



## Sunday, April 2, 2017

**9 a.m. to 8 p.m.**  
*3rd Floor Registration*

**NCBFAA Registration Desk/Information Center**

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**9 a.m. to 8 p.m.**  
*The District*  
*3rd Floor*

**NCBFAA Cyber Café**

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**7:45 to 8:15 a.m.**  
*Lakewood Golf Club*  
*Sponsored by:*

**Golf Tournament Registration**

- Avalon Risk Management
- Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt LLP

*Buses depart from the side drive of the hotel. First bus leaves at 7:15 a.m.; second and FINAL bus leaves at 7:30 a.m. for an 8:30 a.m. Shotgun Start.*

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**8:30 a.m. to 2 p.m.**  
*Lakewood Golf Club*  
*Sponsored by:*

**Golf Tournament**

- Avalon Risk Management
- Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt LLP
- 

**Golf Lunch**

*Sponsored by:*

- Avalon Risk Management
- Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt LLP

*First bus returns at 2:30 p.m.; second and FINAL bus returns at 3 p.m.*

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**9 a.m. to 2 p.m.**

**Optional Tour: Houmas House Plantation and Gardens**

*Buses depart from the side drive of the hotel.*

***\$83.00 (not included in registration fee)***

A beautiful Louisiana plantation located near New Orleans that is a magical venue for a daily tour or destination wedding! [Houmas House Plantation and Gardens](#) is so much more than just a tour of a grand antebellum estate. Experience the southern splendor of "**The Sugar Palace**" when you step into 16 rooms filled with period antiques and Louisiana artwork. Stay all day at our Louisiana Plantation and enjoy 38 lush acres of gardens, ponds and a majestic live oak alley. Relax with a refreshing mint julep, enjoy the breeze off the Mississippi and navigate through the shadows of ancient oaks. Embrace the **Crown Jewel of Louisiana's River Road** at your own pace and experience our hospitality as a welcomed guest. The tour will include transportation, lunch, and a guide. The drive is approximately an hour and 25 min.

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**12:30 to 5:30 p.m.**

*Jean Lafitte Pool Deck*

**NCBFAA Outdoor Hospitality Gathering**

Sponsored by: [Roanoke Trade - Insurance for Trade and Transportation](#)

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**6 to 7 p.m.**

*St. James*

*3rd Floor*

**Stewart B. Hauser First-Timer Reception**

*(by Invitation Only)*

Conference "First Timer" attendees are introduced to NCBFAA Officers, Board of Directors, Counsel, Affiliated Association Presidents, Annual Conference Committee and Media. Please extend a very warm welcome to all "First Timer" attendees identified by the yellow ribbon on their badge.

**Calling all our Conference Vets!**

While we attempt to focus as much attention as possible into these initiatives for our "First Timers," we still need your help as a seasoned NCBFAA Annual Conference Veteran! The best way for you to help is simply to connect. If you see a "First Timer," say Hello! Introduce them to some of your contacts. Sit by them in a general session or social gathering. Not only will you be helping the "First Timers" make it through their first NCBFAA experience, but you'll be building your own network and quite possibly making a great new friend!

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**7 to 8 p.m.**

*Churchill*

*2nd Floor*

**Grand Opening of the Exhibit Hall**

Registrants are invited to gather in the 3<sup>rd</sup> floor foyer outside the St. Charles meeting rooms and follow a musical ensemble in a "Second Line" down the escalator to the "Grand Opening of the Exhibitor MarketPlace." Once there they can visit with this year's nearly 50 exhibitors as well as enjoy light refreshments and drinks.

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**8 to 9:30 p.m.**

*St. Charles*

*3rd Floor*

**Welcome Reception**

*(Dinner Included; Attire Is Business Casual)*

After the Exhibitor MarketPlace closes, everyone will then have the option of rejoining the "Second Line" for the trip back up the escalator to the "Welcome Reception" in St. Charles for dinner. This gathering of old friends and colleagues is the perfect opportunity to make new friends and acquaintances as NCBFAA welcomes all registrants to its 2017 Annual Conference.

