See what’s ahead

The same company you know and trust, providing the industry standard in FTZ management

Now offering a full range of business solutions for your toughest regulatory, legal, and compliance challenges

Visit us at booth 22 to learn more
UPS® Zone Solutions makes FTZ savings as easy as...

**FTZ Cost Benefit Analysis, Consulting, Planning, and Implementation**

Thinking of opening your own FTZ? We can help make that happen. We offer a broad range of consulting services, starting with programs to help you determine if an FTZ is right for your business, all the way to your first zone transfers and beyond. We can assist you in finding the right way to approach your project.

**FTZ Administration and Management**

FTZ compliance is critical. And complicated. That’s why UPS Zone Solutions focuses on the details. We provide in-depth FTZ experience, services and resources that may not be currently available within your company.

**Nationwide FTZ Solutions**

Leveraging our nationwide network of FTZ gateway and distribution facilities, we can help you take advantage of a full FTZ solution. No matter how diverse your supply chain is, we can work together to capture as many FTZ benefits as possible.

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THINK OF IT AS A FOREIGN TRADE COMFORT ZONE

Relax, Port Houston manages Foreign Trade Zone #84. With all-water access and the immediate availability we stand ready to manage everything from storage to distribution and production. FTZ #84 contains 9 magnet sites, 58 current users and 13 traditional subzones. In 2018, more than $8 billion worth of cargo moved through zone #84 and a total of 11 new FTZ sites were added. Contact us to learn how FTZ#84 can help your business.
DEAR MEMBERS OF THE FTZ COMMUNITY:

We are thrilled to announce the NAFTZ’s 47th Annual Conference and Exposition in Chicago, IL, September 8-11, 2019. Our theme this year is: “FTZs: Stability in the Windy City,” reflecting the expanding opportunities of the FTZ program as well as ever-changing landscape of being on the cusp of an impactful year. Our conference will explore a range of topics critical to grantees and operator/users.

With trade policy currently a hot political topic, the U.S. Foreign-Trade Zones program plays an even more important role in promoting trade, investment, and job creation. As more and more U.S.-based companies import and export, the FTZ program has become a critical tool for companies competing in the global economy. The FTZ program also empowers local communities across the United States to attract foreign and domestic investment, and to retain manufacturing activity and jobs on U.S. soil.

This year’s conference program offers both a broad perspective on the role of the FTZ program in promoting economic development and competitiveness, as well as the practical knowledge that grantees and operator/users need to fully benefit from the program. Along with such general sessions on “Trade Remedies, Direct Delivery, and Robotics and the Future of Logistics Trends,” the conference will offer specialized tracks for Grantees, Operator/Users, and the Petroleum sector, as well as an Advanced, Compliance and Fundamentals track for those with various expertise in the FTZ program. The conference will also offer opportunities for roundtable discussions, networking, and signature cuisine and fun.

The FTZ Program has emerged as a star of U.S. economic policy. According to the U.S. Foreign-Trade Zones Board’s Annual Report to Congress, in 2017 the value of exports from FTZs totaled $87 billion – 5 percent of total U.S. exports; and the combined value of merchandise received into FTZs for warehouse/distribution and manufacturing operations totaled nearly $670 billion. The report also identified 191 active FTZs with a total of 329 active production operations throughout the United States employing more than 450,000 American workers at 3,200 firms using FTZs during that year.

We hope you can join us, and hundreds of other FTZ professionals, at The Palmer House Hilton in September to explore the marvelous opportunities through the FTZ program!

Sincerely,

Eva Tomlinson, Board Chair  
Erik Autor, President
HOTEL SAVINGS — STAY IN THE NAFTZ ROOM BLOCK

The Palmer House Hilton Westin is the official hotel of the 47th Annual Conference & Exposition. Please book your reservation as soon as possible. Book online to secure your NAFTZ Discounted Room rate of $239/ per night + tax (single/double occupancy) until August 5, 2019, based on availability. Guests booking at the NAFTZ rate will also receive complimentary guest room internet. Availability is limited, so book your room as soon as possible.

EDUCATIONAL CREDIT INFO

A total of 20 CPE in the specialized knowledge and applications field of study and/or 18.5 CCS /CES credits are offered by attending this conference.

CES/CCS CREDITS

NCBFAA INFORMATION

The National Association of Foreign-Trade Zones (NAFTZ) is registered with the National Customs Brokers & Forwarders Association of America, Inc. (NCBFAA) as a sponsor for continuing education. NCBFAA has final authority on the acceptance of individual courses for CCS /CES credit. No prerequisites or advance preparations required to attend this event. If you would like more information about NCBFAA credits please visit their website at www.ncbfaa.org. Any questions or complaints regarding NCBFAA credits can be sent to the following address: 1200 18th Street, NW, #901 Washington, DC 20036, (202) 466-0222. A total of 18.5 CCS /CES credits are offered by attending this seminar. Requests for credit must be received within 3 weeks of the event.

CPE CREDITS

LEARNING OBJECTIVES

General Session — To learn the status of CBP updates, FTZ Board Developments, Trade Cases, and International Partnerships Impact the FTZ Industry.

Operator/User Track — To develop techniques to leverage your FTZ, monitor inventory controls & post-summary corrections, overcome challenges and review the status of in-bond, scope, multiple systems and 3PLs.

Petroleum Track — To review CBP, energy trade, In-Bond Active/Non-Active Zones, ISA and Trusted Trader and their impact on the FTZ Petroleum Industry.

Grantee/Marketing Track — To identify effective and efficient techniques to strengthen operator/user relations, marketing & FDI efforts, and review grantee responsibility, minor boundary modifications & Zone Status.

Compliance Track — To understand the interplay between Free Trade Agreements and FTZs as well as how to manage operational daily challenges.

Fundamentals Track — To identify how to integrate the planning, performance, and completion procedures to eliminate problems during routine activities, as well as identify resources available.

Advanced Track — To define methods to manage/validate PGA data, monitor penalty actions & liability and review customs value, and ACE Reports.

