



# SIA 2017 Fall International Trade Export Licensing & Compliance Conference

## 50 Years and Counting

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

Crystal Gateway Marriott | Arlington, Virginia

**October 23–24, 2017**

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Complying with U.S. export regulations is a major challenge in industry today. Over the two days, discussions will focus on Defense Trade in U.S. Foreign Policy, OFAC, Foreign Military Sales, and a deep dive into complex compliance and enforcement matters.

This conference will provide insight from U.S. Government officials, in concert with experienced industry leaders, on U.S. export controls to provide effective techniques and insight for improving your compliance program.

Staying up to date with export policy and sanctions regulations and revisiting complex compliance and enforcement are key to Export Compliance Professionals roles to support your company's international business.

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

**Board Liaison:** Jean Singer Rosch, JSR Consulting

**Conference Director:** Glenda Bass, Siemens Government Technologies, Inc.

**Conference Committee Chairs:** Speakers: Steve Hensley, Lockheed Martin Corporation  
Chad Leezer, UTC Aerospace Systems

Hotel: Jackie Liles-McGhee, BAE Systems, Inc.

Publications: Whitney Griffin, Northrop Grumman Corporation

Audio/Visual: Nora Moriarty, Raytheon Company

Registration: Jill Garrison, SIA

## CONFERENCE REGISTRATION FEE

Non-Members .... \$800  
Members ..... \$700  
Government ..... \$525

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

**Cancellation Policy:** Cancellations must be received by Friday, October 13, 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 Friday, October 13, 2017.*

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

**Mail checks to:**  
SIA  
Jill Garrison  
Attn: 2017 Fall Conference  
95 Delphinium Way  
Stafford, VA 22556

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

## HOTEL ACCOMMODATIONS

**Crystal Gateway Marriott**  
1700 Jefferson Davis Highway  
Arlington, VA 22202

A block of rooms has been reserved at the **Crystal Gateway Marriott** for the dates of the conference. The SIA room rate is \$244 per night plus tax (single/double occupancy). Reservations may be made online through the link on SIA’s website under the 2017 Fall Conference or by contacting Reservations at 1-800-228-9290 or 703-920-3230 (ask for the 2017 SIA Conference rate).

***The room block has been reserved until Saturday, September 30, 2017, or until sold out, whichever occurs first.***

## GROUND TRANSPORTATION

Taxi and Super Shuttle to/from Reagan National, Dulles and BWI: Information at [www.marriott.com/hotels/maps/travel/wasgw-crystal-gateway-marriott/#m-parking-section](http://www.marriott.com/hotels/maps/travel/wasgw-crystal-gateway-marriott/#m-parking-section)

Complimentary Hotel Shuttle: Available to/from Reagan National Airport.

Onsite Parking: Self Parking is \$29/day and Valet Parking is \$34/day.

Crystal City Metro Station: Enter hotel through the underground entrance

Attire for the conference is business.

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

## 50 Years and Counting

### PRE-REGISTRATION – Sunday, October 22, 2017

5:30–6:30 PM Pre-Registration

### DAY ONE – Monday, October 23, 2017

7:00 AM Registration & Continental Breakfast

#### 8:00 AM Opening Remarks

*Jennifer K. Weinel, Northrop Grumman Corporation, SIA President*  
*Glenda Bass, Siemens Government Technologies, Inc., Conference Director*

#### 8:15 AM Keynote Panel

*Brian Nilsson, Deputy Assistant Secretary, Defense Trade Controls*  
*Beth M. McCormick, Director, Defense Technology Security Administration*  
*Matthew Borman, Deputy Assistant Secretary, Export Administration, Bureau of Industry and Security*

#### 9:15 AM Defense Trade in U.S. Foreign Policy

*Nate Young, Bureau of Political-Military Affairs, Office of Defense Trade Controls Licensing*  
*CDR Jeff Sizemore, Bureau of Democracy, Human Rights and Labor, Office of Security and Human Rights*  
*Narra Geisinger, Bureau of European and Eurasian Affairs, Office of Policy and Regional Affairs*  
*Matthew Giles, Bureau of Political-Military Affairs, Office of Regional Security and Arms Transfers*

- How defense trade license reviews fit into broader U.S. foreign policy decision-making at State Department
- How U.S. foreign policy affects license adjudication
- Latest Conventional Arms Transfer (CAT) Policy (or PPD-27) and how it applies to USML licenses

10:30 AM Break

#### 11:00 AM Foreign Military Sales & Third Party Transfers / Re-Transfer Process

*Sue Plant, Bureau of Political Military Affairs, Regional Security and Arms*  
*Ken Comer, Bureau of Political Military Affairs, Regional Security and Arms Transfers*  
*Todd Hughes, Defense Security Cooperation Agency*  
*Terry Davis, Acting Director, Office of Defense Trade Controls Licensing*

