

JAMES CORPSTEIN

ATTORNEY AT LAW | LICENSED CUSTOMS BROKER | ETHICS

A pragmatic attorney with a passion for international trade law, ethics & compliance, regulatory affairs and fly fishing.

PROFESSIONAL EXPERIENCE

Trade Compliance Manager

Perfect Day, Inc. | Berkeley, CA | 2022 – Current

Developed robust U.S. import and export compliance programs for a global biotechnology (i.e. precision fermentation) and food production (i.e. non-animal whey protein) company.

- Deputized to conduct an internal audit of customs processes, identifying risks and successfully mitigating.
- Developed comprehensive country guides addressing trade and regulatory for legal, sales, and supply chain.

KEY IMPACTS

- Led internal review of key customs information resulting in reduced duty by 5% on largest import commodity, effectively 0%, and avoided dairy promotion fee of \$.15 cwt, a cost savings over \$100k USD in the first year.
- Alleviated Indian Customs import bottleneck of novel product samples by shipping bulk sample material to approved related party for domestic distribution; significantly reduced regulatory burdens to customers and expedited deliveries.

Adjunct Professor - International Trade and Investment Law

Boise State University | Boise, ID | 2022 – Current (Fall Semester)

Economic, political, and legal exploration of international trade and foreign investment law.

Chemical and Seed Regulatory Manager

Innvictis (J.R. Simplot Company) | Boise, ID | 2021 – 2022

Oversaw nationwide seed regulatory registrations, reporting, and incident response with state Departments of Agriculture.

- Ensured bag tags aligned with global trait providers; crops included: corn, soybean, alfalfa, canola, cotton, cover crops, rice, sunflower, and oats.
- Subject-matter expert, for global sourcing including international contract negotiation, global logistics/forwarding, regulated materials, regulatory (EPA) compliance (i.e. FIFRA, TSCA, labeling), and trade.

KEY IMPACTS

- Co-developed and implemented a direct global sourcing strategy of key crop inputs (active ingredients for herbicides, insecticides, fungicides, and surfactants).
- Projected cost savings was 20% annually and strengthened the company's global supply chain to unforeseen global impacts (i.e. COVID-19).

CONTACT

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Meridian, Idaho 83642

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james-corpstein-ethics-
trade-compliance

PROFESSIONAL LICENSES

Licensed Attorney

Idaho State Bar
#9918 | 2016 – Current

Licensed Customs Broker

U.S. Customs and Border
Protection Department of
Homeland Security
#23663 | 2007 – Current

Certified Compliance & Ethics Professional

Society of Corporate
Compliance and Ethics
In Progress - Est. 9/2023

EDUCATION

Doctor of Jurisprudence (J.D.)

University of Idaho – Law
Boise, ID | 2015

International Business Management (B.B.A.)

Boise State University
Boise, ID | 2006

PROFICIENCY

- 20+ years trade compliance experience
- Ambiguity Navigation
- Anti-bribery & Corruption (FCPA)
- Compliance Program Development & Implementation
- Due Diligence
- Ethics & Compliance
- Global Strategy Planning & Implementation
- Legal Acumen
- Negotiation & Contracting
- Risk Assessments & Audit
- Sense of Humor
- Training
- Trusted Business Partner

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PROFESSIONAL EXPERIENCE

Global Trade Compliance Manager – Americas

J.R. Simplot Company | Boise, ID | 2009 – 2021

Developed, implemented, and directed a global trade compliance program for a top 50 U.S. importer, with \$6.5B+ in sales, focused on agribusiness and food production with 20k+ international transactions per year.

- Strategic partner for divisional QA, sales, procurement, and transportation teams.
- Member of Legal's Global Ethics and Compliance Team, as the SME in Trade Compliance and Data Privacy.

KEY IMPACTS

- Led the external audit of company's U.S. imports for each division/group, documented gaps and mitigated potential fines and penalties on goods valued over \$1B submitted twelve prior disclosures with U.S. Customs.
- Saved \$150k annually by aligning and consolidating the company's courier accounts for import and export compliance oversight purposes.
- Successfully led company through CBP Risk Analysis and Survey Assessment (RASA) audit, including a compliance manual and in-depth targeted transactional review of primary trade lanes.

International Customer Development Supervisor – Food Group

J.R. Simplot Company | Boise, ID | 2008 – 2009

Managed International Customer Service Team, accountable for all domestic and international logistics, shipping documentation, regulatory and trade compliance.

KEY IMPACTS

- Guided Food Group during MX/US trucking retaliation that targeted U.S. french fries into Mexico (subject to 20% tariffs) and recommended production for Mexico orders be shifted to Canada (not subject to tariffs); avoided millions in duties and retained Mexican customers.

Traffic Manager

Nunhems USA, Inc. (Division of Bayer Crop Science) | Parma, ID | 2007 – 2008

Led team of international trade and regulatory professionals, accountable for the global supply chain of raw materials, WIP, finished goods, and samples.

KEY IMPACTS

- Domestic and international carrier and forwarder contract negotiation, multi-modal bookings, freight forwarder management; consolidation efforts created cost savings over \$150k yr.

Import Coordinator

Micron Technology, Inc. | Boise, ID | 2000 – 2007

Remotely filed import entries for all international shipments; approximately 2k+ transactions per year.

- Coordinated with key international suppliers, distributors, carriers, regulatory agencies, customs brokers, and related entities.

SKILLS

PROFICIENCY – TRADE

- **U.S. Customs and Border Protection**
 - Automated Customs Environment (ACE) Administration
 - Commodity Classification
 - Country of Origin Determination (Preferential & Non-Preferential)
 - Customs Bonds
 - Customs Broker Management
 - Documentation
 - Free Trade Agreements
 - Import Reporting (via ACE)
 - Manifest Confidentiality
 - Post Entry Assessment
 - Reconciliation Prototype
 - Recordkeeping
 - Valuation & Transfer Pricing
- **CENSUS**
 - Electronic Export Filing
 - Export Reports (via ACE)
- **Bureau of Industry and Security**
 - Deemed Exports
 - ECCN Determination
 - Export Licensing
 - Extraterritorial Issues
 - Restricted Party Screening
 - Routed Transactions
 - SNAP-R
- **Office of Foreign Asset Controls**
- **US Department of State**
 - DDTC/ ITAR

PROFICIENCY – REGULATORY

- **U.S. Department of Agriculture**
 - Animal and Plant Health Inspection Service (APHIS)
 - Biotechnology Regulatory Services (BRS)
 - Veterinary Services (VS)
- **U.S. Food and Drug Administration**
 - Prior Notice Filing (ITACS)
 - Supplier/ Product Registration
- **Environmental Protection Agency**
 - FIFRA
 - Supplier/ Product Registration
 - TSCA
- **Department of Transportation**
 - IATA
 - IMDG