



Coping With Export Controls in Mixed Commercial and Military Business: “Turning the ITAR on Its EAR”

Agenda

28 October 2009

8 – 8:30 a.m. **Registration and Breakfast**

8:30 – 8:45 a.m. **Welcome Remarks**

Robert B. Webb, *Steering Committee – International Business Exchange Council, Fairfax County Chamber of Commerce*

8:45 – 10:15 a.m. **Keynote Address**

Robert S. Kovac, *Managing Director of Defense Trade Controls, US Department of State, Directorate of Defense Trade Controls*

Organization, functions and mission of the Directorate of Defense Trade Controls and update on processing times, DTrade and initiatives.

When Did Our Commercial Business Become ITAR-Controlled?

George N. Grammas, *Squire, Sanders & Dempsey, L.L.P.*

When, why and how organizations offering commercial services, solutions and products may become subject to the International Traffic in Arms Regulations.

Moderator: Darrell Coleman, *DynCorp International LLC*

10:15 – 10:30 a.m. **Break**

10:30 a.m. – noon **Commodity Jurisdiction Panel Discussion**

Panelists

Steven B. Clagett (invited), *Chief, Nuclear and Missile Technology Controls Division, US Department of Commerce, Bureau of Industry and Security*

Charles B. Shotwell, *Director, US Department of State, Directorate of Defense Trade Controls, Office Of Defense Trade Controls Policy*

Mike Eaton, *Senior Export Controls Analyst, US Department of Defense, Defense Technology Security Administration*

Moderator: Beth Mersch, *Northrop Grumman Corporation*

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Noon – 12:15 p.m.	Introduction to Workshops Hilary Hageman, <i>CACI International Inc.</i> , and Karen Harbaugh, <i>Squire, Sanders & Dempsey L.L.P.</i>
12:15 – 1:15 p.m.	Lunch
1:15 – 2:45 p.m.	Breakout Concurrent Workshops – Session One
2:45 – 3:00 p.m.	Break
3 – 4:30 p.m.	Breakout Concurrent Workshops – Session Two
4:30 – 6 p.m.	Networking Happy Hour

Workshop Topics:

Commodity Jurisdiction Request Preparation. This workshop will involve evaluating the information required to prepare a commodity jurisdiction request. Participants will outline a commodity jurisdiction request in a group exercise.

Internal Commodity Jurisdiction Determinations. The ITAR directs exporters to submit a commodity jurisdiction request when “doubt” exists as to the jurisdiction – Commerce or State. In this workshop, participants will explore when and how to make internal commodity jurisdiction determinations.

Elements for Export Controls Compliance to Meet Customer Expectations. Government and contractor customers expect their subcontractors and vendors to implement effective export compliance programs. In this workshop, participants will exchange experiences and thoughts on how to satisfy their customers’ expectations.

Hiring Foreign National Employees in a Mixed ITAR/EAR Business. Hiring foreign nationals in a mixed ITAR/EAR business is challenging because the foreign nationals may need to be effectively screened from certain technologies and activities. Participants will work through examples and approaches to achieve this requirement.

ITAR Basics for Organizations New to the ITAR. This workshop will teach the basics of the ITAR through examples and exercises. This workshop is perfect for those who are new to the ITAR or just want a refresher on the basic concepts, licenses and exemptions.

EAR Basics for Organizations New to the EAR. This workshop will teach the basics of the EAR through examples and exercises. This workshop is perfect for those who are new to the EAR or just want a refresher on the basic concepts, licenses and exceptions.

Workshop leaders will be from Northrop Grumman Corporation, DynCorp International LLC, CACI International Inc. and Squire, Sanders & Dempsey, L.L.P.