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## Monday, April 3, 2017

**7 a.m. to 6 p.m.**  
*3rd Floor Registration*

**NCBFAA Registration Desk / Information Center**

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**7:30 to 9 a.m.**  
*St. Charles*  
*3rd Floor*

**Opening Breakfast**  
*Robert Priest*

*Keynote Speaker:* Robert Priest is an entertainer who believes that if Extra Sensory Perception (ESP) exists, his show is as close as most of us will ever come to experiencing it. With a BA in Psychology, a Masters in Human Relations and a lifetime of performing, Robert Priest has combined his entertainment and academic backgrounds into a process called "mind scripting." His performances are based on a combination of unique and advanced psychological techniques and intuition. By discerning thought patterns and figuring out their directions, he attempts to hone into specifics and "read thoughts." This unique approach, using advanced and unconventional psychological principles, has made possible his mind-boggling performances for over 16 years.

His *Theater of the Mind* show is a thought provoking entertainment event. The show is a skilled blend of mind reading and thoughtful comedy, an act alive with action, laughs, and mental challenges. Working for maximum audience participation, Robert Priest uses the entertaining thoughts of his audience to make the *audience* members the *stars* of the show. Audiences are amazed as he seems to pull words and thoughts from their minds - information he could not possibly have any way of knowing beforehand. Presented with a professional polish and spontaneous wit that never fails to delight, the "Theater Of The Mind" show moves easily from drama to suspense to hilarity. It is a touch of human mystery in a world dominated by technology. Robert Priest brings you all of this and more. Experience the world of ESP, live on stage. Robert's varied background includes work as a management consultant, trainer and meeting facilitator for a variety of clients ranging from the U.S. Army to the INS. He was Director of Quality Management for a division of McGraw-Hill publishing and while in the military became a member of the Army's Psychological Operations Unit, based in the Special Warfare Section of the John F. Kennedy Center for Military Assistance. Robert has created and instructed business management courses for Penn State University and has published articles in the OE Communique, a management journal.

### **NCBFAA Scholarship Presentation**

*Winner:* William Jansen, MIQ Logistics

*Presenter:* Bill Sterrett, President, Roanoke Insurance Group Inc.

*Introduced by:* [Geoff Powell](#), NCBFAA President

*Sponsored by:* [Roanoke Trade - Insurance for Trade and Transportation](#)

### **NCBFAA CCS Award Presentation**

*Winner:* Jaime Turner, FedEx Trade Networks

*Presenter:* Bill Todd – Senior Business Development Executive, Americas

*Introduced by:* Federico "Kiko" Zuniga, NEI Executive Director

*Sponsored by:* WiseTech Global



### **NCBFAA CES Award Presentation**

Winner: Patricia Niemann, FedEx Trade Networks

Presenter: [Lisa Gelsomino](#), President

Introduced by: Federico "Kiko" Zuniga, NEI Executive Director

Sponsored by: Avalon Risk Management

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**9 a.m. to 8 p.m.**

*The District*

*3rd Floor*

**NCBFAA Cyber Café**

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**9 a.m. to 5 p.m.**

*Churchill*

*2nd Floor*

**Exhibitor MarketPlace Reopens**

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**9 to 9:30 a.m.**

*Churchill*

*2nd Floor*

**Break in the Exhibitor MarketPlace**

Spend time learning about new industry products and services.

Sponsored by: [Registrar Corp](#)

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**9:30 to 11:45 a.m.**

*Jefferson*

*3rd Floor*

**NCBFAA 2017 Annual Meeting**

All Regular Members are requested to attend this once-a-year event, which includes Officer, Counsel and Committee reports.

**Presiding:** [Geoff Powell](#) – C.H. Powell Co. and NCBFAA President

*(Regular Members Only, Please)*

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**12 to 1:30 p.m.**

*St. James*

**Regulatory Agencies Committee Meeting**

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**12 to 1:30 p.m.**

*Churchill*

*2nd Floor*

**Lunch in the Exhibitor MarketPlace**

Lunch will be served in the Exhibitor MarketPlace. Attendees are encouraged to visit their exhibitor colleagues who support the Conference..

