Bureau of Industry and Security AES Seminar

Export Administration Regulations (EAR) Compliance in AES EEI Filings

Dallas Fort-Worth, TX



- · Introduction to BIS
- Determining BIS Export Control Requirements
 - ➤ Identifying a License Requirement: What, Where, Who, and How?
 - ➤ Using the Correct Designation: BIS Licenses, License Exceptions, and NLR
 - State Department license exemption
- Properly Reporting Commerce License Types in AES
- · Additional Resources and Questions





Mission of the Bureau of Industry and Security

• We administer the EEA through the EAR

Advance the national security, economic interests, and foreign policy of the United States

- ✓ Develops export control policies
- ✓ Issues export licenses
- ✓ Prosecutes violators to heighten national security
- ✓ Develops & implements programs that ensure a technologically superior defense industrial base

Office of Technology Evaluation Mission

Maintain & enhance national and economic security by:

- · Analyze export license and trade data;
- · Conducting primary research & analysis on critical technologies;
- Monitor the effect of the dual-use export control system on U.S. interests;
- · Investigate the effects of imports on national security;
- Analyze foreign availability of critical products and technologies
- Determine if measures are needed to protect the U.S. economy from supply shortages;
- · Administer Technical Advisory Committees.





Develop or Inform Export Control Policy Decisions

- Change the Export Control System and Enhance National Security by:
 - Transitioning items that no longer warrant control on the State Department United States Munitions List (USML) to the Commerce Department's Commerce Control List (CCL)
 - > Improving interoperability with allied countries
 - > Strengthening the U.S. industrial base
 - Allowing export control officials to focus government resources on transactions that pose greater concern
- · Removal of the license requirement for crude oil exports



Why? Reasons for Controls:

Multi-lateral- Regime / International Convention-Based

CW = Chemical Weapons Convention

CB = Chemical & Biological Weapons

NP = Nuclear Nonproliferation

NS = National Security

MT = Missile Technology

FC = Firearms Control

UN = United Nations Embargo

El = Encryption Item

Unilateral- United States Government determination

CC = Crime Control

AT = Anti-Terrorism

RS= Regional Stability

SI = Significant Item

SL = Surreptitions Listening

SS = Short Supply



Types of Commerce Export Designations

1) Licensed Exports

AES License Type Codes C30

2) License Exceptions

AES License Type Codes C35-C59

- *NEW* C62 Support for the Cuban People

Transactions NOT _

3) No License Required (NLR) & DY6

Subject to a License
Requirement

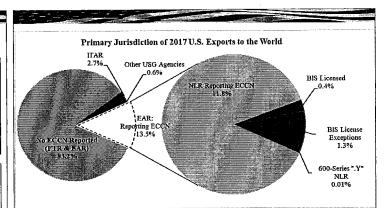
Transactions

Subject to a License

Requirement

— AES License Type Codes C33 and C60



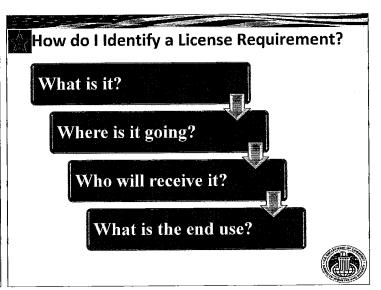


AES transaction data for 2017 shows over 30 million export shipments worth \$1.6 trillion, of which only 1.7% were subject to a BIS license requirement.

Export License Application Trends BIS Licenses for Tangible Items, Software and Technology for the World by License Count 2013-2017 40,000 Average Processing Time (days) 30,000 20,000 10,000 2015 2016 2014 168 321 311 301 277 ≅RWA 3,758 5.202 4.680 4.994 Approved 20,182 25,935 30,980 28,204 29,655 Average Processing Ti 23 25 23 (Days) ource: Commerce U.S. Exports Exporter Support System, February 9, 2018

Deemed Export licenses not included





What is the item?

What is the Item?

