

ITAR & EAR BOOT CAMP

Clearwater Beach Marriott on Sand Key Clearwater, FL February 8-9, 2023

Wednesday, February 8, 2023

Part I – ITAR: LICENSING UNDER THE ITAR

7:45 am	Breakfast
8:30 am	Seminar Welcome and Introductions Suzanne Palmer, President, Export Compliance Solutions (Tab 1)
8:45 am	“Test Your Knowledge” <i>An export compliance quiz on major issues.</i> (Tab 2)
8:50 am	Presentation: “Understanding State/DDTC and the ITAR” <i>A look at the State Department’s Directorate of Defense Trade Controls (DDTC)</i> Suzanne Palmer, President/CEO ECS (Tab 3)
9:30 am	Break
9:45 am	Presentation: “The Order of Review, Specially Designed & the Commodity Jurisdiction Process” Marc Binder (Tab 4)
10:30 am	Exercise 1: “Classifying Your Product” (Tab 5)
11:00 am	Presentation: “How to Complete an Electronic DSP-5 License” <i>Knowing the types of licenses & completing all blocks on a license.</i> Marc Binder (Tab 6)
11:30 am	Presentation: “Understanding Technical Data & the Public Domain” <i>Understanding the intricacies of technical data.</i> Suzanne Palmer (Tab 7)
12:00 pm	LUNCH
1:00 pm	Exercise 2:- “Defining Technical Data” <i>Case study and group presentations</i> (Tab 8)
1:30 pm	Presentation: “Licensing Requirements for Foreign Person Employees (FPE)” <i>What you need to know to apply for a DSP-5 Foreign Employee license.</i> Marc Binder (Tab 9)
2:00 pm	Break
2:15 pm	Presentation: “ITAR Exemptions” <i>Utilizing the most common ITAR exemptions to include retransfers.</i> Suzanne Palmer (Tab 10)
2:45 pm	Presentation: “Violations & Lessons Learned from Consent Agreements” Recent ITAR violators & how to avoid trouble. Marc Binder (Tab 11)
3:30=3:45 pm	Adjourn Day One

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Thursday, February 9, 2023

PART II – EAR: LICENSING UNDER THE EAR

7:45 am	Breakfast
8:30 am	Presentation: “Understanding Commerce/BIS and the Regulations” <i>A look at the Commerce Department, Bureau of Industry & Security & the CCL.</i> Suzanne Palmer (Tab 12)
9:15 am	Presentation: “The Ten General Prohibitions & Red Flags” A review of Part 736 of the EAR. Marc Binder (Tab 13)
9:45 am	Break
10:00 am	Presentation: “Classification & Reading the Export Control Classification Number (ECCN),” An examination of EAR Part 738 & 774. Suzanne Palmer (Tab 14)
10:45 am	Exercise 3: “Finding a Product on the CCL” (Tab 15)
11:15 am	Presentation: “BIS Registration, Applying for a License, Preparing a Letter of Explanation (LOE) and U.S. Government Staffing Points” Suzanne Palmer (Tab 16)
12:00 pm	Lunch
1:00 pm	Presentation: “License Exceptions & the Strategic Trade Authorization” A review of Part 740 of the EAR. Marc Binder (Tab 17)
1:45 pm	Exercise 4: “Utilizing the Exceptions”
2:15 pm	Break
2:30 pm	Presentation: “EAR & ITAR Recordkeeping & Compliance” <i>Important documents to safeguard.</i> Suzanne Palmer (Tab 19)
3:00 pm	Presentation: “Due Diligence: Preventing Violations” <i>Increase your awareness of key compliance violations.</i> Marc Binder (Tab 20)
3:45 pm	Answers to Quiz/Seminar Wrap Up/Evaluations (Tab 21)
4:00 pm	Conclusion of Seminar

Export Compliance Solutions & Consulting

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