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**12 to 1:30 p.m.**

*Churchill*

*2nd Floor*

**NCBFAA Indoor Hospitality Gathering**

Sponsored by: [Roanoke Trade - Insurance for Trade and Transportation](#)

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**1:30 to 2:30 p.m.**

*St. Charles*

**North American Single Window from a Customs Brokers Perspective**



**Precis:** The Customs Authorities from Canada, Mexico and the United States have been working closely on North American Single Window to facilitate trade in North America. This panel will discuss the current role of the Customs Broker in the U.S., Canada and Mexico, how it is changing, through legislation, regulation and/or automation and how the associations are working with their respective customs authorities to these ends. The panel will discuss how the current associations are working together on government advisory panels to facilitate trade on the borders.

**Panelists**

- Angela Collins, CSCB Chair
- Antonio Vidales, CAAAREM President
- [Geoffrey Powell](#), NCBFAA President

**Moderator:** [William S. App](#), NCBFAA Secretary

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**2:30 to 3 p.m.**

*Churchill  
2nd Floor*

**Break in Exhibitor MarketPlace**

Attendees are encouraged to explore the Exhibitor MarketPlace, designed to introduce you to, or keep you and your organization abreast of, new and/or reliable industry services, products, and information.

*Sponsored by:* [Registrar Corp](#)

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**2:30 to 3 p.m.**

*Churchill  
2nd Floor*

**NCBFAA Indoor Hospitality Gathering**

*Sponsored by:* [Roanoke Trade - Insurance for Trade and Transportation](#)

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**3 to 4 p.m.**

*St. Charles  
3rd Floor*

**Consortia Are Here! Where Are You?**

**Precis:** With the growing global economies comes the growing demand from our customers. Many of the ways we traditional served our customers will not be sufficient. So how do we create better products for our ever growing customer needs? How am I going to destination and origins to/from countries I have never served? Learn the advantages of being a part of a global logistic networks from pricing, additional services, and additional reach.

**Panelists:**

- [Pat Fosberry](#), Corporate Export Manager, John S. James Co.
- [Brian Majerus](#), Managing Director - GAA, WCA

**Moderator:** H. Shane Garcia, NCBFAA Annual Conference Committee Chair

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**3 to 5:45 p.m.**

*Jean Lafitte Pool Deck*

**NCBFAA Outdoor Hospitality Gathering**

*Sponsored by:* [Roanoke Trade - Insurance for Trade and Transportation](#)

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**4 to 5 p.m.**

### **Building Your Dream Team!**

*St. Charles*

*3rd Floor*

**Precis:** We are all in desire of building that Dream Team - motivated, well trained, high level of customer service, to name a few great qualities. A Team that wants to stay with you for a career, not just a job. What this session will address are some of your concerns you experience daily. How do you help tenured employees adjust to the ACE environment? How do you operate with a lean staff and keep that staff motivated? In the world of the millennial, how to hire, manage and motivate them. Employee retention, some key elements to remember. Hear not only from small to large companies and what they have done in these areas, but from professionals in training and recruitment as well.

**Panelists:**

**Moderator:** [Melzie Wilson](#), Mallory Alexander International Logistics, LLC and NCBFAA Logistics Subcommittee Chair

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**6:30 to 9:30 p.m.**

### **Monday Meet and Mingle**

*Mark Twain Courtyard*

*(Dinner Included; Attire Is Business Casual)*

**[Invitation](#)**

Sponsored by: [WCA, Inc.](#)



## Tuesday, April 4, 2017

**7 to 10:30 a.m.**

*Le Crossiant*                      **Breakfast Buffet**  
(Coupon provided at registration)

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**7 a.m. to 8 p.m.**

*3rd Floor Registration*            **NCBFAA Registration Desk/Information Center**

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**7 a.m. to 8 p.m.**

*The District*  
*3rd Floor*                              **NCBFAA Cyber Café**

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**7 to 8 a.m.**

*Le Crossiant*  
**NCBFAA Speakers' Breakfast**

Conference speakers gather with fellow panelists to review their presentations for the day.  
*Reservations made under the name of each Tuesday Session Moderator.*

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**8 to 9:15 a.m.**

*St. Charles*  
*3rd Floor*

### **PGAs: Back to the Future**

**Precis:** 2016 has come and gone and much like Y2K the forecasts of trade coming to a sudden halt were greatly overstated. As with any new system there have been glitches and hiccups, however, the overall preparedness of trade coupled with the cooperation of government worked to mitigate most of our worst fears. We are now facing "round two" of PGA roll outs, with several major agencies about to implement data collection via ACE/ITDS. What have we learned, what can we expect to see along the way, and how can the Trade best engage to ensure things stay on track?

