

BUREAU OF INDUSTRY AND SECURITY: How to Develop an Export Management and Compliance Program / Technology Controls

Seminar Series in Detroit, MI
May 13th & 14th, 2015



CONDUCTED BY THE U.S. DEPARTMENT
OF COMMERCE
BUREAU OF INDUSTRY AND SECURITY

ORGANIZED BY EAST MICHIGAN DISTRICT EXPORT COUNCIL

During the two-day program, you will learn first-hand from senior U.S. Government officials about the elements of an effective export compliance program as well as the current issues and trends in export control policies, regulations, enforcement and practices. Both days will include networking opportunities, offering you the chance to mingle and discuss issues of concern with BIS presenters and fellow participants.

PART 1: HOW TO DEVELOP AN EXPORT MANAGEMENT AND COMPLIANCE PROGRAM (MAY 13TH)

For the first time ever, we are pleased to bring in the actual BIS officials from Washington DC who oversee export compliance programs. This is a follow up to and different program from last year's successful program covering export controls.

Learn from the experts the nut and bolts of creating an effective program including the insights and details that only true insiders can provide.

Just by attending, your company is taking a step toward showing that it takes the Export Compliance Management Program seriously. This step alone might mitigate penalties should an export licensing violation occur.

PART 2: TECHNOLOGY CONTROLS (MAY 14TH)

This full day program offers a comprehensive review of compliance related to U.S. export and re-export controls of technology and software. Discussion will focus on the regulatory requirements relating to technology and software; the kinds of technology and software subject to the Export Administration Regulations (EAR); how to determine the Export Control Classification Number; what license exceptions are available; and the unique application requirements of technology and software. BIS technical and policy specialists will also discuss important export control issues that may arise in the employment of foreign nationals, and also for foreign items incorporating, or produced from, controlled U.S. origin software and technology.

WHO SHOULD ATTEND:

All exporters, compliance officers, all types of engineers including software, electrical, mechanical, design, chemical, metallurgical, aerospace and automotive, trade lawyers, intellectual property lawyers, financial service providers and accounts involved in international business, human resources staff responsible for overseeing hiring of permanent staff, part-time staff and interns, freight forwarders and logistics professionals, university officials overseeing licensing and technology exchanges or international student exchange programs and anyone else impacted by export control regulations.

NCBFAA CREDIT

This course has been approved for NEI Continued Learning Credits by The National Customs Brokers & Forwarders Association of America (NCBFAA).

Day 1: Export Management & Compliance Program:

6.5 Credits

Day 2: Technology Controls:

6.5 credits

NASBITE CREDIT

This course has been approved for CGBP recertification credits (CEUs) by NASBITE International.

Day 1: Export Management & Compliance Program:

6 NASBITE CEU's credits

Day 2: Technology Controls:

6 NASBITE CEU's credits

CSCB CREDIT

This course has been approved for CCS and CTCS Points through the Canadian Society of Customs Brokers

Day 1: Export Management & Compliance Program:

5 CCS/CTCS points

Day 2: Technology Controls:

5 CCS/CTCS points

VENUE:

The Federal Reserve Building
1600 East Warren Avenue
Detroit, MI 48207



FOR MORE INFORMATION OR TO REGISTER ONLINE:

www.eastmichigandec.org

PLEASE NOTE THAT THE HOW TO DEVELOP AN EXPORT MANAGEMENT AND COMPLIANCE PROGRAM AND THE TECHNOLOGY AND SOFTWARE PROGRAM WILL BE AVAILABLE EITHER AS STAND-ALONE PROGRAMS OR AS PART OF A COMBINATION PACKAGE.

PART 1: HOW TO DEVELOP AN EXPORT MANAGEMENT & COMPLIANCE PROGRAM **MAY 13, 2015**

What an EMCP can do:

- Provide compliance safeguards throughout a company's supply chain to ensure consistent export decisions and order processing, and through due diligence.
- Serve as a vehicle to communicate red flag indicators that raise questions about the legitimacy of a customer or transaction.
- Protect employees through training and awareness programs from inadvertently violating the EAR.
- Lessen the impact for non-compliance by showing that your company has made a good faith effort at a bona fide export compliance program.

An official USDOC/BIS "Certificate of Training" will be issued upon completion of this program.