NEVER ASSUME YOUR ITEM IS NOT CONTROLLED BASED ON A LACK OF INFORMATION!

On the Commerce Control List

Items listed on the CCL have an Export Control Classification Number (ECCN) and are described in terms of technical parameters and characteristics.

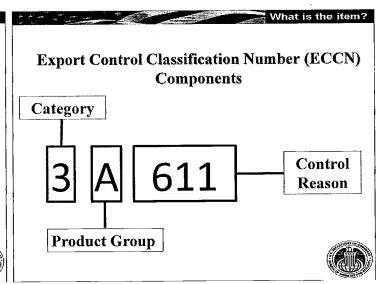
Other Partner Agency's List

- Items may be subject to jurisdiction of the
- Departments of State, (Commodity Jurisdiction no charge)
- Department of Energy,
- Department of Treasury (OFAC),
- Others.

Not Listed

- If not on CCL or another agency's list, report EAR99.
 - By Using EAR99 you are informing BIS that you have gone through
 the classification process and you have determined that your item is not listed on our list





What is the item?

Structure of the ECCN

Categories

O Nuclear & Miscellaneous

Materials, Chemicals, Microorganisms, & Toxins

Materials Processing

Electronics

Computers

Telecommunications & Information Security

Sensors & Lasers

Navigation & Avionics

Marine

Aerospace & Propulsion

Product

A Systems, Equipment, & Components

B Test, Inspection, & Production Equipment

C Materials

D Software

E Technology

A - finished product
B - used to make
the item
C - raw materials

D - computer

software/code

Control Reasons
000-099 National Security

100-199 Missile Technology Nuclear 200-299 Nonproliferation 300-399 Chemical & Biological **National Security** 500-599 600-699 Wassenaar / former USML Anti-terrorism, Crime Control, 900-999 Regional Stability Short Supply, UN



What is the item?

Item not Listed? EAR99

* EAR99 items generally consist of low-technology commercial goods and do not require a license



- Items not specified on the CCL or another agency's list
- · Most commercial items



Remember: Even EAR99 items can be restricted to certain countries, end-users, or end uses. Check all parties to the transaction, the end-use of the item and restricted destinations! See Part 736 of the EAR.



EAR99 Items subject to the EAR that are not elsewhere specified in this CCL Category or in any other category in the CCL, are designated by the number EAR99.



What is the item?

What is the item?

What is the ECCN Category and Product Group?













Common items?

Top 10 Commodities by value Exported from the Dallas Fort-Worth International Airport - 2017 by Harmonized Schedule 6-Digit Description

880000 Civilian Aircraft, Engines, And Parts

300490 Medicaments Nesoi, Measured Doses, Retail Pk Nesoi

901890 Instr & Appl F Medical Surgical Dental Vet, Nesoi

851762 Mach For Recp/convr/trans/regn Of Voice/image/data

300215 Immunological Products, In Measured Doese/rtl Sale

847330 Parts & Accessories For Adp Machines & Units

854239 Electronic Integrated Circuits, Nesoi

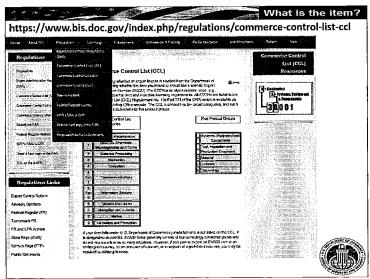
844399 Pts & Acc Of Printers, Copiers And Fax Mach, Nesoi

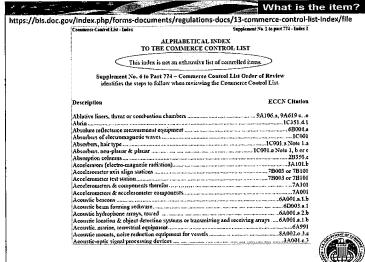
851712 Phones For Cellular Ntwks Or For Oth Wireless Ntwk

854231 Processors And Controllers, Electronic Integ Circt

Source: U.S. Consus Bureau Foreign Trade September 25, 2018







Where is it going?