#### **Panelists:**

- [Lenny Feldman](#), Sandler, Travis & Rosenberg P.A.
- James Joholske, Consumer Products Safety Commission
- Douglas Stern, Food And Drug Administration
- Tamesha Woulard, U.S. Fish and Wildlife

**Moderator:** [Michael Lahar](#), A.N. Deringer

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**9:15 to 10:30 a.m.**

*St. Charles*  
*3rd Floor*

### **International Trade Surety Association Panel**

**Precis:** During this engaging panel, ITSA members will discuss a variety of topics that are important and relevant to today's bond and insurance environment. Bond sufficiency and increased enforcement continue to be a concern for customs brokers and their clients in light of new provisions under the Trade Facilitation



and Trade Enforcement Act (TFTEA). eBond has led to many benefits, but is the instant filing of bonds hazardous to “knowing an importer”? Learn about your responsibilities and exposures in:

- Vetting importers, especially for high priority trade issues under TFTEA such as IPR
- Classifying entries, particularly for complex shipments such as AD/CVD
- Fronting duties and issues surrounding demurrage

Lastly, we will discuss surety involvement on COAC and the Trade Support Network. We will explain why it is important to sureties and brokers that we receive all CBP data sureties are entitled to receive under the law to help minimize the growing risk for the trade community.

**Panelists:**

- [Colleen Clarke](#), ITSA President/Roanoke Insurance Group, Inc.
- [Lisa Gelsomino](#), ITSA Secretary/Avalon Risk Management
- [Ed Mascher](#), ITSA Board Member/Integro Insurance Brokers
- [Jason Weiselman](#), ITSA Member/International Bond & Marine

**Moderator:** Lee Sandler, ITSA General Counsel/Sandler, Travis & Rosenberg, PA

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**9:30 a.m. to 3:30 p.m.**

*Churchill*

*2nd Floor*

**Exhibitor Marketplace Reopens**

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**10:30 to 11 a.m.**

*Churchill*

*2nd Floor*

**Break in Exhibitor MarketPlace**

Attendees are encouraged to explore the Exhibitor MarketPlace, designed to introduce you to, or keep you and your organization abreast of, new and/or reliable industry services, products, and information.

Sponsored by: [NCBFAA Shippers Association](#)

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**11 a.m. to 12 p.m.**

*St. Charles*

*3rd Floor*

**Rolling Out the New License Renewal Process**

**Precis:** The FMC has initiated new regulations requiring Freight Forwarders and NVOCCs to renew their licenses online. A final ruling was issued by the FMC on November 4, 2015, that requires OTIs (both Freight Forwarders and NVOCCs) to renew their license(s) every three years. The effective date for this portion of the regulation has been pushed out to February 2017 when programing on their website is expected to be completed. Our speaker will offer some background on this regulation and insight as to how the FMC website will handle the flow of over 5000 OTIs required to confirm or update their company details online. Since this process is entirely electronic, and notifications will be driven by email, it is imperative to ensure your company’s key contact for FMC matters has their correct email address on file with the FMC. Even more tips on how to comply will be discussed in this session.

*Presentation will be followed by a brief outline of industry license renewal requirements for Customs, TSA, and FMCSA.*





**Speaker:**

- [Clifford R. Johnson](#), Federal Maritime Commission Deputy Director Bureau of Certification and Licensing
- [Janet Fields](#), John S. James Co. and NCBFAA Transportation Committee Chair

**Moderator:** [Rich Roche](#), Mohawk Global Logistics and NCBFAA NVOCC Chair

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**12 to 1:30 p.m.**

*St. James*

**Southern Border Brokers Meeting**

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**12 to 1:30 p.m.**

*Churchill*

*2nd Floor*

**Lunch in Exhibitor MarketPlace** Lunch will be served in the Exhibitor MarketPlace. Attendees are encouraged to visit their exhibitor colleagues who support the Conference.

