

# 2021 WINTER *VIRTUAL* BACK TO BASICS

INTERNATIONAL TRADE EXPORT LICENSING  
& COMPLIANCE CONFERENCE

**February 22 – 26, 2021**

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



# International Trade Export Licensing & Compliance Conference

ONLINE | FEBRUARY 22-26, 2021

This conference is an important first step to exporting articles on the United States Munitions List (USML) and the Commerce Control List (CCL) and the associated defense services and technology. 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) and the Export Administration Regulations (EAR). 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) as well as to the Department of Commerce, Bureau of Industry and Security (BIS) for review and approval. Attendees will become familiar with the various types of licenses, agreements, exemptions and exceptions and the requirements and conditions associated

with each. U.S. Government (USG) speakers will provide insight into the procedures and policies governing the export licensing process. Ample time for questions will be included each day. In addition, a special Roundtable Q&A Session with panelists and invited guests will be held at the conclusion of each day. The Conference will integrate hands-on workshops with practical transaction scenarios and corresponding licensing/agreements/exemption/exception exercises. These exercises will give attendees the opportunity to apply what they have learned while USG experts and defense industry peers are close at hand to answer questions and provide guidance. Speakers will include participants from USG agencies such as DDTC, Defense Technology Security Administration (DTSA), BIS, and members of the defense industry.

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SIA PRESIDENT:

**Marc Binder**, International Trade Compliance Strategies

BOARD LIAISON:

**Lisette Hendriksen**, BAE Systems

CONFERENCE DIRECTOR:

**Melissa Kelsey**, Northrop Grumman Space Systems

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Conference information and registration at [siaed.org/event-3997705](https://siaed.org/event-3997705)

## CONFERENCE REGISTRATION FEE

Non-Members .... \$750  
Members..... \$500  
Government..... \$300

**Online registration is required.**

**The registration site is  
[siaed.org/event-3997705](http://siaed.org/event-3997705)**

**SIA accepts payment by  
credit card or check.**

Attendees are responsible for making their own event registration. Registration must be guaranteed with a major credit card or check.

**CUT-OFF DATE:** Cutoff date for reservations must be completed on or before, 5:00 PM EDT, Friday, February 12, 2021.

**Please make checks payable to:**

Society for International Affairs or "SIA"

*Please inform [ScottGarrison@siaed.org](mailto:ScottGarrison@siaed.org)  
if you are paying by check.*

**Mail checks to:**

Society for International Affairs  
Attn: 2021 Winter Conference  
P.O. Box 9466  
Arlington, VA 22219

Conference information  
and registration at:

**[siaed.org/event-3997705](http://siaed.org/event-3997705)**

## CANCELLATION POLICY

Cancellations may be transferred to a current Event or a refund will be issued minus the \$35.00 cancellation fee.

Notice of cancellation must be by email or phone. Please contact our Business Manager, Scott Garrison, [scottgarrison@siaed.org](mailto:scottgarrison@siaed.org) or 703-946-5683.

### REFUND REQUESTS AS A RESULT OF TECHNICAL ISSUES:

***It is the responsibility of the attendee to confirm system requirements and test their computers prior to the start of the webinar.***

If a technical failure at the attendee's home or workplace prevents access to the live webinar, refunds will not be made. Please log into the event 30 minutes prior to the start time.



### SIA PROGRAMS QUALIFICATION FOR CLE/CPE CREDITS

SIA Conferences and Seminars may qualify for Continuing Legal Education (CLE) or Continuing Professional Education (CPE) Credits, depending upon the specific jurisdictional requirements. Please check your local jurisdiction.

## 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 seminars 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 membership is available at [www.siaed.org](http://www.siaed.org).