CPE INFORMATION

The National Association of Foreign-Trade Zones (NAFTZ) is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor for continuing professional education of the National Registry of CPE Sponsors. The State Boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted addressed to the National Registry of CPE Sponsors through its website: www.learningmarket.org.

A total of 20 CPE credits in the specialized knowledge and applications field of study are offered by attending this conference.

Additional information

Delivery method: Group Live Advanced preparation required
Program Level: Beginner to attend this seminar:
Prerequisites: None* None*
* = Advanced track requires basic knowledge of FTZs

For more information regarding refund, complaint, and program cancellation policies, please contact Victoria Cartwright, NAFTZ at 202-331-1950 ext. 225 or vcartwright@naftz.org. For additional information, visit www.naftz.org.
AN EXCELLENT EVENT FOR FTZ PROFESSIONALS!

The NAFTZ Conference & Exposition is the leading show in the foreign-trade zone community. This venue offers exhibitors an excellent opportunity to meet and network with individuals representing every aspect and region of the FTZ program.

Our attendees look forward to seeing the latest software, products, and services available to help them improve their bottom line.

This show is the most cost-effective way to meet existing and prospective customers, demonstrate your products and services, and generate new business leads. In order to showcase your zone, product, or services in the most effective manner, take advantage of our exhibit hall today!

SHOW DETAILS

Your organization will benefit from three days of exhibit time with prospective customers and an opportunity to distribute literature to over 400 attendees. Exhibitors will also be listed in the Conference Spiral Program, on the event app, and the NAFTZ website. The Conference & Exposition Spiral Program is used as a reference guide and will be distributed to all attendees. All exhibitors will receive a listing that includes the company contact, address, telephone number, e-mail address, and booth number. All for just $2,000!*  

* Normal booth fee, premium booths are $3,250. Fee includes NAFTZ Conference registration for one (1) guest.

The Catherine Durda Marketing Award:
Showcase your most creative FTZ Marketing for a Chance to Win FREE 2020 Annual Registration!

The winning grantee will be awarded one free Annual 2020 registration during the Annual Member Business Meeting Breakfast Wednesday, September 11, 2019.

Deadline: August 30, 2019  
Email submission (one entry per zone) to: vcartwright@naftz.org. Submissions can be in the form of a video, print Ad, website, etc. For ad Entries do not exceed 8.5” x 11” (1 page provided in highest resolution). Only NAFTZ Grantee members are eligible.

Good luck and see you in Chicago!

TWEETS FOR CASH

Are you headed to the NAFTZ Annual Conference & Expo in Chicago? The most creative Tweet as to the reason why you’re registered will be entered in raffle to win a cash gift card prize, to be awarded during the Monday Keynote Luncheon, September 9. Submit by Sept. 6, 2019. Must be present to win. For prize consideration use #NAFTZAC19.

DATES AND LOCATION

The NAFTZ Exposition will be held Monday, September 9 through Wednesday, September 11 at The Palmer House Hilton. See the Exhibitor packet from J&J for exact details.

Monday, September 9 7:00 A.M. – 7:00 P.M.  
Tuesday, September 10 7:00 A.M. – 5:30 P.M.  
Wednesday, September 11 7:00 A.M. – 11:30 A.M.

On Monday, September 9, exhibits will be open all day with a Grand Opening Reception held in the Exhibit Hall from 5:30 p.m. –7:00 p.m., kicking off the 47th Annual Conference & Exposition. Continental breakfasts, and all refreshment breaks will be held in the exhibition hall. Booth set-up will be Sunday, September 8 from 12:00 p.m. – 4:00 p.m. Booth dismantling will begin Wednesday, September 11 at 11:30 a.m. until 1:30 p.m.

EXHIBITOR INFORMATION

Please note that all exhibitor booth personnel are required to register for the Conference & Exposition. Please submit registration forms with the Space Application noting your 1st, 2nd, and 3rd booth choice of booth number. Upon receipt of your completed application, registration forms and payment, NAFTZ will e-mail you confirmation of the booth availability. All 8’x10’ booths include pipe, drape, table, two chairs and one identification sign.

CLICK & COLLECT

Compete in the photo scavenger hunt app game for prizes throughout the conference. There will be a series of challenges allowing you to meet, mingle and interact with your peers all while collecting badges throughout the conference. Get the competitive advantage by viewing the website for more details.
EXHIBIT HALL
FTZS: STABILITY IN A WINDY CITY

NAFTZ 4th Floor Exhibit Hall*

PREMIUM BOOTHS
Booth 1: DHL
Booth 8: QuestaWeb, Inc.
Booth 16: FTZC™ (Foreign-Trade Zone Corporation)
Booth 17: North Florida Warehouse FTZ
Booth 18: U.S. Customs & Border Protection
Booth 19: KPMG LLP
Booth 20: PTSI

Booth 21: PTSI
Booth 22: Thomson Reuters
Booth 23: Thomson Reuters
Booth 24: UPS Zone Solutions
Booth 25: PwC
Booth 26: Focus Business Solutions, Inc.
Booth 27: SAP
Booth 28: GTKonnect inc.

Booth 29: Avalon Risk Management
Booth 30: Rockefeller Group

Booth 2: Livingston International
Booth 3: Emst & Young LLP
Booth 4: SmartBorder by South Ranch Inc.
Booth 5: MIC Customs Solutions
Booth 6: Amber Road, now part of E2open
Booth 7: WFZO
Booth 9: QuestaWeb, Inc.
Booth 10: NCBFAA
Booth 11: 3rdwave/Blinco Systems Inc.
Booth 12: Foreign-Trade Zone Board
Booth 13: Roanoke Trade
Booth 14: ICPA
Booth 15: Indigo Trade Solutions, LLC
Booth 28: GTKonnect Inc.

* Booth layout subject to change, pending Fire Marshall approval.
WELCOME COCKTAIL
SUNDAY, SEPTEMBER 8 5:30 P.M. – 7:00 P.M.
SPONSOR: Page•Fura, P.C.
Meet FTZ industry professionals as they arrive in the Chicago area at this informal event. The night will allow all guests to share similar interests, appetizers, and a drink, to kick off the conference.