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**12 to 1:30 p.m.**

*Churchill*

*2nd Floor*

**NCBFAA Indoor Hospitality Gathering**

*Sponsored by:* [Roanoke Trade - Insurance for Trade and Transportation](#)

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**1:30 to 3 p.m.**

*St. Charles*

*3rd Floor*

**ACE – Finishing the Core and Developing New Capabilities**

**Precis:** CBP has divided ACE development into two buckets—core and post core. They have also labeled certain functionality as 'legacy' ACE. Yet, even as ACE is the system of record for most functionality, we find that there is some unfinished business in ACE. With most functionality moved from ACS to ACE, there are still core features that CBP has to complete, perfect, or develop all together. And with ACE as the single window for CBP and PGA communications, we need to know that ACE will continue to develop to meet needs as business and international trade evolve. Join us for a presentation on ACE shortfalls, on-going development schedules, and a discussion as to what we need from this system in the future.

**Panelists:**

- [Cindy Allen](#), VP, Regulatory Affairs and Compliance, FedEx
- [Monica Crockett](#), Director, Entry Summary, Accounts & Revenue (ESAR), CBP
- [Randy Mitchell](#), Director, Commercial Operations, Revenue and Entry Division, CBP
- [James Swanson](#), Director, Cargo Security and Controls, Cargo and Conveyance Security, CBP

**Moderator:** [Myra Reynolds](#)

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**2:30 to 3:30 p.m.**

*Churchill*

*2nd Floor*

**NCBFAA Indoor Hospitality Gathering**

*Sponsored by:* [Roanoke Trade - Insurance for Trade and Transportation](#)

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**3 to 3:30 p.m.**

*Churchill*

*2nd Floor*

**Final Break and Raffles in Exhibitor MarketPlace**

Attendees are encouraged to visit the exhibits during this break when NCBFAA and many exhibitors will select their Exhibit Booth raffle winners.

Sponsored by: [NCBFAA Shippers Association](#)

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**3:30 to 5:45 p.m.**

*Jean Lafitte Pool Deck*

**NCBFAA Outdoor Hospitality Gathering**

Sponsored by: [Roanoke Trade - Insurance for Trade and Transportation](#)

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**3:30 to 4 p.m.**

*St. Charles*

*3rd Floor*

**Keynote**

**Speaker:** [Executive Assistant Commissioner Brenda B. Smith](#)

**Introduced by:** [Geoff Powell](#) – C.H. Powell Co. and NCBFAA President

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**4 to 5:15 p.m.**

*St. Charles*

*3rd Floor*

**Export Compliance Update and Utilizing ACE to Manage Compliance**

**Precis:** The government and our customers continue to become more sophisticated in analyzing export data to ensure compliance to the regulations. Also, in addition to forthcoming changes to the regulations we hold near and dear, we are also now faced with learning the ins and outs of several additional government agency regulations (the seven export PGAs). Please join us to hear the latest updates in export regulations, benefits that we are already enjoying because of ACE, new reporting requirements, and how we can utilize ACE to help us manage our compliance programs.

**Panelists:**

- [Gerry Horner](#), Director, Office of Technology Evaluation, Bureau of Industry and Security
- [Omari Wooden](#), Assistant Division Chief Trade Outreach & Regulations, International Trade Management Division, U.S. Census
- [Richard DiNucci](#), Executive Director, Cargo Conveyance and Security, Office of Field Operations, Customs and Border Protection

**Moderator:** [Paulette Kolba](#), DSV Air & Sea Inc. and NCBFAA Export Compliance Chair

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**7 to 11 p.m.**

*St. Charles*

*3rd Floor*

**[Invitation](#)**

**Masquerade Dinner Ball**

In a paean to Mardi Gras and its traditions, NCBFAA Tuesday Dinner Dance will be a Masquerade Ball, of sorts. All are encouraged to bring and wear a face mask - ceramic, jester, feather, beaded, circus, or any



other kind of face mask - and get into the spirit of a festive New Orleans occasion. Otherwise, the attire options include formal, full costume, or business.

