

# COAC Export Mapping Work Group *Overview and Recommendations*

August 7, 2013



# The Process

## COAC Export Sub-Committee



## Export Mapping Work Group (EMWG)

### Tasking

Deliver an Export Education Package engaging subject matter experts from all competencies, ensuring representation from the trade and government.

### Achievement Strategy

Uniquely discuss each export type and produce a presentation package containing: a current state process map, with opportunities for improvement identified, and with potential solutions recommended.

EMWG Membership:  
Exporters, Brokers,  
Freight Forwarders,  
Carriers, CBP, BIS,  
Census, DDTC

### Assess, Identify

Small Teams present Education Packages by Group/Category to entire EMWG.

Cycle of refinement to arrive at group's final map, opportunities for improvement, and potential solutions.

### Formulate Recommendations

Incorporate EMWG dialogue, which includes USG feedback, and trade input from survey.

### Roadmap

Created an integrated master plan.

Addressed new Work Group scope.

Collaboration

March  
2013

May  
2013

August  
2013

# Recommendation 1

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**We recommend that CBP, in conjunction with COAC, develop a combined Government approach to risk, process, guidance and correction by establishing a One US Government for Exports Work Group.**

- We recommend the work group tasking result in the delivery of a One US Government for Exports, using the One [U.S. Government Master Principles document](#) for Imports as a model. The Master Principles document is critical to harmonize the voice of trade and provide guidance to the US Government on the desired balance point when considering the criteria of outbound speed and cost, the necessary mitigation of US risk, and foreign inbound speed and cost.
- We further recommend that at a minimum this work group consider the following inputs prior to creating the Master Principles for Exports: scope, constraints, and timing from CBP, current state jurisdiction and current risks, mutual recognition, the President’s National Export Initiative (ITDS for Exports and Export Control Reform status), agency alignment in export enforcement, and the particular opportunities for improvement and solutions provided by the EMWG and related USG feedback. Finally, we recommend that group membership include CBP, BIS, Commerce, DDTC, and trade representation from PGA FACA appointees, exporters, carriers, forwarders and brokers.

Focus on One US Government for Exports

# Recommendation 2

**We recommend that CBP, in conjunction with COAC, create an Export Process Working Group (EPWG) to focus on prioritizing acknowledged opportunities for improvement, review the C-TPAT for exporter criteria in close alignment with the Trusted Trader COAC Sub-committee, and to focus on designing a future state export process that will serve to implement the developed One USG master principles for exports.**

Engaging government and trade expertise to focus directly on the process, prioritizing short-term and long-term, will begin to deliver a streamlined future process that considers business, trust, and risk.

- We further recommend that at a minimum this work group consider the following inputs prior to delivering on the tasking: scope, constraints, and timing from CBP Mapping Work Group Education Package, Imports/Exports [One USG Master Principles Document](#), AES status, the President’s National Export Initiative (ITDS for Exports and Export Control Reform status), C-TPAT draft criteria, Mutual Recognition Requirements for Exports, Authorized Economic Operator (and other export component programs), ACAS feasibility study, best practices in Government to Government (US to Canada – sharing of import information for export purposes). Finally, we recommend this group include members of CBP, BIS, Commerce, DDTC, and trade representation from PGA FACA appointees, exporters, carriers, forwarders and brokers. We also believe that at the proper point, CBP should consider engaging the World Customs Organization (WCO) members from foreign governments to continue global facilitation efforts.

Focus on Export Process



# Recommendation 3

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We recommend that CBP, in conjunction with COAC, create an **Export Visibility, Amendments, and Controls Work Group** to focus on delivering specific recommendations to promote supply chain visibility, USG transparency, and compliance. We envision these recommendations being realized via an automated single “system” applying best practices for internal assessment and controls **monitoring**. Working together to resolve and develop requirements for visibility, amendments, and controls is integral to trade efficiency and compliance and will further implement desired elements associated with a One USG Export Master Principles vision.

- We further recommend that at a minimum this work group consider the following inputs prior to delivering on the tasking: scope, constraints, and timing from CBP, Mapping Work Group Education Package and Export Survey Results, current amendment processes, agency alignment in export enforcement, best practices in export control monitoring, and the One US Government Master Principles for Exports document. Finally, we recommend this group include members of CBP, BIS, Commerce, DDTC, and trade representation from PGA FACA appointees, exporters, carriers, forwarders and brokers.

Focus on Export Visibility, Amendments, and Controls

# Recommendation 4

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We recommend that CBP engage with the trade to share the export education packages with CBP export and outbound roles in addition to other groups and forums. We encourage CBP to develop and share a list of enhancements as they are implemented as a result of this exercise. We further recommend CBP continue their dialogue with Census, BIS, and DDTC on the opportunities for improvement and continue to work with the trade on solutions.