- What is a pseudo case and what are licensing requirements?
- FMS Shipping practices
- Third Party Transfers vs. §123.9 and procedural requirements

12:00 PM Lunch

#### 1:00 PM Office of Foreign Assets Control (OFAC) Licensing Requirements and Sanctions

*Misha Heller, Office of Foreign Assets Control, U.S. Department of the Treasury*

*Sean Kane, Hughes Hubbard & Reed LLP*

- OFAC Licensing
- General survey/update on OFAC requirements and sanctions
- Scenarios and how industry navigates/complies

#### 2:30 PM Brokering

*Simon Davidson-Hood, Office of Defense Trade Controls Policy*

- Is it Brokering? Scenarios created from Advisory Opinions to help you make the determination.

3:15 PM Break

#### 3:45 PM Rollout Plan for the Defense Export Control and Compliance System (DECCS)

*Karen Wrege, Chief Information Officer, Directorate of Defense Trade Controls*

- The upcoming roll-out of the DECCS

#### 4:15 PM Customs Compliance

*Julie Parks, Raytheon Company*

*Marc Binder, International Trade Compliance Strategies*

- License automation, integration of import operations among stakeholders, end-to-end compliance, related companies, and global management of customs compliance

#### 5:00 PM Adjourn

#### 5:15 PM Hosted 50th Year Anniversary Reception –7:15PM

Each panel will be followed by a Q&A session.

## 50 Years and Counting

### DAY TWO – Tuesday, October 24, 2017

7:30 AM Continental Breakfast

#### 8:30 AM Opening Remarks

*Glenda Bass, Siemens Government Technologies, Inc., Conference Director*

#### 8:35 AM Compliance: How do you know you're good at it? And, what's "good"?

*David Ring, Wiggin and Dana*

*Brian Snelson, Esterline Corporation*

*Paul Lacombe, Office of Defense Trade Controls Compliance*

*Chandler Leonard, Office of Defense Trade Controls Compliance*

- A Special Compliance Officer, Internal Special Compliance Officer, and Auditor will share findings and process improvements under Consent Agreements.

10:00 AM Break

#### 10:30 AM Compliance: Root Cause Analysis Techniques

*David Bueker, UTC Aerospace Systems*

*David Ring, Wiggin and Dana*

*David Hardin, Raytheon Company*

- Real world scenarios and application of techniques for determining root cause and how to incorporate into voluntary disclosures

12:00 PM Lunch

#### 1:00 PM Export Enforcement Coordination Center (E2C2)

*Todd Willis, Deputy Director, E2C2, U.S. Department of Commerce*

*Roger Baranski, Deputy Director, E2C2, U.S. Customs and Border Protection*

*Greg Concepcion, Deputy Director for Operations, E2C2, Federal Bureau of Investigation*

*Michael Ronayne, Unit Chief, Counter-Proliferation Investigations Unit, National Security Investigations Division, Homeland Security Investigations, U.S. Department of Homeland Security*

- Panel overview of the establishment/mission of E2C2, with focus on casework, investigations and enforcement
- Excerpt from "Made In America: Defending Our Technology"<sup>1</sup> and "CRACK99: Defense Secrets for Sale"<sup>2</sup>

2:30 PM Break

#### 3:00 PM Establishing a Compliant IT Landscape

*Matt Henson, Trade Collaboration Engine*

*Jonathan Priganc, RUAG Space USA*

*Scott Edwards, Summit 7 Systems*

- To address modern day export cyber compliance challenges, trade compliance practitioners must have an understanding of basic IT concepts. This panel will explain basic IT concepts for the Trade Compliance practitioners, describing how to establish a compliant IT Landscape (networks, infrastructure, applications, and administration).

#### 4:00 PM Sustaining a Compliant IT Landscape

*Matt Henson, Trade Collaboration Engine*

*Jonathan Priganc, RUAG Space USA*

*Scott Edwards, Summit 7 Systems*

- Establishing a compliant IT landscape is the easy part. Ensuring the landscape remains compliant is much more difficult. How does one ensure compliance is maintained? This panel will describe the IT capabilities the trade compliance community needs to ensure Export Controlled Data is identified, controlled, and tracked within an IT landscape.

#### 5:00 PM Adjourn

<sup>1</sup> A production of the FBI Counterintelligence Division in collaboration with the National CounterIntelligence and Security Center and FBI Counterespionage Section Strategic Partnership Unit, FBI Academy TV Studio, Quantico, VA, and Rocket Media Group, LLC.

<sup>2</sup> From the CNN Original Series, "Declassified: Untold Stories of American Spies," produced by All3Media America. Used with permission.

Each panel will be followed by a Q&A session.