*Sponsored by:*

- [Avalon Risk Management](#)  
[ProSight Specialty Insurance](#)



## Wednesday, April 5, 2017

**7 to 10:30 a.m.**

*Le Croissant*      **Breakfast Buffet**

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**7:30 a.m. to 7 p.m.**

*3rd Floor Registration*

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**7:30 a.m. to 7 p.m.**

*The District*

*3rd Floor*      **NCBFAA Cyber Café**

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**7 to 8:30 a.m.**

*Le Croissant*      **NCBFAA Speakers' Breakfast**

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**8:15 to 9:15 a.m.**

*St. Charles*

*3rd Floor*      **Section 321 — What Belongs and What Doesn't and How the Brokerage Industry Can Use this Provision**

**Precis:** According to a quick internet search, ecommerce sales grew by 14.6% in 2015 marking the sixth consecutive year of near 15% growth rates. This presents a challenging opportunity for brokers and forwarders. It also presents challenges and opportunities for CBP and agencies who regulate trade. Business and consumers are looking for ways to move goods with a minimum of friction. Brokers and forwarders are looking for ways to meet clients' needs and looking for solutions which provide expedient and compliant clearance through all regulators. This panel will address this business opportunity and what brokers and forwarders need from CBP to compete in this environment.

**Panelists:**

- [Vincent Iacopella](#), Janel Group, Inc.
- [Alan Klestadt](#), Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt LLP and NCBFAA Customs Counsel
- Randy Mitchell, Director, Commercial Operations and Entry Division, Office of Trade, Trade Policy and Programs, CBP
- Stuart Schmidt, UPS Supply Chain Solutions

**Moderator:** [Mary Jo Muoio](#), NCBFAA Customs Committee Chair

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**9:15 to 10:15 a.m.**

*St. Charles*

*3rd Floor*      **Maritime Administration – Protecting Our U.S. Flag**

**Precis:** MARAD's main functions are to administer the U. S. Merchant Marines' development and maintenance financial programs, to organize shipbuilding financing and to handle emergencies for merchant shipping. How does MARAD interact with Ocean Transportation Intermediaries? How can we support our US Merchant Marine?



**Panelist:**

- Lalit Raina, Office of Cargo Preference and Domestic Trade, Maritime Administration MARAD

**Moderator:** [Janet Fields](#), John S. James Co. and NCBFAA Transportation Committee Chair

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**10:15 to 10:30 a.m.**

*District Foyer*

*3rd Floor*

**Morning Session Break**

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**10:30 to 11:30 a.m.**

*St. Charles*

*3rd Floor*

**Federal Maritime Commission - A New Day**

**Precis:** Michael A Khouri recently became the 21st person to lead the Federal Maritime Commission, serving as Acting Chairman. We have experienced a strong and supportive FMC in recent years and expect that trend to continue. In addition to several deregulatory initiatives that the NCBFAA has proposed relating to NRAs and NSAs, the recent Executive Order that tasks the various agencies to look to further streamline regulation and ease unnecessary burdens on stakeholders indicates that the agency may be moving forward in a new and interesting direction at least with respect to Ocean Transportation Intermediaries (OTIs) and other stakeholders in the maritime industry. What will change? Plan to attend this important session to find out what the future may hold.

**Panelist:**

- [Michael A. Khouri](#), Acting Chairman, Federal Maritime Commission

**Moderator:** [Edward Greenberg](#), GKG Law, P.C. and NCBFAA Transportation and General Counsel

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**11:30 a.m. to 12:30 p.m.**

*St. Charles*

*3rd Floor*

**TSA Regulations and the Supply Chain**

**Precis:** As in all regulations, each entity in the supply is regulated differently. Some entities are not governed by the TSA agency, but still have regulatory implications, indirectly. The NCBFAA Air Freight Sub-Committee works closely with all of these entities to help shape and serve the air cargo community. Come hear from the Airline, the IAC, an Authorized Representative, our Air Cargo partner – Cargo Network Services, and the regulator – TSA.

