

**Monday, March 14**

| <b>Track</b>      | <b>Import</b>  | <b>Export</b>  | <b>General</b>   | <b>Boot Camp</b>   | <b>Repeats</b>  |
|-------------------|--|--|--|--|---|
| <b>Room</b>       | <b>PAVILLION</b>   | <b>RED ROCK G</b>  | <b>RED ROCK H</b>                                      | <b>RED ROCK I</b>  | <b>VERANDA</b>  |
| 7:15am - 8:00am   |  |  | <b>Continental Breakfast</b>                           |  |   |
| 8:00am - 8:50am   |  |  | <b>OPENING CEREMONIES</b>                              |  |   |
| 9:00am - 10:00am  | Duty savings opportunities: why not First sale?            | Export Documentation "Do's and Don'ts"                             | Canadian Customs Compliance Audits                     | Customs Valuation: Additions to Value -- Understanding Assists and Supplemental Payments | Explaining Deemed Exports to Other Departments          |
|                   | Mark Segrist   | Heather Kramer   | Laurie A. Tannous                                      | Marian Ladner  | Janet Pierce  |
| 10:00am - 10:15am |  |  | Break  |  |   |
| 10:15am- 11:15am  | CBP CEE's  | Exporting to Embargoed Countries                                   | FCPA, UK Bribery Act                                   | How to Prepare and Conduct your Import Internal Risk Assessment                          | Sanctions Update  |
|                   | Sandra Fallgatter<br>Eric Batt                             | Amy Zacher   | Melanie Frank  | Eric Lorenz  | Larry Hanson  |
| 11:15am-11:30am   |  |  | Break  |  |   |
| 11:30am- 12:30pm  | How to Prepare for an ISA Assessment Review Meeting (ARM)? | Export Control Reform  | Knowing When to Say Goodbye!                           | How to Select a Broker / Forwarder   | Broker Known Importer Program - BKIP, an Update         |
|                   | Rennie Alston  | Bruce Leeds  | PANEL  | Mark Lahar   | Dan Meylor  |
| 12:30pm-1:30pm    |  |  | Lunch  |  |   |
| 1:30pm-2:30pm     | Developing a Compliance Program for the 21st Century       | Implementation of an automated screening program.                  | Dealing with Workplace Harassment                      | "Recordkeeping: Good, Better, Best and Bestest!"   | Accounting Basics for the Trade Compliance Professional |
|                   | Jeremy Page  | Amy Ross   | PANEL  | Jamie Adams  | Andrew Siciliano  |
| 2:30pm- 2:45pm    |  |  | Break  |  |   |
| 2:45pm- 3:45pm    | Filing an Effective Prior Disclosure                       | The Not so Sexy Checklist for becoming a successful Exporter       | How to Improve Compliance without Breaking Your Budget | How to Prepare and Conduct a Broker Audit  | Writing an Effective Resume'                            |
|                   | Terri Gleason  | Larry Hanson   | Barb Secor   | Heather Kramer   | Linda Lexo & Rick Miller                                |
| 3:45-4:00pm       |  |  | Refreshment Break                                      |  |   |
| 4:00pm- 5:00pm    | Letters of Credit  | Export Voluntary Disclosures: The Messy Issues with "Coming Clean" | Update on Global Sanctions                             | Selling Trade Compliance- The Power of Influence   | Advanced FTZ Concepts                                   |
|                   | Catherine Petersen   | Shannon Fura   | Cari Stinebower  | Steve Zisser   | Clay Perry  |