## Monday, February 22, 2021

### OPENING REMARKS: 1:00 PM – 1:10 PM ET

*Marc Binder*, International Trade Compliance Strategies, SIA President  
*Melissa Kelsey*, Northrop Grumman Space Systems, SIA Conference Director

### SESSION ONE: 1:00 PM – 1:55 PM ET

#### Overview of Export Control Regimes & Regulations Panel

*Marc Binder*, International Trade Compliance Strategies  
*Tom Donovan*, Northrop Grumman Corporation

This Panel will provide a basic overview of U.S. Export Control Regimes and Regulations. Attendees will be introduced to the International Traffic in Arms Regulations (ITAR) and the Export Administration Regulations (EAR). The panel will discuss the various government agencies that oversee the regulations. General concepts on jurisdiction determination and 600 series will be introduced. Key definitions found in the regulations will be discussed to include defense articles, export, release, U.S. person, and technical data.

### SESSION TWO: 2:00 PM – 4:00 PM ET

#### Commodity Jurisdiction and Classification Panel

*Candace M. J. Goforth*, Goforth Trade Advisors LLC  
*Nick Memos*, Office of Defense Trade Controls Policy, Directorate of Defense Trade Controls  
*Jeff Leitz*, BIS/MCD, Munitions Controls Division, Bureau of Industry and Security  
*Rob DeSilva and Dara Sanders*, Licensing Directorate-Munitions Division, Defense Technology Security Administration

Before you can export, you must determine which regulation (ITAR or EAR) applies to the product or technology. Determination of the “jurisdiction” is the first critical step. Next you must determine the applicable export “classification”—either US Munitions List (USML) category or Export Control Classification Number (ECCN). This panel will address the process to make a self-determination on jurisdiction and classification. It will address the specially designed criteria. The process to submit and obtain a Commodity Jurisdiction determination will be covered to support companies that cannot make a self-determination.

#### Jurisdiction/Classification Scenario Review

*Led by Speakers*

### Q&A SESSION: 4:00 PM – 5:00 PM ET

*DDTC, BIS, DTSA, Industry speakers*

## Tuesday, February 23, 2021

### OPENING REMARKS: 1:00 PM – 1:10 PM ET

*Marc Binder*, International Trade Compliance Strategies, SIA President  
*Melissa Kelsey*, Northrop Grumman Space Systems, SIA Conference Director

### SESSION THREE: 1:10 PM – 2:10 PM ET

#### Getting Started with DECCS

*Meredith Carlton and Paul Metzger*, Directorate of Defense Trade Controls

This Panel will provide Guidance on how to submit a license to the government using DECCS and how to track a case will be discussed.

### SESSION FOUR: 2:20 PM – 4:20 PM ET

#### ITAR Licensing Panel

*Cynthia Keefer*, BAE Systems, Inc.  
*David Cavey*, Office of Defense Trade Controls Licensing

This Panel will provide a roadmap for the complex ITAR licensing process and help you identify what type of license is needed for a particular transaction. This panel will address DSP-5, DSP-73, DSP-61, DSP-85 and all supporting amendments. Attendees will learn the types of supporting documentation required to submit with each license type. Advice and tips will be provided on what the US Government regulator is looking for in an application.

Guidance on how to submit a license to the government using DECCS and how to track a case will be discussed.

#### ITAR License Scenario Review

*Led by Speakers*

### Q&A SESSION: 4:20 PM – 5:00 PM ET

*DDTC, Industry speakers*

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## JOIN US ONLINE!

Conference information and registration at  
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## Wednesday, February 24, 2021

### OPENING REMARKS: 1:00 PM – 1:10 PM ET

*Marc Binder*, International Trade Compliance Strategies, SIA President  
*Melissa Kelsey*, Northrop Grumman Space Systems, SIA Conference Director

### SESSION FIVE: 1:10 PM – 3:10 PM ET

#### ITAR Agreements–Overview, Preparation and Best Practices

*Barbara Clark*, Northrop Grumman Corporation  
*David Elizondo/Brian Jones*, Office of Defense Trade Controls Licensing

This Panel will explain Technical Assistance Agreements (TAA), Manufacturing Licensing Agreements (MLA), and Warehouse and Distribution Agreements (WDA)— when you need them, how to prepare, and helpful best practices to ensure success. Key areas will include the preparation of the transmittal letter and agreement, managing provisos, congressional notification, and general maintenance of an agreement. In addition, this panel will address the submission of licenses in furtherance of agreements.