**Panelists:**

- [Tom Friedman](#), TSA
- [Thayne Worsely](#), Panalpina
- [Mike White](#), CNS
- Jim Barber, Director, Corporate Security, Forward Air

**Moderator:** [Donna M. Mullins](#), Mullins International Solutions and NCBFAA Subcommittee on Air Freight Chair

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**12 to 1 p.m.**

*Jean Lafitte Pool Deck*

**Sponsored by:** [Roanoke Trade - Insurance for Trade and Transportation](#)

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**12:30 to 1:30 p.m.**

*St. James*

*3rd Floor*      **Lunch**

*Sponsored by:* **Affiliated Presidents Network (APN)**

**1:30 to 2:30 p.m.**

*St. Charles*

*3rd Floor*

**TFTEA: How Will It Affect Importers? How Will It Affect Brokers and the Way They Do Business**

**Precis:** The Trade Facilitation and Trade Enforcement Act was a signal from Congress for more enforcement from CBP. To implement the new law, CBP is required to develop regulations that require importers to develop a risk management program and provide guidelines for additional bonding those importers that are perceived to be an enforcement risk. The expectations for antidumping and countervailing duty compliance have been raised. CBP will want more information on importers and now has authority to require brokers to vet their customers and to keep records of such activity. This will be a discussion on the proposed regulations and how to deal with them.

**Panelists:**

- [Alan Klestadt](#), Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt LLP and NCBFAA Customs Counsel
- Steve Hilsen, Deputy Executive Director, Trade Remedy & Law Enforcement, Office of Trade, CBP

**Moderator:** [David Meyer](#), DJS International Services, Inc.

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**2:30 to 5:45 p.m.**

*Jean Lafitte Pool Deck*

*Sponsored by:* [Roanoke Trade - Insurance for Trade and Transportation](#)

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**2:30 to 3 p.m.**

*District Foyer*

*3rd Floor*      **Afternoon Session Break**

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**3 to 4 p.m.**

*St. Charles*

*3rd Floor*      **Trade Enforcement and Facilitation with the Centers and the Ports**

**Precis:** A recent Federal Register Notice update the regulatory authority for the Port Directors and the Centers of Excellence and Expertise. This panel will help define how the two work together for both enforcement and facilitation and can serve as an education on how brokers can better work with both the Ports and the Centers when challenges arise.

**Panelists:**

- [Richard DiNucci](#), Executive Director, Cargo Conveyance and Security, Office of Field Operations, Customs and Border Protection
- [Mark Shacklette](#), UPS Supply Chain Solutions

**Moderator:** [Dan Meylor](#), Carmichael International Services

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**4 to 5 p.m.**

*St. James*

*3rd Floor*

**CBP's Agenda Plans**

**Speaker:** CBP Acting Commissioner [Kevin K. McAleenan](#) (*Invited*)

**Introduced by:** [Geoff Powell](#) – C.H. Powell Co. and NCBFAA President

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**6:30 to 8 p.m.**

*St. James*

*3rd Floor*

**Closing Reception, Special Recognition Awards including**

The NCBFAA Citizenship Award  
in honor of

Mr. Tom James, President,  
John S. James Co., Garden City, GA

*Sponsored by:* Louisiana Maritime International Chamber of Commerce

***See You Next Year***

**45<sup>th</sup> NCBFAA Annual Conference**

**April 29 - May 3, 2018**

**The Westin Mission Hills Resort & Spa Rancho Mirage  
Rancho Mirage, CA**



## Thursday, April 6, 2017

### NEI WORKSHOP DAY

**Sponsored by: Integro Insurance Brokers/Navigators Management Company**

Thursday, April 6, 2017

**7 a.m. to noon**  
3rd Floor Registration

**NEI Thursday Workshop Registration Desk / Information Center**

*Attendance worth 5 CCS/CES Credits*

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**8 a.m. to 3 p.m.**  
*The District*  
3rd Floor

**NCBFAA Cyber Cafè**

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**8:15 to 9:45 a.m.**  
*St. Charles*  
3rd Floor

#### **CONCURRENT SESSIONS:**

##### **A) CCS: Chapter 98: The Hidden Dangers & Opportunities**

**Precis:** We are all faced with the proper use of Chapter 98 classifications (Special classification provisions). U.S. Goods returned, Articles Exported and returned, advanced or improved abroad, Substantial Containers or Holders, Personal Exemptions extended to Residents and Nonresidents, etc. are just a few of the provisions. Learn how to navigate and utilize this chapter to best serve your clients.