GRAND OPENING NETWORKING EVENT
MONDAY, SEPTEMBER 9 5:45 P.M. – 7:00 P.M.
This is your chance to network with colleagues, exhibitors, and important FTZ contacts! Be sure to bring your business cards!

NAFTZ CHARITY FUN RUN 5K
MONDAY, SEPTEMBER 9 6:00 A.M.
CHARITY: Greater Chicago Food Depository -MEET in LOBBY S. Wabash Ave. Entrance @6am
Run (or walk) faster than the winds of trade change. Cultivate your mind and body by joining us for the NAFTZ Annual Conference & Exposition Charity 5K event – enjoying scenic views whether you walk or run for a good cause (all donations made will go to Greater Chicago Food Depository). http://bit.ly/331dvFh

MAIN EVENT RECEPTION
TUESDAY, SEPTEMBER 10 6:00 P.M. – 9:00 P.M.
SPONSORS: Thompson Reuters
Port Houston
UPS Zone Solutions
Make it Magnificent…and Cosmic! Join us for a literally ”Out-of-this-World” experience at the NAFTZ Annual Conference & Exposition Main Event Reception at the Adler Planetarium, where you can network with industry professionals and see the star our NAFTZ Spring Seminar recipient had named after him in full focus. Known by locals as the best places to view the Chicago skyline, this is an event you will not want to miss! Be sure to RSVP in conference registration and non-conference guest tickets are available below. Bus departs from hotel at 5:45 p.m. from S. Wabash Ave. Lobby entrance and picks up at Adler at 9:00 p.m. Questions call 703-309-6640.

GUEST TICKETS
Reception Non-Conference Attending Guest Tickets are available at $50 for Sunday, $50 for Monday, and $100 for Tuesday’s reception, priced per guest per event. All non-conference attending guests, must register. Complete your conference registration with guest ticket details via the online form or email Victoria Cartwright at vcartwright@naftz.org with any guest ticket requests.

Does your compliance program stack up?
Whether it’s navigating international trade regulations or streamlining your supply chain, you can turn to Mohawk Global Trade Advisors for the services you need to make sure nothing stands in your way.

(800) 996-6429 WWW.MOHAWKGLOBALTA.COM
**SUN./MON. PROGRAM**

**SUN., SEPTEMBER 8**

5:00 p.m. – 7:00 p.m.  **Registration**

5:30 p.m. – 7:00 p.m.  **Welcome Cocktail Reception**
  **SPONSOR** Page•Fura, P.C.

**MON., SEPTEMBER 9**

7:00 a.m.  **Registration**

7:30 a.m.  **Continental Breakfast**
  **SPONSOR** Port of Tampa, FTZ 79

8:00 a.m.  **GENERAL SESSION**
  **Opening Remarks & Welcome**
  **SPEAKER** Eva Tomlinson, UPS Zone Solutions
  **MODERATOR** Erik Autor, NAFTZ

8:10 a.m.  **GENERAL SESSION**
  **CBP Update**
  **SPEAKERS**
  - Thomas Overacker, Executive Director, Cargo and Conveyance Security, Office of Field Operations, U.S. Customs and Border Protection
  - Jim Swanson, Director, Cargo Security and Controls, U.S. Customs & Border Protection
  **MODERATOR** Eva Tomlinson, UPS Zone Solutions

9:10 a.m.  **GENERAL SESSION**
  **COAC Update & 146 Re-Write**
  **SPEAKERS**
  - Rebecca Williams, Rockefeller Group
  - Trey Boring, IMS Worldwide, Inc.
  - Lisa Gelsomino, COAC 14th Term, Co-Chair of Trade

9:30 a.m.  **Refreshment Break**
  **SPONSOR** MIC Customs Solutions

10:00 a.m.  **GENERAL SESSION**
  **Trade Update**
  **SPEAKER** Andrew Wilson, President, International Chamber of Commerce
  **MODERATOR** Eva Tomlinson, UPS Zone Solutions

10:45 a.m.  **GENERAL SESSION**
  **FTZ Board Update**
  **SPEAKER** Andrew Mcgilvray, U.S. Foreign-Trade Zones Board
  **MODERATOR** Eva Tomlinson, UPS Zone Solutions

11:15 a.m.  **GENERAL SESSION**
  **NAFTA vs. USMCA**
  **SPEAKER** Jim Smith, Smith, Dawson & Andrews
  **MODERATOR** Erik Autor, NAFTZ

11:30 a.m.  **Break**

11:35 a.m.  **FUNDAMENTALS OF FTZS**
  **FTZ Overview, Benefits & Requirements**
  **SPEAKER** Connie Brown, Crate & Barrel
  **MODERATOR** Kit Johnson, Airbus
Savings

Reduce or eliminate taxes while assembling finished products using foreign components, and eliminate delays in customs clearances and duty drawback by having shipments delivered directly to your business in FTZ-50. A great way to save time and money? You bet. For more information, visit www.polb.com/ftz.

www.POLB.com
2:05 p.m.  OPERATOR/USER
Yes a 3PL Can Operate Your Zone:
Addressing Changes & Opportunities
- How to determine if a 3rd party zone is right for your business
- Define what are the risks vs rewards
- Determine how to address Trade remedies in 3PL sites
- Explore a faster implementation process vs. starting users’ own zones holding orders for exportation rapid deployment vs. pick & pull distribution

**Speakers**
- Trudy Huguet, GEODIS USA Inc.
- Kim Taylor, DB Schenker, Inc.

**Moderator**
Sarah Messeih, KPMG LLP

PETROLEUM
**ISA/Trusted Trader Updates**
- Review the status & developments involving ISA/Trusted Trader.

**Speaker**
Lori Mennitt, U.S. Customs and Border Protection

**Moderator**
Robert Balli, Phillips 66

3:10 p.m.  Refreshment Break

**Sponsor**
MIC Customs Solutions

3:40 p.m.  FUNDAMENTALS OF FTZS
**Inventory Control & Recordkeeping Systems**
- Determine requirements & removal processes

**Speaker**
Darcy Emehiser, DSV

**Moderator**
Suzanne Richer, Amber Road, now part of E2open

GRANTEE
**Grantee Day-to-Day Operational Issues**
- Define Incoterms
- Determine how to address Standard Disclaimers
- Review what information is subject to FOIA?