Where is the Item Going?

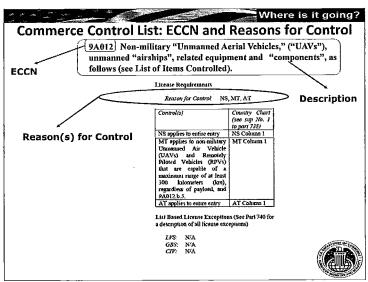
- Reasons for Control vary on a country-bycountry basis.
- The Commerce Country Chart shows the Reasons for Control that are applicable to a given country of destination (Supplement No. 1 to Part 738).
- If your item's ECCN has a reason for control that applies to your country of destination, then a License Requirement applies!



Commerce Country Chart **Supplement No. 1 to Part 738 of the EAR** Countries Countrie



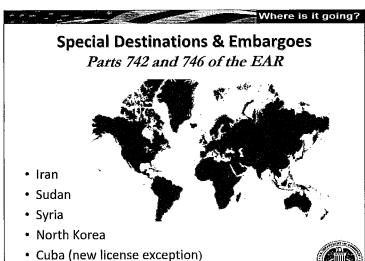
What are some common destinations? Prequent Export Destinations By Value for 2017 from Dallas Fort-Worth, TX Chemical and Nuclear National Missile Regional Firearms Reasons for Control 8iological Crime Control Nonproliferation Security Tech Stability Convention Weapons NS:1 NS:2 MT:1 RS:1 RS:2 FC:1 CC:1 CC:2 CC:3 AT:1 AT:2 CB:1 CB:2 CB:3 NP:1 NP:2 Korea, South X X X Taiwan X X X X China X X х х χ х X x x X Japan Singapore X X X X X X X X X Germany X X X x x χ **Philippines** X X Х X X X X X Malaysia Belgium Х X X X X X X Source: U.S. Census Bureau, Foreign Trade Statistics September 2018

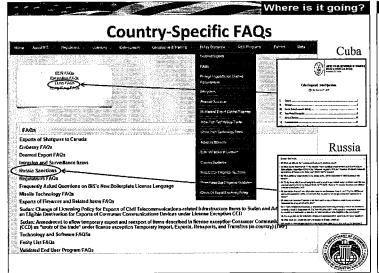




Source: U.S. Census Bureau, Foreign Trade Statistics September 2018







Who is involved?

Who is Involved?

The Consolidated Screening List (CSL)

The primary list of parties for which the U.S. Government maintains restrictions on certain exports, re-exports or transfers of items which

includes: Commerce - BIS

- Denied Persons List
- · Entity List
- Unverified List

State Department

- Nonproliferation Sanctions List
- Debarred Parties List

Treasury - Office of Foreign Assets Control

- · Specially Designated Nationals List
- Foreign Sanctions Evaders
- Sectoral Sanctions Identification (SSI) List
- · Palestinian Legislative Council (PLC)
- Part 561 List
- Non SDN Iranian Sanctions Act (NS-ISA) List



How will it be used?

11	ttps://www.export.gov/csl-search
	rch the Consolidated Screening List
Search	COT CITY CONSOLIDATED SCIENTING CLISCIANS CONTROL OF MANY MELAS, ITY INCLUDING MOVE INfoRMATION (MICHIGAN FOR MICHIGAN FOR
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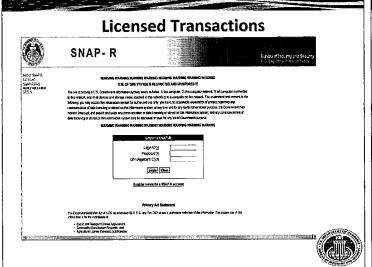
How is the Item Being Used?