PART 2: TECHNOLOGY CONTROLS **MAY 14, 2015**

This program is being offered by the Bureau of Industry and Security for the first time in over a decade. Given the sophistication of many products, your company may well be subject to these regulations.

In today's fast changing business world, every company is a technology company. You may not think that you are exporting technology but be surprised to find out that you are. This intermediate level program will offer a comprehensive look at how to comply with the U.S. export and re-export controls relating to technology and software.

There will be Q&A opportunities and opportunities at breaks for attendees to ask the government presenters questions concerning their specific corporation export compliance problems.

An official USDOC/BIS "Certificate of Training" will be issued upon completion of this program.

ABOUT EAST MICHIGAN DISTRICT EXPORT COUNCIL

The non-profit East Michigan District Export Council (EMDEC) continues to offer the top rated international business and trade business programs in the Great Lakes Region. We offer courses ranging from Export University 101 for newcomers to the exporting world all the way to courses on complex matters of international trade presented by the top educators in the nation. In each case, you receive content-rich, hands-on, practical, actionable information that allows you to immediately save our company money, while providing you with up-to-date intelligence and skills to propel your career in one or more aspects of international trade and business. Our non-profit status means that your education is our primary objective.

DID YOU KNOW?

- ➔ Most products exported from the U.S are subject to export administration regulations (EAR). Some products also require a license to be exported. These requirements depend on several factors: the actual item being exported, where it is going, who is going to use it, and what they will be using it for.
- ➔ The regulations are complex to navigate and involve multiple agencies of the U.S. government including agencies in the Department of Commerce, the Treasury Department, and the State Department.
- ➔ The regulations have just undergone the most significant changes in over 20 years. So, even those familiar with the regulations will need to learn how these wide-reaching changes impact their company.
- ➔ Responsibility for export compliance rests with the exporter. There are significant administrative and criminal penalties for violations of these regulations including fines, imprisonment of up to ten years, seizure/forfeiture of goods, and denial of export privileges.

REGISTRATION FORM

Registration Policies:

- ✓ **Save \$55** – Register for the full, 2-day seminar
- ✓ All registrations must be received by **May 10, 2015**.
- ✓ No refunds can be issued after May 10, 2015.
- ✓ Please use this form only if you wish to mail a check for payment. To pay with a credit card, please visit our website and register online.
- ✓ Discounts are available for 5 or more attendees from the same company. Contact info@eastmichigandec.org for additional info.
- ✓ Registration fee includes breakfast and lunch for each day, and all training materials.
- ✓ This course has been approved for NEI Continued Learning Credits by NCBFAA.

May 13: 6.5 Credits Only

May 14: 6.5 Credits Only

- ✓ This course has been approved for CGBP recertification credits by NASBITE International.

May 13: 6 CEU's credits

May 14: 6 CEU's credits

- ✓ This course has been approved for CCS & CTCS points by the Canadian Society of Customs Brokers.

May 13: 5 points

May 14: 5 points

If you have additional questions, please contact info@eastmichigandec.org

Phone: (844) 9-EXPORT

ATTENDEE INFORMATION

First Name: _____

Last Name: _____

Email: _____

Title: _____

Company: _____

Address: _____

City: _____

State: _____

Zip/Postal Code: _____

Phone: _____

Fax: _____

Dietary Restrictions: _____

REGISTRATION OPTIONS

_____ \$275 - Part 1 Only (May 13)

_____ \$275 - Part 2 Only (May 14)

_____ \$495 - Both Parts (May 13 & 14)

Save \$55 on 2-Day Seminar!!

Registration fee includes breakfast and lunch for each day, and all training materials. All registrations must be received by May 10, 2015. No refunds can be issued after May 10, 2015. Discounts are available for 5 or more attendees from the same company. Please contact info@eastmichigandec.org for additional details.

PAYMENT OPTIONS

TO PAY BY CHECK

Make check payable to "East Michigan District Export Council"

Mail checks and registration form to:

East Michigan District Export Council
 1200 N Telegraph, Bldg. 47W
 Pontiac, MI 48241

TO PAY BY CREDIT CARD

Please visit www.eastmichigandec.org to register online.

FOR MORE INFORMATION OR TO REGISTER ONLINE:

www.eastmichigandec.org