**Speakers**
- Patricia Cannon, State of Delaware Depart. of State
- John Shoffner, State of Minnesota

**Moderator**
Erica Byrd, Illinois International Port District

OPERATOR/USER
**First Sale & FTZs**
- Review of the U.S. First Sale program as a valuation planning tool & interplay with FTZs.

**Speakers**
- David Murphy, GDLSK, LLC

**Moderator**
Wendy Armbruster, Expeditors

3:40 p.m.  PETROLEUM
**Trade Legislative Update PART 1 — Energy Focus**
- Review legislative trade updates impacting the Petroleum sector.

**Speakers**
- Michael Flickinger, American Petroleum Institute
- Lawrence W. Hanson, The Law Office of Lawrence W. Hanson, P.C.

**Moderator**
Francisco Justiniene, Puma Energy

4:40 p.m.  Break

4:45 p.m.  FUNDAMENTALS OF FTZS
**Merchandise Handling & Zone Status**
- Identify storage, removal & destruction rules

**Speaker**
Anand Raghavendran, GTKonnct, Inc.

**Moderator**
Robbie Williams, America’s Central Port

GRANTEE
**“Public Utility” & Uniform Treatment**
- Define safeguards & zone nuances

**Speaker**
 Marshall Miller, Miller & Company, P.C.

**Moderator**
Renée Boyette, Research Triangle Area Foreign Trade Zone

4:45 p.m.  OPERATOR/USER
**Steering thru the ICRS Selection Process**
- Review key elements involved in the selection process

**Speakers**
- Malcolm Appelbe, Lam Research
- Greg Jones, FTZC™ (Foreign-Trade Zone Corporation)

**Moderator**
Wendy Armbruster, Expeditors

PETROLEUM
**Trade Legislative Update PART 2 - Energy Focus**
- Review legislative trade updates impacting the Petroleum sector.

**Speakers**
- Michael Flickinger, American Petroleum Institute
- Lawrence W. Hanson, The Law Office of Lawrence W. Hanson, P.C.

**Moderator**
Francisco Justiniene, Puma Energy

5:45 p.m.  Adjourn

5:45 p.m.  Grand Opening Networking Event
TUESDAY PROGRAM
FTZS: STABILITY IN A WINDY CITY

TUESDAY, SEPTEMBER 10

7:00 a.m. Registration

7:15 a.m. Continental Breakfast
Sponsor Greater Kansas City FTZ

8:00 a.m. GENERAL SESSION
Opening Remarks
Speakers Erik Autor, NAFTZ
Eva Tomlinson, UPS Zone Solutions

8:30 a.m. GENERAL SESSION
Supplier Diversity & FTZ’s & FTZ E-Commerce Impact on Operations
• Review the latest e-commerce developments
Speakers Shondra E. Watson-Wilson, Chicago MSDC
Katie Tangman, Columbia Sportswear
Moderator Erik Autor, NAFTZ

9:30 a.m. FUNDAMENTALS OF FTZS
FTZ Admissions & Transfer of Merchandise
• Explain the admissions & removal process
• Identify proper documentation
• Determine Delivery & Authorization Req.
Speaker Eric Dalby, Quest appeals, Inc.
Moderator Jessica Rosen, UPS Zone Solutions

ADVANCED
Do You Want “Catch Up” with those Fries?
CBP’s Push for a 21st Century Vision
• Understand CBP’s focus on technology & targeting.
• Define intelligent enforcement.
• Identify new tools for a new age.
Speaker Jeremy Page, Page Fura P.C.
Teresa Morton, DENSO
Moderator Jim Ervin, TI, Inc.

PROPERTIES THAT PERFORM

Rockefeller Group is focused on developing properties that are designed to connect customers with products as quickly as possible. We plan our projects for the most efficient access from ports and inland distribution hubs to the nation’s major population centers. In the past year alone, we’ve completed more than 5 million square feet of industrial development from California’s Inland Empire, to Northern New Jersey, Atlanta and Charlotte, N.C.

Combined with our Foreign Trade Zone Services division with decades of national expertise, we’re proud to be a partner of choice for leading businesses, investors and joint venture partners.

INDUSTRIAL DEVELOPMENT
Brandi Henback I 410.897.4858
bhanback@rockefellergroup.com

FOREIGN TRADE ZONE SERVICES
Rebecca Williams I 973.448.3598
rwilliams@rockefellergroup.com
9:30 a.m.  OPERATOR/USER
The Name is Bond…Use of Bonded Carriers, Partnerships & Timing
• Define how to identify bonded carriers.
• Review Ideas to control your carrier when using forwarders
• Explore Documentation required in the evolving world of paperless transport maintain bonded cartage compliance
• Define the steps required for Extension of Bonds to Random Carriers by Broker

SPEAKERS  Wanda Sample, Avalon Risk Management
MODERATOR  Cornelia Steinert, John S. James, Co.

PETROLEUM
Drawback — Update & Tariff Changes Affecting FTZ/Drawback Programs
• Review the nuances of drawback & tariff changes on the petroleum industry.

SPEAKER  Wes Herndon, Charter Brokerage
MODERATOR  Amy Schnipke, Marathon Petroleum Company LP

10:30 a.m.  Refreshment Break

11:00 a.m.  FUNDAMENTALS OF FTZS
Periodic Reporting, Recordkeeping, Audit-Inspection Process & Enforcement
• Identify discrepancies
• Review reporting responsibilities

SPEAKER  Iliyana Dwivedi, ASML
MODERATOR  Darcy Emehiser, DSV

11:00 a.m.  ADVANCED
FTZ’s & TFTEA for New Drawback Opportunities
• Learn how to quantify export savings in current tax / trade environment.
• Compare / contrast FTZ, duty drawback under new TFTEA Regulations.
• Develop roadmap for the future.

