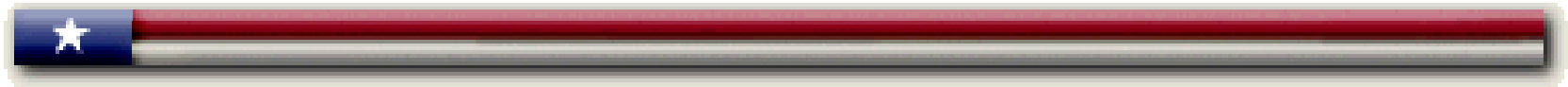


Industry Outreach and Compliance Programs

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Link Between Compliance and Outreach



- Industry seeking information and tools to better comply with regulations.
- Training programs seek to meet that need
 - Raise awareness
 - Strengthen relationships
 - Encourage development of internal compliance programs

Outreach Objectives



- Provide details on export control regulations and policies.
- Provide guidance on how to comply.
- Inform of criminal and civil penalties for non-compliance.
- Provide multi-agency expertise.

Types of Seminar Programs



Audience Specific

- Exporters
 - One Day
 - Two Day
- Forwarders

Specialized Programs

- “Update” Conference
- Technology/Encryption
- Export Management Systems
- How to Classify Items for Export
- Aerospace
- Chemicals

Seminar Statistics (FY05)



Bureau of Industry and Security conducted:

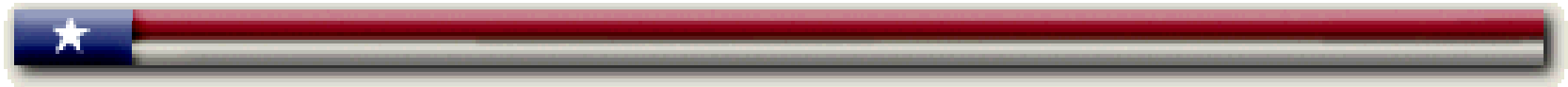
- 45 domestic seminars in 17 states
- Trained 3,300 persons
- Annual “Update” Conference
- Seminars also conducted in India, Republic of Korea, Singapore

Reaching New Audiences



- Industry-sponsored annual conferences and trade shows offer opportunity to introduce export control concepts to companies.
- Enforcement actions publicized in press and on web site serve to focus management attention.
 - “Don’t Let This Happen to You!”

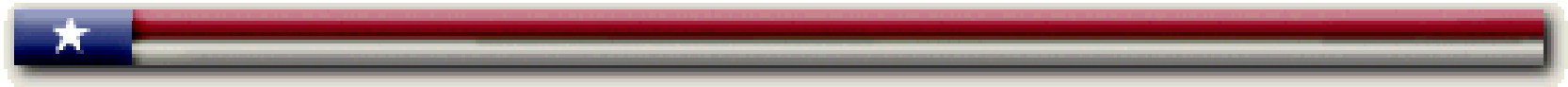
Placing Resources Where Needed



- Washington, D.C.
- Regional Offices established in California to enhance business community's awareness of the mission and services of the Bureau of Industry and Security.
- Enforcement offices nationwide also conduct outreach.

Ongoing Outreach/Assistance

Critical



- The agency provides one-on-one assistance to over 100,000 individuals per year.
- Conducts reviews of company internal compliance programs.
- Participates in company-specific training efforts to raise sensitivity throughout an organization.