



Do you need a license to export that?

Not all exports need an export license, but all companies need to know about export licensing!

Please join the Bureau of Industry & Security (BIS), and the U.S. Commercial Service (US&FCS) for two seminars over three days on:

Complying with U.S. Export Controls and Encryption Controls

December 2-4, 2008 – Jacksonville, Florida

8:30 AM to 4:00 PM

Registration opens at 7:30 AM

Location: Wyndham Jacksonville Riverfront
1515 Prudential Drive
Jacksonville, FL 32207
Phone: 866-845-8862 or 904-396-5100 (for hotel reservations or directions to hotel only)

“Complying with U.S. Export Controls” – December 2 and 3, 2008

This two-day program is offered by the Bureau of Industry & Security’s (BIS) (United States Department of Commerce) provides an in-depth examination of the Export Administration Regulations (EAR). The program will cover the information exporters need to know to comply with U.S. export control requirements on commercial goods: products and services.

This seminar will cover:

- a focus on the items and activities that are subject to the EAR
- steps to take to determine the export licensing requirements for your item
- how to determine your export control classification number (ECCN)
- when you can export or re-export without applying for a license
- export clearance procedures and record keeping requirements
- an overview of the Export Compliance Management Program (ECMP) concepts
- and real life examples in applying this information

Presenters will conduct a number of "hands-on" exercises that will prepare you to apply the regulations to your own company's export activities. This program is well suited for those who need a comprehensive understanding of their obligations under the EAR.

Instruction will be provided by technical, policy, and enforcement professionals from the Bureau of Industry and Security (BIS), and the Office of Foreign Assets Control (OFAC).

Cost: \$350

To Register online: <https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q1D>

“Encryption Controls” – December 4, 2008

This program is an in-depth session that will focus on the unique provisions related to software encryption under the Export Administration Regulations (EAR). The program will end at 2:00 PM followed by an intensive and extensive Questions and Answers session. Bureau of Industry & Security (BIS) encryption specialists will cover a variety of topics, including:

- how items with encryption functionality are classified under the EAR
- how the provision for >64-bit "mass market" encryption may apply to products that you use, sell or buy
- license exception provisions for encryption source code (open source and proprietary)
- license exception provisions for U.S. subsidiaries and certain “eligible countries” and for U.S.-origin encryption parts and components incorporated into foreign products
- encryption review and reporting requirements
- Encryption Licensing Arrangements conditions placed on encryption licenses, and other encryption technology issues.

Presenters will be available for Q&A the afternoon of the program to address specific questions of attendees (hot plated lunch will be provided prior to the Q&A session)

REQUIRED PREREQUISITE: “Essentials of Export Controls” or “Complying with U.S. Export Controls” or equivalent experience.

Cost: \$125

To Register online: <https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q1F>

Both Seminars – December 2-4, 2008

For companies that need to understand the EAR and the new rule on Encryption Controls, this option provides registration to all three days, both seminars above: “Complying with U.S. Export Controls AND Encryption Controls”. Keep in mind that if you are not familiar with the EAR, then “Complying with U.S. Export Controls” (or Essentials of Export Controls) is a prerequisite.

Cost: \$440

To Register online: <https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q1E>

Who Should Attend?

This comprehensive seminar is designed for exporters, freight forwarders, carriers, international trade consultants, attorneys, and those who support and advise exporters. If your organization is involved in export, this seminar is a must.

About the Instructors:

The instructors are experienced export policy specialists, licensing officers, engineers, and enforcement personnel from the Bureau of Industry and Security (BIS) and the Office of Foreign Assets Control (OFAC). The instructors will be available throughout the seminar to answer your questions on how the export regulations affect the export activities of your organization or client.

Accommodations

Wyndham Jacksonville Riverfront for \$89 per night. To make your hotel reservation, call 866-845-8862 (or 904-396-5100) and ask for reservations. Tell them you are with the **“U.S. Commercial Service/BIS Training” checking in December 1, 2008**. Our special group rate is only \$89 per night but it is only available until November 14. After that time, rooms at that rate will be based on availability and subject to a higher rate. So make your reservation now (before November 14) if you need a room.

Please note that the hotel does charge an early departure fee so be sure to confirm your dates upon arrival. The training will be held on-site at the hotel on December 2-4.

Here is the hotel's website: <http://www.wyndham.com/hotels/JAXHT/main.wnt>

Registration

The registration fee for the three-day seminar series, “Complying with U.S. Export Controls and Encryption Controls”, is \$440. This fee includes continental breakfasts, coffee breaks, a plated lunch all three days, and conference materials, copy of the EAR. Registration is available until 5:00 p.m. Tuesday, November 25. After this date, no registrations or refunds will be processed (due to conference materials requirements and contractual agreement lead times). You may substitute participants upon written notice to Jorge Arce at Jorge.Arce@mail.doc.gov

Parking

Ample parking on site at the hotel: day parking \$5, overnight guest \$10 self parking (secured), valet parking \$12.