SPEAKERS  Mike Cerny, Sandler, Travis & Rosenberg, P.A.
Liz Connell, Thomson Reuters
MODERATOR  Frankie Bryson, Nissan

OPERATOR/USER
Navigating the CBP Security Review Process
• Define the new CBP Security Guidelines for Zones.
• Examine the background requirements.
• Determine what new zones can expect during the security review.
• Review the impact to existing zones.

SPEAKER  Trey Boring, IMS Worldwide, Inc.
Sandi Hill, Hill AWC
MODERATOR  Cornelia Steinert, John S. James, Co.

PETROLEUM
Meter Standards & Measurements Lab & Refinery FTZ Measurement Certification Program
• Explore Meter Standards for Refinery FTZ Measurement involved in certification.

SPEAKER  R. Patrick Munivez, U.S. Customs & Border Protection
MODERATOR  Amy Schnipke, Marathon Petroleum Company LP
12:00 p.m. Luncheon
Sponsor SAP

12:15 p.m. GENERAL SESSION
Keynote Address
Trade Remedies
Speaker Matthew Zehner, Roanoke Insurance Group Inc.
Moderator Erik Autor, NAFTZ

1:20 p.m. FUNDAMENTALS OF FTZS
Outsource vs. Insource Management
• Explain the options of outsourcing FTZ responsibilities.
• Review pro’s & con’s
• Outline responsibilities & liabilities with each option.
• Explore the evolution of oversight over time.
Speakers Bill Fisher, Kuehne + Nagel, Inc.
Tina Greary AGRU America
Moderator Mechelle Smothers, Port of Long Beach

ADVANCED
Scrap, Waste & Destruction: Beyond the Basics
• Define scrap/waste & destruction in FTZ environment.
• Review options for Handling and Reporting to CBP.
• Identify possible Issues.
Speakers Ray Shaw, Ryan Drawback Services LLC
Rebecca Williams Rockefeller Group
Moderator Jose Quinonez, Indigo Trade Solutions, LLC

OPERATOR/USER
Grantees as Operators
• Some grantees are grantees as well as users/operators. How/why did they choose to set up that way? What are the pros/cons?
• Explore the nuances in having a dual role.
Speakers Torrey Chambliss, Port Tampa Bay
David Panko, City of El Paso, FTZ #68
David Sikkink, Hawaii Foreign-Trade Zone No. 9
Moderator Leigh Ryan, Savannah World Trade Center

PETROLEUM
Monthly/Annual Reconciliation for FTZ Petroleum Refineries
• Learn the reconciliation refinery process on a monthly/annual basis.
Speakers Robert Balli, Phillips 66, Todd Davis, Ernst & Young, LLP
Marathon Petroleum Company LP; Melissa Leblanc, Citgo
Moderator Cynthia Martinez, Shell

2:20 p.m. Break

2:25 p.m. GENERAL SESSION
Direct Delivery: Potential Changes
• Review Direct Delivery status & developments
Speakers Karl Shaffer, Sony Electronics, Inc.
Melissa Irmen, Thompson Reuters
Moderator Eva Tomlinson, UPS Zone Solutions

3:20 p.m. Refreshment Break
Sponsor CEVA & IMS Worldwide, Inc.

3:50 p.m. ADVANCED
321 De Minimis
• Explore history & current development updates
Speakers Megan Costello, Sorini, Samet and Associates
Katie Tangman, Columbia Sportswear
Moderator Erik Autor, NAFTZ

OPERATOR/USER
What a Privilege! Status of Foreign Goods in FTZ Excluded from Section 232 or 301 Tariffs
• Explore Section 301 tariffs manufacturing zones impacts
• Provide an update on 201,232, 301, Bond Updates, tariffs, & possible long term impact to FTZ program from trade remedies.
• Review Free Trade Agreement negotiations with Japan in relation to FTZ country of origin rules
• Define tariff shift & automotive investigation status.
Speakers Frankie Bryson, Nissan
Adrienne Braumiller, Braumiller Law Group
Moderator Leigh Ryan, Savannah World Trade Center

PETROLEUM
Petroleum FTZ Terminals vs. FTZ Refineries
• Explore the nuances between FTZ Terminals & Refineries.
Speaker Michael Thomas, THOMAS International Group
Moderator Cynthia Martinez, Shell

4:50 p.m. GRANTEE Roundtable
Moderator David Panko, City of El Paso, FTZ 68

OPERATOR/USER Roundtable
Moderator Shana Head, Indigo Trade Solutions

PETROLEUM Roundtable
Moderator Beverly Cruz, Shell Exploration & Production Co.

5:30 p.m. Adjourn

6:00 p.m. Main Event Reception (Q’s call 703-309-6640)
Adler Planetarium (5:45pm Bus to Adler @Palmer hotel Return Bus to Palmer Hotel from Adler @9pm)

Sponsors Thompson Reuters
UPS Zone Solutions
Port Houston
7:00 a.m.  Registration

7:30 a.m.  MEMBERS ONLY BREAKFAST
Annual Business Meeting
Sponsor  FTZ #31

9:00 a.m.  NON-MEMBER BREAKFAST
Sponsors  Thompson Reuters
Port Houston
UPS Zone Solutions

10:05 a.m.  COMPLIANCE
Understanding the Nuances of the FTA, GSP & FTZ Interplay
• Understand the key roles involved in compliance between Free Trade Agreements & FTZ operations.
Speaker  Sean Lydon, ISCm Inc.
Suzanne Smith, Rockefeller Group
Moderator  Katie Carney, Livingston International

ADVANCED
FTZ as a State & Local Tax Planning Tool
• Explore tax tangible personal property (TX, KY, LA, etc.) in regards to best practices with PILOTs.
• Review interplay between 19 USC 810(e) & state tax laws.
Speakers  Nesia Warner, Ernst & Young, LLP
Sam Webb, The Cox Law Firm
Denise Yanez, City of Phoenix
Moderator  Sarah Messeih, KPMG (i)