Share the Export Sub-Committee's Export Education Package

# The Roadmap

One US Government for Exports Work Group (1USG for E)

Export Process Working Group (EPWG)

Export Visibility, Amendments, and Controls Work Group (EVACWG)

Aug 2013

Survey Report

Prioritize EMWG Process Solutions, Recommend Improvements

Trade Export Visibility Requirements

Review C-TPAT for Exporters Process and Criteria

Trade Post-Declaration Requirements

One USG Master Principles for Exports

Future State Export Process

Trade Controls Benefits, Best Practices, and Partnership Recommendations

14<sup>th</sup>/15<sup>th</sup> COAC

Share the Export Sub-Committee's Export Education Package

# The Participants

COAC EMWG	Name/Office
U.S. Department of Homeland Security, Customs and Border Protection (CBP) Government Lead	Ted Clifton, Acting Director, Import/Export Control, Office of Field Operations, CBP
U.S. Department of Homeland Security, Customs and Border Protection (CBP)	Mindy Wallace, COAC Designated Federal Officer (DFO), Trade Relations (OTR), Office of the Commissioner, CBP
COAC Export Subcommittee Trade Co-Chair	Julie Parks, Senior Manager, Export/Import Operations, Raytheon Company/COAC Member
COAC Export Subcommittee Trade Co-Chair	Elizabeth Shaver, Director, Cargo Services, Airlines for America (A4A)/COAC Member

COAC EMWG/Trade	Name/Office
Commodity Group Lead	Julie Parks, Senior Manager, Export/Import Operations, Raytheon Company
Commodity Group	Michael Ford, Vice President, Regulatory Compliance and Quality, BDP International (TSN Member)
Commodity Group	P.J. Hart, Aerospace Industries Association
Commodity Group	Gonzalo Castro, Cardinal Health
Commodity Group	Nanoh Park, Senior Manager, Customs, North America, Expeditors
Commodity Group	Brenda Barnes, Director of Customer Services, Allports Forwarding, Inc.
Commodity Group	Geoffrey C. Powell, President, C.H. Powell Company
Commodity Group	George Weiss, Executive Vice President, Sandler & Travis Trade Advisory Services/COAC Member
Commodity Group	Vincent Iacopella, Managing Director, The Janel Group
Commodity Group	Anu Gavini, Senior Vice President, Sandler & Travis Trade Advisory Services, Inc.
Commodity Group	Paulette Kolba, Export Compliance Professional
Manifest Group Lead	Elizabeth Shaver, Director, Cargo Services, Airlines for America (A4A)/COAC Member
Manifest Group	Michael Tamilia, Senior Manager, Customs and Transborder Operations, CN Supply Chain Solutions (CESAC Member)
Manifest Group	Pierre Clement, Manager, Customs and Trade Compliance, UPS
Manifest Group	Chip Bown, Managing Director, Regulatory Compliance, FedEx Trade Networks
Manifest Group	William Ferguson, Vice President, Security Services, NYK Line (North America) Inc.
Border (CA/MX) Group Lead	Kathleen Neal, Director, Global Trade Compliance, Regal Beloit Corporation/ COAC Member
Border (CA/MX) Group	James Phillips, Senior Manager-Customs, General Motors LLC/COAC Member (TSN Member)

THANK YOU!

# The Participants

COAC EMWG/Government	Name/Office
U.S. Department of Homeland Security, Customs and Border Protection (CBP)	William Delansky, Capability Owner, AES Re-engineering Development, Office of Field Operations
U.S. Department of Homeland Security, Customs and Border Protection (CBP)	Paul Martin, Import/Export Control, Office of Field Operations
U.S. Department of Homeland Security, Customs and Border Protection (CBP)	Robert Rawls, FORT-Outbound Operations and Enforcement, Office of Field Operations
U.S. Department of Homeland Security, Customs and Border Protection (CBP)	Carla Donofrio, Import/Export Control, Office of Field Operations
U.S. Department of Homeland Security, Customs and Border Protection (CBP)	Quintin Clarke, Import/Export Control, Office of Field Operations
U.S. Department of Homeland Security, Customs and Border Protection (CBP)	Cynthia Oliver, Import/Export Control, Office of Field Operations
U.S. Department of Homeland Security, Customs and Border Protection (CBP)	Steven Krupinsky, Supervisory Program Manager, Office of Field Operations
U.S. Department of Commerce, U.S. Census Bureau	Nick Orsini, Chief, Foreign Trade Division
U.S. Department of Commerce, U.S. Census Bureau	Diane Oberg, Assistant Chief, Foreign Trade Division
U.S. Department of Commerce, U.S. Census Bureau	Steve Bulman, ACE Coordinator, Foreign Trade Division
U.S. Department of Commerce, U.S. Census Bureau	Joe Cortez, Foreign Trade Division
U.S. Department of Commerce, U.S. Census Bureau	Rebecca DeNale, Foreign Trade Division
U.S. Department of Commerce, U.S. Census Bureau	Kelli Craig, Supervisor, Export Compliance, Foreign Trade Division
U.S. Department of Commerce, Bureau of Industry and Security (BIS)	Thomas Andrukonis Director, Export Management & Compliance Division, Office of Exporter Services
U.S. Department of Commerce, Bureau of Industry and Security (BIS)	Gerry Horner, Director, Office of Technology Evaluation
U.S. Department of Commerce, Bureau of Industry and Security (BIS)	Teresa Telesco, Office of Technology Evaluation
U.S. Department of State	Candace Goforth, Director, Office of Defense ,Trade Controls Policy (March 2013)

THANK YOU!