##### **Speakers:**

- [Donna Mullins](#), Mullins International Solutions
- [Lenny Feldman](#), Sandler, Travis & Rosenberg, P.A.
- [Larry Hanson](#), Law Office of Lawrence W. Hanson

*St. James*  
3rd Floor

##### **B) CCS & CES: Adding Value to Your Compliance Team**

**Precis:** What makes a good compliance team? What do you look for in an individual, what is needed once you have a great team? Hiring, training, and internal communication are key. You will hear what it takes from many different perspectives during this session.

##### **Speakers:**

- Rachel Pisani
  - Beth Pride, BPE Global
  - [Karen Damon](#), DHL Global Forwarding (Invited)
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10 to 11:30 a.m.

*St. Charles*

*3rd Floor*

**CONCURRENT SESSIONS:**

**A) CCS: Duty Drawback Simplification: What is Changing?**

**Precis:** With the passage of the Trade Facilitation and Trade Enforcement Act of 2015, work is underway to update the Duty Drawback regulations to align with the new law. There are significant conceptual changes that will impact how you and your clients claim drawback in the future. Listen to the group of individuals from the trade who were invited to discuss these changes with CBP, as they explain what you should be prepared for.

**Speakers:**

- [Michael Cerny](#), Global Customs & Trade Specialists, Inc.
- David Corn, Comstock & Theakston, Inc.

*St. James*

*3rd Floor*

**B) CCS & CES: Working with PGAs in ACE & PGA Update**

**Precis:** With the inclusion of the Participating Government Agencies (PGAs) in ACE, the plan for the single window for entry filings can be realized. Learn how to use ACE to effectively enter goods that are subject to PGA clearance requirements.

**Speakers:**

- [Russell Statman](#), Registrar Corp
- [Craig Seelig](#), WiseTech Global
- [Myra Reynolds](#), John S. James Co.

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11:45 a.m. to 1 p.m.

*St. Charles*

*3rd Floor*

**CONCURRENT SESSIONS:**

**A) CCS: What to Do if Your Company Receives an Informed Compliance Letter from CBP**

**Precis:** We have all received informed compliance letters from CBP. Get tips on what you should be doing when this occurs from top customs law consultants--and a former CBP auditor!

**Speakers:**

- [Cindy DeLeon](#), DeLeon Trade
- [George Tuttle III](#), George R. Tuttle, A.P.C.
- [Adrienne Braumiller](#), Braumiller Law Group PLLC

*St. James*

*3rd Floor*

**B) CES: ACE for Exports**

**Precis:** Increased exports is a major focus of not only the past government administration but the current one as well. Learn to navigate ACE export modules and reports properly so you can get the best results from this government tool.

**Speakers:**

- Mayumi Brewster, U.S. Census Bureau
- [Omari Wooden](#), U.S. Census Bureau
- [Merit Tremper](#), Merit Trade Consulting Services



1:15 to 2:30 p.m.

*St. Charles*

*3rd Floor*

**CONCURRENT SESSIONS:**

**A) CCS & CES: Profiting from FTZs & Bonded Warehouse Operations**

**Precis:** FTZ and bonded warehouse operations are some of the tools importers and exporters use. Learn how to offer and benefit from managing these services for your clients--be a part of a total solution.

**Speakers:**

- [Robert Stein](#), Mohawk Global Trade Advisors
- Michele Pluta, Floor & Decor
- [Tom Gould](#), Sandler, Travis, & Rosenberg, P.A.

*St. James*

*3rd Floor*

**B) CCS & CES: Hidden Dangers/Inferred Liability on International Trade**

**Transactions**

**Precis:** As service providers we expose ourselves and our companies to inferred liability every time we transact business on behalf of our clients. Learn what to look for and what you can do to limit the damage--which may occur while trying to serve your clients.

**Speakers:**

- [Joe Chillino](#), Roanoke Trade
- [Jim Farrell](#), Integro Insurance Brokers
- [Grant Goldsmith](#), Avalon Risk Management