OPERATOR/USER
Easing into the FTZ Program with a Phased Approach
• Determine how to structure zone projects to conserve resources & recapture capital investment
• Review pros & cons of a staggered approach to implementation.
Speakers  Brianna Woodsby, AFL Global
Lesley Couch, Indigo Trade Solutions, LLC
Moderator  Terry Cummings, Roanoke Trade

GRANTEE
5 Benefits of a Zone Readiness Assessment
• Review how to conduct a Cost-Benefit Analysis.
• Determine requirements faced with zone status.
• Explore partners.
• Define what goes into a CBA.
• Develop a Grantee Action List.
Speakers  Eric Berry, PTSI
Jeremiah Pomerleau, Indigo Trade Solutions, LLC
Moderator  Christine Allen, City of Lubbock

11:00 a.m.  Refreshment Break
Sponsor  Port of Long Beach

11:30 a.m.  COMPLIANCE
Handling Day-to-Day Operational Challenges
• Explore standards to adhere to during daily challenges such as during manufacturing, manipulation, repairs, temporary removals & scrap/waste reporting.
Speaker  Karen Rae Reardon, AGCO
Moderator  Katie Carney, Livingston International

ADVANCED
Taking your Internal Audit to the Next Level
• Review an advanced approach to audits.
Speakers  Gabrielle Yarbrough, Kubota Manufacturing of America
Moderator  Joe Blaskiewicz, MIC Customs Solutions

OPERATOR/USER
CBP Port Extremities Challenges
• Explore methods of escalation & official CBP direction.
Speakers  Shannon Fura, Page Fura P.C.
Michael Thomas, Thomas International Group
Moderator  Terry Cummings, Roanoke Trade

GRANTEE
Maximum Zone Benefit — Leveraging Foreign Trade Zones & Opportunity Zones for Economic Development & Investment
• Determine how to leverage FTZs & Opportunity Zones for economic development & investment.
• Learn how to incentivize FTZ investment, increase program visibility & provide maximum benefits.
Speaker  Michael Trudreau, PwC
Moderator  Christine Allen, City of Lubbock

12:30 p.m.  Keynote Luncheon

12:45 p.m.  GENERAL SESSION
Robotics & Future Logistics Trends: Trending into the Future: Technology and Facility Automation
• Review the future of logistics with such developments as autonomous cars, robotics & more.
Speaker  Brian M. Miller, Senior Director, UPS Corporate Plant Engineering
Moderator  Erik Autor, NAFTZ

2:00 p.m.  Adjourn
# FTZs: Stability in a Windy City

## MONDAY, SEPTEMBER 9, 2019

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00-9:30 a.m.</td>
<td>Opening Remarks</td>
</tr>
<tr>
<td>8:00-9:10</td>
<td>Opening Remarks</td>
</tr>
<tr>
<td>8:10-9:10</td>
<td>CBP Update</td>
</tr>
<tr>
<td>9:10-9:30</td>
<td>COAC Update &amp; 146 Re-Write</td>
</tr>
<tr>
<td>10:00-10:45</td>
<td>Trade Update</td>
</tr>
<tr>
<td>10:45-11:15</td>
<td>FTZ Board Update</td>
</tr>
<tr>
<td>11:15-11:30</td>
<td>NAFTA vs. USMCA</td>
</tr>
<tr>
<td>12:35 LUNCH</td>
<td>FTZ Overview, Benefits &amp; Requirements</td>
</tr>
<tr>
<td>12:45-1:00</td>
<td>Economic Impacts Case Study</td>
</tr>
<tr>
<td>11:30-12:35</td>
<td>Financial Impacts Case Study</td>
</tr>
<tr>
<td>12:50-2:05</td>
<td>Success Stories</td>
</tr>
<tr>
<td>12:50-2:05</td>
<td>How Trade Reform is Impacting Your Zone</td>
</tr>
<tr>
<td>2:05-2:10</td>
<td>Yes a 3PL Can Operate Your Zone</td>
</tr>
<tr>
<td>2:10-3:10</td>
<td>FTZ Application &amp; Activation Processes</td>
</tr>
<tr>
<td>3:10-3:40</td>
<td>FTZ Application &amp; Activation Processes</td>
</tr>
<tr>
<td>3:40-4:45 p.m.</td>
<td>Merchandise Handling &amp; Zone Status</td>
</tr>
<tr>
<td>4:45-5:45 p.m.</td>
<td>“Public Utility” &amp; Uniform Treatment</td>
</tr>
<tr>
<td>5:45-7:00 p.m.</td>
<td>GRAND OPENING WELCOME RECEPTION Exhibit Hall</td>
</tr>
</tbody>
</table>

## TUESDAY, SEPTEMBER 10, 2019

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00-9:30 a.m.</td>
<td>Opening Remarks</td>
</tr>
<tr>
<td>8:00-8:10</td>
<td>Opening Remarks</td>
</tr>
<tr>
<td>8:10-9:30</td>
<td>Supplier Diversity &amp; FTZ E-commerce Impact on Operations?</td>
</tr>
<tr>
<td>9:30-10:00</td>
<td>CBP’s 21st Century Vision</td>
</tr>
<tr>
<td>10:00-10:45</td>
<td>Use of Bonded Carriers, Partnerships &amp; Timing</td>
</tr>
<tr>
<td>10:45-11:10</td>
<td>Use of Bonded Carriers, Partnerships &amp; Timing</td>
</tr>
<tr>
<td>11:10-11:30</td>
<td>Use of Bonded Carriers, Partnerships &amp; Timing</td>
</tr>
<tr>
<td>12:00 LUNCH</td>
<td>FTZ’s &amp; TFTEA for New Drawback Opportunities</td>
</tr>
<tr>
<td>12:00</td>
<td>Outsource vs Insourse Management</td>
</tr>
<tr>
<td>12:15-1:20</td>
<td>Navigating the CBP Security Review Process</td>
</tr>
<tr>
<td>1:20-2:20</td>
<td>Scrap, Waste &amp; Destruction: Beyond the Basics</td>
</tr>
<tr>
<td>2:25-3:20</td>
<td>Direct Delivery (Rewrite, Changes, Mechanics of Filing)</td>
</tr>
<tr>
<td>3:25-4:50</td>
<td>Monthy/Annual Reconciliation for FTZ Refiners</td>
</tr>
<tr>
<td>4:50-5:30</td>
<td>Meter Measurements &amp; Certification</td>
</tr>
<tr>
<td>5:45-7:00 p.m.</td>
<td>521 Dimenimus</td>
</tr>
<tr>
<td>6:00-9:00</td>
<td>MAIN EVENT RECEPTION Adler Planetarium 1300 S. Lake Shore Drive</td>
</tr>
<tr>
<td>9:00</td>
<td>Return Bus Pick-up @Adler</td>
</tr>
<tr>
<td>Questions?</td>
<td>Questions? Contact Victoria 703-309-6640</td>
</tr>
</tbody>
</table>

