

Export Compliance Roadshow

Hosted by the U.S. Commercial Service and the North Carolina District Export Council



Date: December 4-5, 2024

Venue: UNC Charlotte DuBois Center, Charlotte, NC

DAY 1	Agenda Item	Speaker
7:45 – 8:30AM	Networking & Full Breakfast	
8:30 AM – 8:45 AM	Welcome and Opening Remarks/ Setting the Stage: Why Export Regulations Are Critical and the USG's Role	<ul style="list-style-type: none"> • Bill Harazin, Chair, NC District Export Council
8:45 - 9:30 AM	Overview of the EAR	<ul style="list-style-type: none"> • Brent Webster, Bureau of Industry and Security, Office of Exporter Services • Carl Goldstine, Bureau of Industry and Security, Office of Exporter Services
9:30 AM– 10:30 AM	Introduction to the ITAR/ Directorate of Defense Trade Controls	<ul style="list-style-type: none"> • Richard Koelling, U.S. Dept. of State, DDTC
10:30 AM	Coffee and Networking Break	
10:45 – 11:30AM	Panel Session: OFAC Introduction and Country Sanctions Program	<ul style="list-style-type: none"> • Chris Penaherrera, U.S. Dept. of Treasury, OFAC • Fred Edwards, Goulston Technologies
11:30 – 12:15PM	ACE, AES Defining Critical Terms, Filing Systems and Requirements	<ul style="list-style-type: none"> • Heather Brown, Census Bureau
12:15pm-1:00pm	Lunch and Networking	
1:00 – 1:45PM	ACE, AES Filing Systems and Requirements	<ul style="list-style-type: none"> • Joyce Brown, Department of Homeland Security, CBP
1:45PM – 2:30 PM	Panel Session: Export Enforcement	<ul style="list-style-type: none"> • Lauren Nieland, Bureau of Industry and Security, Export Enforcement • Aaron Bode, Department of Homeland Security, HSI
2:30PM – 2:45PM	Coffee and Networking Break	
2:45 – 3:30 PM	Cybersecurity	<ul style="list-style-type: none"> • Gregory Klein, FBI Cybersecurity • Jim Matthews, Triangle Cyber, LLC.

3:30 – 4:15 PM	Panel Session: Managing Your Company's Export Compliance	<ul style="list-style-type: none"> • Julie Detmering, <i>Equilibar</i> • Malachi Blake, <i>Honeywell</i>
4:15 – 4:45 PM	Moderated Q&A	All Panelists Available
4:45 PM	Closing Remarks	
4:45 – 6:00 PM	Networking Reception with light refreshments	

DAY 2	Agenda Item	Speaker
8:00 – 8:30AM	Networking & Full Breakfast	
8:30 – 9:15AM	Putting it All Together - Exporter Best Practices	<ul style="list-style-type: none"> • Brent Webster, <i>Bureau of Industry and Security, Office of Exporter Services</i> • Carl Goldstine, <i>Bureau of Industry and Security, Office of Exporter Services</i>
9:15- 10:15AM	Classification of Items on the Commerce Control List <ul style="list-style-type: none"> • Structure of the Commerce Control List • Export Control Classification Number • EAR99 • Classify your Item 	<ul style="list-style-type: none"> • Jim Anzalone, <i>Compliance Assurance LLC</i>
10:15 - 10:30AM	Coffee & Networking Break	
10:30- 11:30AM	Determining Licensing Requirements based on the ECCN and Destination <ul style="list-style-type: none"> • General Prohibitions 1-3 • Reasons for Control • Commerce Country Chart • NLR-No License Required 	<ul style="list-style-type: none"> • Mike Allocca, <i>Allocca Enterprises</i>

11:30-12:15PM	<p>Determining other Licensing Requirements</p> <ul style="list-style-type: none"> • General Prohibitions 4-10 • End-user/End-use Controls • Parties to the Transaction • US Person Activities • Embargoed & Special Destinations 	<ul style="list-style-type: none"> • Jim Anzalone, Compliance Assurance LLC
12:15-1:15PM	Luncheon and Networking	
1:15 – 2:30PM	<p>How to Submit a License Application</p> <ul style="list-style-type: none"> • SNAP-R • Who Can Apply for a License • Support Documents 	<p>Mike Allocca, Allocca Enterprises</p>
2:30-3:00PM	Coffee and Networking	
3:00-4:00PM	<p>Regulatory Updates and Due Diligence Guidance</p> <ul style="list-style-type: none"> • Overview of Regulatory Changes and Red Flags • Status of Pending Regulation • Enhanced Due Diligence 	<ul style="list-style-type: none"> • Jim Anzalone, Compliance Assurance LLC
4:00-4:15 PM	Moderated Q&A Session	
4:15-4:30PM	Review and Closing Remarks	
4:30PM	Program Concludes	