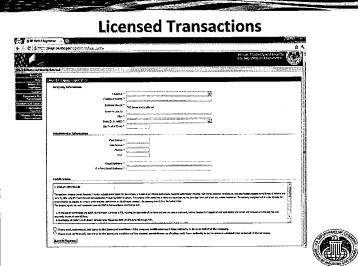
• End Use/User Controls

Part 744 of the EAR

- May apply to all items subject to the EAR, including EAR99
- If any parties "know" or are "informed" of prohibited enduses
- Proliferation end-users/uses nuclear, missile technology, chemical and biological
- · Restrictions on certain military end-uses







License Exceptions and Authorizations Part 740

- An exception or authorization takes the place of a license, fulfilling a license requirement without the need to obtain a license.
- In most instances exporter does not require anything in writing from BIS
- Identified by acronym (e.g. LVS, TSR, STA)



Important Commerce License Exceptions Concepts 1) List-Based Exceptions Limited Value Shipments (LVS) C35 Shipments to Group B Countries (GBS) C36

Availability is based on the ECCN

on the terms of the

transaction

Shipments to Group B Countries (GBS) C36
Civil End Users (CIV) C37

Technology Software and Restricted (TSR) C38 Strategic Trade Authorization (STA) C59

2) Transaction-Based Exceptions

- Temporary Imports, Exports, and Reexports (TMP) C40
- Availability is based Service & Replacement of Parts & Equip. (RPL) C41
 - Governments, International Organizations (GOV) C42
 - Baggage (BAG) C45
 - Technology & Software Unrestricted (TSU) C44

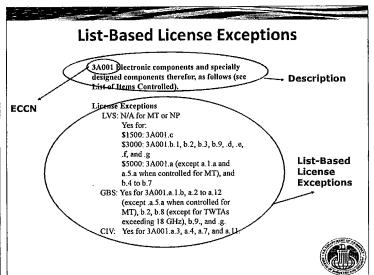
* When using a License Exception, you are certifying that the terms, provisions and conditions for use of the License Exception have been met.



Country Groups for License Exceptions

- Country Groups are shown in Supplement No. 1 to Part 740 of the EAR
- Only certain Country Groups are Eligible for "List-Based" License Exceptions
 - LVS (C35), GBS (C36), and TSR (C38) are limited to Country Group B
 - CIV (C37) is limited to Country Group D:1





No License Required (NLR)

Valid Use of C33 "NLR"

- ECCN with Anti-Terrorism (AT) control only, EAR99 items, or destined to Puerto Rico or the U.S. Virgin Islands (ECCN Recommended)
- ECCN with control other than or in addition to Anti-Terrorism (ECCN required)
- · 600 Series or 9x515 to Canada (ECCN required)
- Effective April 1, 2017 C33 became the only NLR license type when C32 was removed, other than C60.

Valid Use of C60 "DY6"

- · Required for .y subparagraph of "600 series" items
- · AES filing exempt for shipments under \$2,500 or to Canada
- · ECCN allowed but not required to be reported
- See AESTIR Appendix F for more info



Proper Reporting of NLR: Example 1

List of Items Controlled

Unit: \$ value Related Controls: N/A Related Definitions: N/A Items:

The list of items controlled is contained in the ECCN heading.



The Commerce Country Chart. Supplement 1 to Part 738

	Chambral & Biological Waspares			Makan Marandan	Indone Security		Miranie Tubi	Secretary States		Parents Convention		Carea Corma
Country	CB1	CB2	CB3	NP1 NP2	HE1	N62	MT1	R51	N82	FC1	cct	CC2 CC3 AT1 AT2
Afghanistan	X	Х	X	х	X	Х	X	X	X		±X.	X
Albania	X	X		x	x	x	x	х	X		. X	X
Algeria	х	х		X	X	x	x	x	x		X	×
Andorra	x	x		x	x	Х	x	Х	x		X	X
Angola	x	x		x	х	х	X	х	X		X	×
Antigua	х	х		X	х	x	х	×	X	х	-X	×
Argentina	x				x	Х	X	Х	×	x	X	x
Armenia	х	х	х	X	х	x	х	х	х		X	x
Aruba	x	x		x	_ x	Х.	х	_X_	X		X	x
Australia	x	1100	1111.121		X	general contraction of the contr	X.	X	100.20	timina)	32(0)	
Austrie	x				x		x	X	x		X	x
Azerbaljan	х	x	X	X	X	x	×	X	X		X	x
Bahamas	X	×		x	x	X	x	X	x	x	Х	l x
Bahrain	x	х	х	X	X	x	X	x	X		X	x
Bangladesh	x	x		x	х	X	X	X	x		X	l x
Barbados	x	x		x	х	Х	x	Х	x	x	X	X
Belarus	х	Х.	_ X_		x_	X	x_	X	_x		X.	X
Beloium	X	XXII	25,000		₹ x	90.48	X	x	345		38.00	∞ 555