| Tuesday, March 15 |   |  |  |  |  |
|-------------------|---|--|--|--|--|
| 7:15am - 8:30am   | Continental Breakfast   |  |  |  |  |
|                   |   |  |  |  |  |
| ROOM              | PAVILLION   | RED ROCK G   | RED ROCK H   | RED ROCK I   | VERANDA  |
| 7:30am - 8:30am   |   | Detroit / Toledo   | Data Group Meetings                                      | Atlanta Data Group                                     |  |
| 8:45am-9:45am     | How to effectively respond to Customs Inquiries (CBP Forms 28 & 29) | C-TPAT for Exports   | Import/Export Compliance: Africa Perspective             | So You are Now the Compliance Manager?!                | Best in Class Import Practices                 |
|                   | James Sawyer and Steve Aiello                                       | Adrienne Braumiller  | Kemi Arosanyin   | Arika Rainbolt   | Mike Laden                                     |
| 9:45am-10:00am    | Break   |  |  |  |  |
| 10:00am-11:00am   | Protest Denied: Now What??  | Executive Briefing on Export Controls/Personal Liability & Penalties for Export Violations | How to Develop a Global Import/Export Compliance Program | Intro to ITAR -- Six Simple Steps to Export Compliance | Chemical Classification: Some Basics           |
|                   | Lawrence Friedman   | Robert Shapiro   | Jeff Simpson   | James Bartlett   | Andrea Abraham                                 |
| 11:00am-11:15am   | Break   |  |  |  |  |
| 11:15am-12:15pm   | Consumer Product Safety & other OGA's                               | EU/UK Export Controls for Non-EU Compliance Professionals                                  | Trusted Traders: A Sure Bet                              | Determining an ECCN                                    | Communicating Effectively with CBP             |
|                   | Anthony Hardenburgh   | Susan Pomerantz  | Virginia Thompson  | Don Niece  | Lenny Feldman                                  |
| 12:15pm-1:15pm    | Lunch   |  |  |  |  |
| 1:15pm-2:15pm     | Overview of FTA's   | Using SNAP-R   | Managing Global FTAs                                     | Commodity Jurisdiction                                 | Understanding CBP Entry Reconciliation Process |
|                   | James Carneiro  | Estela Clemenz Clark   | Louisa Elder   | Dennis Farrell   | George Tuttle                                  |
| 2:15pm-2:30pm     | Refreshment Break   |  |  |  |  |
| 2:30pm-3:30pm     | Trade Counsel's Perspective on CBP's Trade Transformation           | How to file DSP 5 & 73 licenses & TAA  | Turning Inspiration into Action                          | Performing an Export Audit                             | Tariff Engineering                             |
|                   | Kathy Murphy  | Darren P. Riley  | Matt Gersper   | Laura Putnam   | Chandri Navarro                                |

|                 | <b>Wednesday, March 16</b>   |  |  |  |  |
|-----------------|--|--|--|--|--|
| 7:15am - 8:30am | <b>Continental Breakfast</b>                                       |  |  |  |  |
| ROOM            | <b>PAVILLION</b>   | <b>RED ROCK G</b>                                      | <b>RED ROCK H</b>  | <b>RED ROCK I</b>                              | <b>VERANDA</b>                               |
| 7:30am-8:30am   | <b>SAP GROUP</b>   |  |  |  |  |
| 8:30am-9:45am   | <b>ICPA Business Meeting -<br/>Matt Gersper -<br/>Presentation</b> |  |  |  |  |
| 9:45am-10:00am  | <b>Break</b>   |  |  |  |  |
| 10:00am-11:00am | Duty Drawback  | Export control implications for mergers & acquisitions | Incoterms  | Creating a functional Export Compliance Manual | Training Your Staff                          |
|                 | Nancy Hiromoto   | Mark Boileau   | Frank Reynolds   | Heidi Mustonen                                 | Joe Burks                                    |
| 11:00am-11:15am | <b>Break</b>   |  |  |  |  |
| 11:15am-12:15pm | Sampling   | Understanding License Exceptions                       | Worst Case Scenarios - the next decade of international commerce | Understanding Encryption                       | Using ACE in your Daily Operations           |
|                 | John Brew  | Marie Aimee  | Pete Mento   | Suzanne Kao                                    | Tom Gould                                    |
| 12:15pm-1:45pm  | <b>Lunch</b>   |  |  |  |  |
| 1:45pm-2:45pm   | Writing Binding Rulings  | Understanding Routed Exports / USPPi Designation       | Working Effectively with Inside/Outside Counsel                  | Understanding Export Licensing                 | Key Considerations For Canadian Market Entry |
|                 | Andy Gray and Cindy Hazlett  | Omari Wooden   | Victoria Haynes & Traci Griever                                  | Christel Vilogron                              | Darrel Pearson                               |
| 2:45pm-3:15pm   | <b>Refreshment Break</b>   |  |  |  |  |
| 3:15pm-4:15pm   | FTZ Beginnings   | CJ's for Military Items                                | Understanding OGD's in Canada                                    | Country of Origin Determination                | Minimizing Risk, Exposure and Liability      |
|                 | Melissa Thomas   | Brian Curran   | Darrel Pearson and Joy Nott                                      | John Adamo                                     | Erin Clark                                   |
| 4:15 - 4:45pm   | <b>Conference Wrap up!</b>   |  |  |  |  |