## WEDNESDAY, SEPTEMBER 11, 2019

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30-10:00 a.m.</td>
<td>Member Only Breakfast Annual Business Meeting</td>
</tr>
<tr>
<td>10:00-11:00 a.m.</td>
<td>Handling Day-to-Day Operational Challenges</td>
</tr>
<tr>
<td>11:30-12:30 p.m.</td>
<td>Leveraging FTZs &amp; Opportunity Zones</td>
</tr>
<tr>
<td>12:30 LUNCH</td>
<td>FTZ as a State &amp; Local Tax Planning Tool</td>
</tr>
<tr>
<td>12:45-2:00</td>
<td>CBP Port Extremities Challenges</td>
</tr>
<tr>
<td>2:00-3:00</td>
<td>Taking your Internal Audit to the Next Level</td>
</tr>
<tr>
<td>3:00-4:00</td>
<td>Robotics &amp; Future Logistics Trends</td>
</tr>
<tr>
<td>5:45-7:00 p.m.</td>
<td>3PL Can Operate Your Zone</td>
</tr>
<tr>
<td>6:00-9:00 p.m.</td>
<td>FTZ as a State &amp; Local Tax Planning Tool</td>
</tr>
<tr>
<td>7:00-9:30 p.m.</td>
<td>Compliance Track</td>
</tr>
<tr>
<td>8:00-9:30 a.m.</td>
<td>Operator User Track</td>
</tr>
<tr>
<td>9:00-10:00</td>
<td>Petroluem Track</td>
</tr>
<tr>
<td>10:00-11:00 a.m.</td>
<td>FTZ as a State &amp; Local Tax Planning Tool</td>
</tr>
<tr>
<td>11:30-12:30 p.m.</td>
<td>CBP Port Extremities Challenges</td>
</tr>
<tr>
<td>12:30 LUNCH</td>
<td>FTZ as a State &amp; Local Tax Planning Tool</td>
</tr>
<tr>
<td>12:45-2:00</td>
<td>Taking your Internal Audit to the Next Level</td>
</tr>
<tr>
<td>Salutation</td>
<td>Name</td>
</tr>
<tr>
<td>------------</td>
<td>-----------------------</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Title</th>
<th>Organization</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Address</th>
<th></th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>City</th>
<th>State</th>
<th>Zip</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Phone</th>
<th>Fax</th>
<th>E-mail</th>
</tr>
</thead>
</table>

**Emergency Contact**

**Do You Plan To Attend/Collect**

- Sunday 9/8 Evening Event at 5:30 p.m.
- Monday 9/9 Evening Event at 5:45 p.m.
- Tuesday 9/10 Event at 8:00 p.m.
- Fun Run 5K at 6 a.m. Monday 9/9?
- Do you seek educational credit (CPE, CCS, CES)?

**Registration Fee Schedule**

Attendees MUST hold an NAFTZ membership in their name to receive the member rate. Registration and full payment must be received by August 5, 2019 to receive the pre-registration rate. All fees must be paid prior to seminar entrance. A confirmation e-mail will be sent as the registration is processed.

<table>
<thead>
<tr>
<th>Early Registration*</th>
<th>On-Site (after 8/5)</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ 825</td>
<td>$ 925</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Member</th>
<th>Non-Member</th>
<th>Federal Government</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ 1,300</td>
<td>$ 1,400</td>
<td>$ 575</td>
</tr>
</tbody>
</table>

**Cancellation & Refund Policy**

Registration fees are fully refundable for written cancellations received by the NAFTZ by Aug. 5, 2019. Cancellations received by the NAFTZ between August 6 & August 14, 2019 will receive a 50% credit for their registration fee toward future 2019 NAFTZ Meeting. Those cancellations received after August 14 will be responsible for the full registration fee amount due to the NAFTZ and no meeting credits will be issued.

**Additional Information**

- Is this your first time attending?
- Do you have any dietary/special needs?
- If yes, please explain
- Guest Name(s), if applicable

**Payment Method**

- Registration Amount
- Reception Guest Tickets ($50 Sun./$50 Mon./$100 Tues.)
- Total Enclosed
- Check  VISA  MC  AMEX

<table>
<thead>
<tr>
<th>Cardholder’s Name</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Credit Card #</th>
<th>Exp. Date</th>
<th>3-Digit Code (4-digit for AMEX)</th>
</tr>
</thead>
</table>

**Please remit to:**

NAFTZ, 529 14th Street NW, Suite 1071
Washington, DC 20045
SPONSORS
FTZS: STABILITY IN A WINDY CITY

JOIN THESE SPONSORS IN SUPPORTING THE
NAFTZ 47TH ANNUAL CONFERENCE & EXPOSITION

PLATINUM & MAIN EVENT RECEPTION SPONSORS
Thompson Reuters
Port Houston
UPS Zone Solutions

EVENT APP & MEDIA WALL SPONSOR
PTSI

CONFERENCE TOTE BAG SPONSOR
QuestaWeb, Inc.

CONFERENCE KEYCARD & ROOM DROP SPONSOR
FTZC™ (Foreign-Trade Zone Corporation)

SUNDAY RECEPTION SPONSOR
Page•Fura, P.C.

GOLD SPONSORS
GEODIS
Hillwood/Alliance Texas
Mohawk Global Trade Advisors
Port of Long Beach
Rockefeller Group

MON. AM & PM BREAK SPONSOR
MIC Customs Solutions

TUESDAY PM BREAK SPONSOR
CEVA
IMS Worldwide, Inc.