Q: For ECCN 0A097, which countries would you use the C33 NLR code in AES?

Proper Reporting of NLR: Example 2

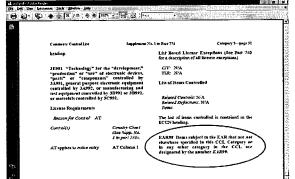
QUESTION: If you're a freight forwarder, and the shipper's letter of instruction doesn't list a classification for the item to be exported, what do you input into AES?

IMPORTANT NOTE:

Because about 96% of all exports are reported under the designation NLR;

*** BIS reviews these filings to ensure that exporters and their forwarders are not rubber stamping everything with NLR.

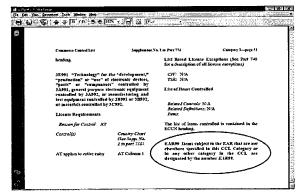
Proper Reporting of NLR: Example 3a



Q: When your item is clearly EAR99, What NLR code do you use?

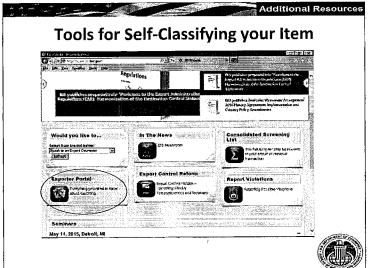


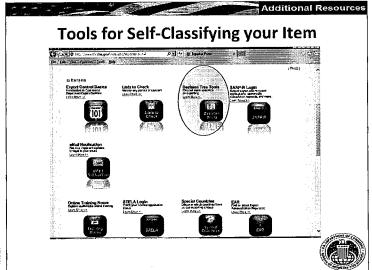
Proper Reporting of NLR: Example 3b

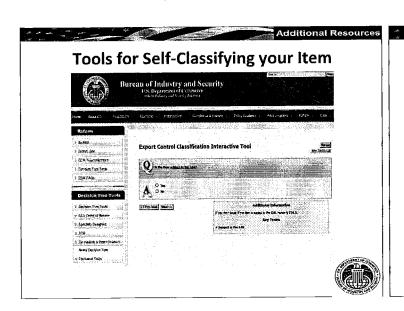


Q: If you filed C33 NLR, would it be required that you report EAR99 as the ECCN?









Other Key Export Clearance Regulations

- 758.1 When AES Filing is Required
- 758.2 Grounds for Denial for AES Post-Departure Filing
- 758.3 Responsibilities of Parties/Routed
- 758.6 Destination Control Statement



Potential Outcomes of Failing to Identify an Export License Requirement

Failing to address a License Requirement can cause:

- · Delays in exporting
- · Fatal errors on your compliance record
- Violations of the EAR and FTR, incurring administrative or criminal penalties



Additional Resource

OTE Contact Information

U.S. Department of Commerce Bureau of Industry and Security Office of Technology Evaluation 1401 Constitution Ave., NW Room 1093 Washington, DC 20230

> 202-482-4933 (office) 202-482-5361 (fax) ECR_AES@bis.doc.gov



Additional Resource

BIS Contact Information

Website: www.bis.doc.gov

Exporter Services Offices:

Washington, D.C. (202) 482-4811 Southern California (949) 660-0144 Northern California (408) 998-8806

Export Enforcement Offices

Nationwide (800) 424-2980

