



# SOUTHWEST AEROSPACE & DEFENSE TRADE COMPLIANCE FORUM



What is your organization's level of exposure, liability and risk? What are the key regulatory requirements? What are the difficult and sensitive problems they present? What are the potentially devastating consequences?

**Wednesday, April 4<sup>th</sup>, 2012 ~ 7 AM-7:30 PM ~ Seminar and Networking Reception**  
**Thursday, April 5<sup>th</sup>, 2012 ~ 7 AM-5 PM ~ Workshops and Spaceport America Tour**

We invite you to participate in and contribute to this unique, practical application-oriented program at the Hotel Encanto de Las Cruces, 705 South Telshor Boulevard, Las Cruces, New Mexico 88001.

Additional lodging details and room discounts will be provided with online Forum registration.

## These hands-on events are a MUST ATTEND if:

- You or your organization do not completely appreciate or understand what actually has, can and does happen...
- You are an Empowered Official or compliance professional and want to be better educated, informed and prepared
- No one told you about the tough situations and real-world difficulties that are part of the job and you will encounter

## Detailed AGENDA is on the reverse.

**HOSTS:** The U.S. Commercial Service (USCS) and New Mexico Office of International Trade

**SPONSORS:** The law firm of McKenna, Long and Aldridge LLP (MLA), Amber Road (AR), and

Trade Compliance Solutions (TCS); **PARTNERS:** The Border District Export Council (DEC),

New Mexico State University, New Mexico Space Grant Consortium,

Mesilla Valley Economic Development Alliance, High Tech Consortium of Southern New Mexico,

The Export Practitioner, International Compliance Professionals Association (ICPA) and NASBITE International

*[NOTE: New Mexico Continuing Legal Education (CLE) Credits are pending for this program]*

## **BOTH DAYS: \$325 per person**

**(\$300 for DEC & ICPA members, Government, Faculty & Students)**

**DAY 1 Only (Includes Reception): \$195 per person - DAY 2 Only (Includes Tour): \$195 per person**

**(\$175 a day for DEC & ICPA members, Government, Faculty & Students)**

*For more information, please contact: Sandra Necessary, Director*

USCS, U.S. Export Assistance Center, Santa Fe, New Mexico

Email: [sandra.necessary@trade.gov](mailto:sandra.necessary@trade.gov) Phone: 505-231-0075

**General Registration - BOTH DAYS: <http://goo.gl/ZCCmG>**

**DAY 1 Only: <http://goo.gl/qNoGf>- DAY 2 Only: <http://goo.gl/DZljc>**

**DEC/ICPA Registration - BOTH DAYS: <http://goo.gl/L9LIM>**

**DAY 1 Only: <http://goo.gl/msbyR>- DAY 2 Only: <http://goo.gl/thnhr>**



# **SOUTHWEST AEROSPACE & DEFENSE TRADE COMPLIANCE FORUM - AGENDA**

April 4<sup>th</sup> & 5<sup>th</sup>, 2012 (As of 2/24/2012)

## **DAY 1 Seminar and Networking Reception:**

7-8:30 AM - Registration and Networking Breakfast

8:30-8:45 AM - Opening Remarks and Introductions [Sandra Necessary, Director, U.S. Export Assistance Center (USEAC), Santa Fe and John Priecko, President and Managing Partner, TCS]

8:45-9:30 AM - Overview and Update on US Export Controls: Players, Policies and Processes (John Priecko)

9:30-10:15 AM - Jurisdiction Determination: A Critical First Step (John Anderson, Principal Consultant, Avant International)

10:15-10:30 AM - BREAK

10:30-11:15 AM - International Traffic in Arms Regulations (ITAR) HOT Topics: State Department Trends, Defense Service Exports, Export Control Reform Initiatives, Agreements, Brokering, Third-Country/Dual Nationals, D-Trade, Merger & Acquisition Due Diligence... (John Liebman, Partner, MLA)

11:15 AM-Noon - Automation & Software Essentials in Trade Compliance (Scott Byrnes, VP Marketing, AR and Steve Keighley, Solutions Consultant, AR)

Noon-1:30 PM - LUNCH and Keynote Speaker [Kenneth J. Gonzales, US Attorney, District of New Mexico (NM)]

1:30-3:00 PM - Industry Panel - How to Successfully Navigate the ITAR Minefield. Moderated by John Anderson. Members: Bruce Jackson, VP Trade Controls & Export Strategy, Virgin Galactic; Nathan O'konek, Director Business Operations, Masten Space Systems, Inc; and *one other To Be Determined (TBD)*.

3:-3:15 PM - BREAK

3:15-4 PM - Enforcement Update and Latest Consequences of Non-Compliance with Important Case Studies and Lessons Learned including the impact and implications of the DR. Roth Case (John Liebman )

4-4:30 PM - Q&A (All presenters)

4:30-4:45 PM - Closing Remarks (John Priecko & Sandra Necessary)

5-7:30 PM - Networking Reception [NM Senator Tom Udall (D) Remarks; Sponsored by MLA & AR]

## **DAY 2 Workshops and Tour:**

TRACK 1 - Challenges Facing Empowered Officials and Trade Compliance Professionals: Minimizing Exposure, Liability and Risk (Chair: John Priecko)

7-8 AM - Registration / Breakfast / Networking

8-8:15 AM - Opening Remarks (Sandra Necessary, Director, USEAC & John Priecko, President, TCS)

8:15-9 AM - Investigations, Disclosures, Decision Making and Technology Protection (John Liebman, Partner, MLA; and Jeremy Arellano, Special Agent, Homeland Security Investigations, Office of the Assistant Special Agent in Charge for New Mexico)

9-9:45 AM - What the Regulations Don't Say and How to Prepare for What's Ahead (John Priecko)

9:45-10 AM - BREAK

10-11 AM - Hands-on Interactive Case Studies (John Priecko, John Liebman and Jeremy)

11-11:15 AM - Q&A / Workshop Closing Remarks (John Priecko, John Liebman, Jeremy and Sandra)

TRACK 2 - Commercial Space and the ITAR (Chair: Bruce Jackson)

7-8 AM - Registration / Breakfast / Networking

8-8:15 AM - Opening Remarks (Brent Eastwood; Director, NM Office of International Trade and Bruce Jackson)

8:15-9 AM - What Every Commercial Space Entrepreneur Needs to Know [Anthony (Tony) M. Dearth, Chief, Space & Missile Technology Division, Directorate of Defense Trade Controls Licensing, U.S. Department of State]: USML Categories IV, VIII and XV, as well as Relevant CCL Entries; Obstacles to Export; Interagency and Regulatory Conflicts Launch/Spaceflight Insurance Issues, Defense Services, etc.

9-9:45 AM - Spaceports and the ITAR: Compliance Requirements for the Owner, Operators, Tenants, Suppliers, etc. (Bruce Jackson, Virgin Galactic and Alan DeLuna, Principal, ATDL, Inc.)

9:45-10 AM - BREAK

10-11 AM - Hands-on Interactive Case Studies (Bruce Jackson, Tony Dearth and Alan DeLuna)

11-11:15 AM - Q&A / Workshop Closing Remarks (Bruce, Tony, Alan and Brent)

11:30 AM-1:30 PM - Bus departs Hotel Encanto de Las Cruces to Spaceport America with lunch enroute

1:30-3 PM - Spaceport America Tour

3-5 PM - Bus departs Spaceport America and returns to Hotel Encanto de Las Cruces