REGISTRATION FEE

Non-Members ..... \$1,100  
Members ..... \$950  
Government ..... \$725

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

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

Registration will open 18 November 2011

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 Friday, February 17, 2012 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 February 17, 2012.

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

**Mail checks to:**  
Society for International Affairs  
Attn: Jill Garrison  
2012 Winter Basics Conference  
3 Kline Court  
Stafford, VA 22556

### HOTEL ACCOMMODATIONS

A block of rooms has been reserved at the Hilton El Conquistador for the dates of the conference. The SIA room rate is \$158.75 per night plus tax (single/double occupancy).

Reservations may be made online through the link on SIA's website under the 2012 Winter Back to Basics Conference or by contacting Reservations at 1-800-325-7832 (ask for the 2012 SIA Conference rate).

*The room block has been reserved until Friday, February 3, 2012, or until sold out, whichever occurs first.*

### GROUND TRANSPORTATION

SIA has posted on the website under the "2012 Winter Back to Basics Conference" a document that provides all transportation options and costs. If you choose to make arrangements through the Hilton for Transportation, you will need to download the transportation form on the website and email it to Ann Bridges (contact information is on the form). The resort offers complimentary self parking and valet parking is \$11/day.

# 2012 Winter Defense Trade Export Licensing Conference

## Back to Basics: Understanding the Basics of Defense Trade Licensing & Compliance

### DAY ONE – Monday, February 27, 2012

- 7:00 AM Registration & Continental Breakfast
- 8:00 AM **Opening Remarks**  
*Barbara Clark, President, SIA*  
*John Perser, Conference Director*
- 8:15 AM **Overview of Export Control Regimes & Regulations** (DDTC, DTSA, Industry)
- 9:15 AM **Commodity Jurisdiction** (DDTC, DTSA, Industry)
- 10:00 AM Break
- 10:15 AM **Commodity Jurisdiction** (continued)
- 11:00 AM **Registration** (DDTC Compliance)
- 12:00 PM **Q&A Session** (Day 1 Morning Panels)
- 12:30 PM Lunch
- 1:30 PM **Key Definitions, Concepts and Provisions of the ITAR** (DDTC, Industry)
- 3:30 PM Break
- 3:45 PM **DTC Compliance** (DDTC)
- 4:30 PM **Q&A Session** (Day 1 Afternoon Panels)
- 5:00 PM **Conference Adjourns**
- 5:00 PM **Hosted Reception**
- 7:00 PM

### DAY TWO – Tuesday, February 28, 2012

- 7:30 AM Continental Breakfast
- 8:30 AM **Opening Remarks**  
*John Perser, Conference Director*
- 8:45 AM **Licenses – Preparation, Review, Implementation & Exercise**  
(DDTC, DTSA, Industry)
- 10:30 AM Break
- 10:45 AM **Licenses – Preparation, Review, Implementation & Exercise** (continued)
- 12:15 PM Lunch
- 1:15 PM **Licenses – Preparation, Review, Implementation & Exercise** (continued)
- 3:00 PM Break
- 3:15 PM **License Exemptions** (DDTC, Industry)
- 3:45 PM **Exporting/Importing** (Industry)
- 4:45 PM **Q&A Session** (Day 2 Afternoon Panels)
- 5:15 PM **Conference Adjourn**  
*John Perser, Conference Director*
- 5:15 PM **Meet the Speakers**  
(Round table discussions, open Q&A)

### DAY THREE – Wednesday, February 29, 2012

- 7:30 AM Continental Breakfast
- 8:30 AM **Opening Remarks & Introduction**  
*John Perser, Conference Director*
- 8:45 AM **Agreements – Preparation, Review, Implementation & Exercise**  
(DDTC, DTSA, Industry)
- 10:30 AM Break
- 10:45 AM **Agreements – Preparation, Review, Implementation & Exercise** (continued)
- 12:15 PM Lunch
- 1:15 PM **Agreements – Preparation, Review, Implementation & Exercise** (continued)
- 3:00 PM Break
- 3:15 PM **Technical Data and Defense Services Exemptions** (DDTC and Industry)
- 3:45 PM **Company Compliance Programs** (Industry)
- 4:45 PM **Q&A Session** (Day 3 Afternoon Panels)
- 5:15 PM **Conference Wrap-up / Adjourn**  
*John Perser, Conference Director*