NASBITE 2010
International Trade Compliance Institute (ITCI)

www.TradeComplianceInstitute.org

Maurice Kogon, Director
El Camino College Center for International Trade Development
13430 Hawthorne Blvd., Hawthorne California 90250 USA
310-973-3173 | mkogon@elcamino.edu | http://elcamino.citd.org
ITCI Funding, Goals & Objectives

• DOE Title VI B Funding: $174,000 (2 Years)
• Goals
  – Increase Awareness of Regulatory Requirements
  – Increase Level of Regulatory Compliance
• Objectives
  – Provide One-Stop Access to Extensive Regulatory Information
  – Provide One-Stop Source of Regulatory Advice & Referrals
  – Provide Collaborative Opportunities for Regulatory Training
  – Provide On-Line Directory of Regulatory Experts
  – Provide Customized Compliance Consulting as Needed
ITCI Launch Strategy

• Year One Focus
  – Form Advisory Group
  – Develop ITCI Website
  – Develop ITCI Marketing Materials
  – Identify Training Topics/Programs/Trainers

• Year Two Focus
  – Launch Website
  – Conduct Training
  – Provide ongoing ITCI advisory/research services
ITCI Target Audience

• New-to-Export SMEs Deterred by Regulations
• Non-Compliant SME Exporters Unaware of Regulations
• Large Exporters Vulnerable to Non-Compliant Suppliers
• Importers of Products Subject to U.S. Import Requirements
• Foreign Exporters to U.S.
• Counselors in Trade Assistance Agencies (reference source)
• Trade Service Providers/Practitioners (reference source)
ITCI Partners & Cooperators

• Grant Partners
  – U.S. Commercial Service
  – California Space Authority
• Grant Cooperators
  – U.S. Regulatory Agencies
  – L.A. Customs Brokers and Freight Forwarders Association
  – Foreign Trade Association
  – Trade Associations/Chambers of Commerce
  – Compliance Practitioners (attorneys, consultants, etc.)
ITCI seeks to raise the level of regulatory compliance by increasing awareness, overcoming fears, and offering extensive, no-, or low-cost regulatory advice, information, training and assistance.

**What is ITCI:** ITCI is a comprehensive, one-stop source of advice, information, training, and assistance on all aspects of international trade regulations and compliance.

**Why ITCI:** Many exporters and importers fail to comply with international trade regulations out of ignorance. The unwitting violators not only put our nation at risk, but also risk severe criminal penalties and loss of their goods. Many potential global traders simply avoid exporting or importing out of fear of regulations. These fearful trade-avoiders are denying themselves huge potential opportunities for business and job growth.
ITCI Regulatory FAQs

• **U.S. Export Controls**
  - U.S. National Security Export Controls - General
  - U.S. National Security Export Controls - Non Military (EAR)
  - U.S. National Security Export Controls - Military Items/ITAR
  - U.S. National Security Export Controls - Foreign Assets Control/FAC
  - U.S. National Security Export Controls - Product- Specific
  - U.S. Export Controls - Product Specific
  - U.S. Export Controls - Documentation
  - U.S. Export Controls - Anti-Competitiveness

• **U.S. Import Controls - All**

• **Foreign Import Controls - All**

• **International/Multilateral Trade Controls/Treaties/Conventions**
ITCI Regulatory Database

I. U.S. Export Controls
   U.S. National Security Export Controls
   U.S. Health/Safety Export Controls
   U.S. Anti-Competitiveness Controls
   U.S. Export Documentation Requirements

II. U.S. Import Controls
   U.S. Tariff Barriers
   U.S. Non-Tariff Barriers
   U.S. Import Documentation Requirements

III. Foreign Import Controls
   Foreign Tariff Barriers
   Foreign Non-Tariff Barriers
   Foreign Import Documentation Requirements

IV. Multilateral/International Trade Controls
   Intellectual Property Rights (IPR)
   E-Commerce
   Controls on Anti-Competitiveness
ITCI News/Alerts

Updates on U.S. and international trade regulations from authoritative sources, such as:

• USDOC Trade Compliance News USDOC Trade Notices - Trade Alert Newsletter

• International Trade Law News (Edited by Douglas N. Jacobson, Member, Sandler, Travis & Rosenberg, P.A., Washington, D.C.)

Zisser News & Events -- Import Compliance News (Zisser Customs Law Group, San Diego, CA)
ITCI Collaborative Training

• Topics cover all aspects of international trade regulations
• Training can be ITCI organized or partner organized
• All training posted on ITCI Calendar – partners can self-post
• Workshops range from 3-hours to full day
• Prep and certificate courses range from 5-12 weeks
Center for International Trade Development
El Camino College Business Training Center
13430 Hawthorne Boulevard, Hawthorne, CA 90250
Phone: (310) 973-3173    Fax: (310) 973-3132
http://elcamino.citd.org   and  www.tradecomplianceinstitute.org

Maurice Kogon: CITD Director
Bronwen Madden: CITD Deputy Director & ITCI Project Manager