#### ITAR TAA Scenario Review

*Led by Speakers*

### SESSION SIX: 3:20 PM – 4:15 PM ET

#### ITAR Exemptions

*Sandra Cross*, Huntington Ingalls Industries

The ITAR provides “Exemptions” from the requirement for an export license. This presentation will help you identify the various exemptions available, and when and how to use them. Exemptions will cover the exportation of defense articles, technical data and the provision of defense services and will cover ITAR sections 123, 124, 125 and 126

#### Jurisdiction/Classification Scenario Review

*Led by Speakers*

### Q&A SESSION: 4:15 PM – 5:00 PM ET

*DDTC-L Industry speakers*

## Thursday, February 25, 2021

### OPENING REMARKS: 1:00 PM – 1:10 PM ET

*Marc Binder*, International Trade Compliance Strategies, SIA President  
*Melissa Kelsey*, Northrop Grumman Space Systems, SIA Conference Director

### SESSION SEVEN: 1:10 PM – 1:40 PM ET

#### DTSA Review Panel

*CDR Ramos and Laura Hays*, Defense Technology Security Administration

The Defense Technology Security Administration (DTSA) will explain their critical role in the export license review and approval process. DTSA reviewers include both technical and policy experts. This panel will explain what information is necessary on your license submittals to obtain success.

### SESSION EIGHT: 1:50 PM – 4:15 PM ET *(break from 3:00 PM – 3:10 PM)*

#### EAR Licensing/Exceptions Panel

*Suzanne Kao*, Deloitte  
*Karen DiBenedetto*, Munitions Control Division, Bureau of Industry and Security  
*Bruce O’Cain and Greg Smoak*, Defense Technology Security Administration

The EAR controls the export of certain dual-use and military items. This panel will provide an overview of EAR Licensing requirements and EAR Exceptions that may be used in lieu of an export license. Specifically, it will cover the structure of the Commerce Control List (CCL) and corresponding Export Classification Control Numbers (ECCN), the 10 General Prohibitions, de minimis, making a license determination, No License Required exports, and EAR licensing exceptions.

#### EAR License/Exemption Scenario Review

*Led by Speakers*

### Q&A SESSION: 4:15 PM – 5:00 PM ET

*BIS, DTSA, Industry speakers*

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Conference information and registration at  
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## Friday, February 26, 2021

### OPENING REMARKS: 1:00 PM – 1:10 PM ET

*Marc Binder*, International Trade Compliance Strategies, SIA President

*Melissa Kelsey*, Northrop Grumman Space Systems, SIA Conference Director

### SESSION NINE: 1:10 PM – 2:40 PM ET

#### Got your license... now what?

*Marc Binder*, International Trade Compliance Strategies

*Glenda Bass*, Siemens Government Technologies, Inc.

This panel will address the Foreign Trade Regulations (FTR) and the various regulatory steps required when shipping tangible items. Specifically, the attendees will learn about the destination control statements of the ITAR and EAR and how to manage export shipments. The panel will cover the Automated Export System (AES) and how best to deal with U.S. Customs.

### SESSION TEN: 2:55 PM – 4:25 PM ET

#### Trade Compliance Program/Disclosures and Enforcement

*Jennifer Weinel*, Northrop Grumman Corporation

*David Jackson*, Office of Defense Trade Controls Compliance

*Orestes Theocharides*, Export Management and Compliance Division, Office of Exporter Services, Bureau of Industry and Security

This Panel will focus on Trade Compliance Programs and what your company needs to do to implement an effective one, to include monitoring and identification of violations and an overview of the Voluntary Disclosure process. Attendees will learn about key elements of a Compliance Program to include Management Commitment, recordkeeping, policies, procedures, training, and monitoring. The panel will address the synergies between complying with the ITAR and the EAR.

### Q&A SESSION: 4:25 PM – 5:00 PM ET

*DDTC, BIS, Industry speakers*



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