MONDAY LUNCHEON SPONSOR
GEODIS

TUESDAY LUNCH SPONSOR
SAP

TUESDAY BREAKFAST SPONSOR
Greater Kansas City FTZ

MONDAY BREAKFAST SPONSOR
Port of Tampa, FTZ 79

WEDNESDAY BUSINESS MEETING BREAKFAST SPONSOR
FTZ #31

NOTEPAD SPONSOR
ISCM Inc.

FLASHLIGHT PEN SPONSOR
Indigo Trade Solutions

LAPEL PEN SPONSOR
El Paso Foreign Trade Zone #68

HAND SANITIZER SPONSOR
Port Everglades

SILVER SPONSORS
Port Freeport
State of Minnesota, FTZ #119
SPONSORSHIP OPPORTUNITIES

Sponsorship Levels
- Gold Sponsor — $5,000
- Silver Sponsor — $1,500
- Media Sponsor — Call for details

Meals/Break Sponsorships
- Formal Luncheon — Wednesday — $5,000
- AM Refreshment Break — Tuesday — $1,000
  - Upgraded AM Break — Tuesday — $2,500

Reception Sponsorships
- Grand Opening Networking Reception — $10,000

Spotlight Advertisement Sponsorships
- Wireless Charging Pad Sponsor — $9,000
- Cup Clip Holder Sponsor — $6,000

Windy City Scarf Sponsor
- Option 1 — $5,000
- Personalized Phone Stand Sponsor — $5,000
- Apron Sponsor — $5,000
- Toiletries Kit Sponsor — $5,000
- EOS Lip Balm Sponsor — $4,500
- Tumbler Sponsor — $4,000
- Mobile Fish Eye Clip Sponsor — $4,000
- Office-on-the-Go Sponsor — $3,800

Hot/Cold Pack Sponsor
- Option 1 — $2,500
- Earbuds Sponsor — $2,500

Foldable Sunglasses Sponsor
- Option 1 — $2,000
- Fragrance Enhancer Travel Accessory Sponsor — $2,000
- On the Go AM Snack Break Sponsor — $2,000
- Strappy Phone Holder Sponsor — $1,800
- Personalized Mints Sponsor — $1,800
- Star Clip Magnet Sponsor — $1,500
- On the Go PM Snack Break Sponsor — $1,500

Stress Reliever Sponsor
- Option 1 — $1,000
- Bottle Opener & Phone Kickstand Sponsor — $1,000
- Magnet Sponsor — $1,000
- Post-It Notes Sponsor — $800

PAYMENT METHOD

Total Sponsorship Amount $ ____________
Total Enclosed $ ____________
☐ Check ☐ VISA ☐ MC ☐ AMEX

Cardholder’s Name

Credit Card #

Exp. Date 3-Digit Code or 4-Digit Code (AMEX)

Cardholder’s Signature

Please remit to:
NAFTZ, 529 14th Street NW, Suite 1071
Washington, DC 20045

Customized option(s) available by request — contact vcartwright@naftz.org or 202-331-1950 ext. 225
* Limited to two (2) companies. Reception sponsorships open year-round.
## Sponsorships

FTZs: Stability in a Windy City

### Standard Sponsorship Benefits

All sponsors will receive the following in addition to specific sponsorship level benefits as listed below: Written acknowledgement in the monthly NAFTZ newsletter (July, August & September), an advance copy of attendee registration and the opportunity to email them once.** company logo to be displayed on the NAFTZ website and prominent listing of sponsor’s name or logo in marketing materials for the event and day-of-event signage.

### Sponsorship Level Benefits

<table>
<thead>
<tr>
<th>Level</th>
<th>Platinum*</th>
<th>Gold $5,000</th>
<th>Silver $1,500</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sponsorship Amount</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Opportunity to include 1 question in attendee survey (provide by 8/30) **</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Inside half-page advertisement in the front half of the electronic Seminar program*</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Inside half-page advertisement in back half of electronic Conference program</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Exclusive full-page advertisement on second page of the electronic Conference program</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>One Continental Breakfast (Wednesday)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Wednesday AM Refreshment Break — corporate signage over beverage stations &amp; formal recognition (Wednesday) Limited to first company to secure the sponsorship</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Meeting room to hold private meetings with clients and potential customers for one hour (must request in advance)</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>An opportunity to place 1 piece of company information within distributed attendee materials</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Waived registration fee for one executive (Gold) &amp; two executives (Platinum)</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Reserved (1) sponsor table (Mon, Tues &amp; Wed) for executives and guests/clients at the front of the luncheon room with corporate signage &amp; opportunity to invite guests (provide guest names by 9/14)</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Recognition in the opening remarks</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
</tbody>
</table>

### MEDIA SPONSOR

Call for Details

### Meal/Break Sponsorships

<table>
<thead>
<tr>
<th>Meals/Break</th>
<th>Amount</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Formal Luncheon with Keynote Speaker — Monday</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Formal Luncheon with Keynote Speaker — Tuesday</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Formal Luncheon with Keynote Speaker — Wednesday</td>
<td>$ 5,000</td>
<td></td>
</tr>
<tr>
<td>Continental Breakfast — Monday</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Continental Breakfast — Tuesday</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Business Meeting Breakfast — Wednesday</td>
<td></td>
<td></td>
</tr>
<tr>
<td>AM Refreshment Break — Monday</td>
<td>Standard break</td>
<td></td>
</tr>
<tr>
<td>AM Refreshment Break — Tuesday</td>
<td>Standard break</td>
<td></td>
</tr>
<tr>
<td>PM Snack Break — Monday</td>
<td>Standard break</td>
<td></td>
</tr>
<tr>
<td>PM Snack Break — Tuesday</td>
<td>Standard break</td>
<td></td>
</tr>
</tbody>
</table>

### Reception Sponsorships***

Each includes exclusive signage & formal recognition at the event.

<table>
<thead>
<tr>
<th>Reception</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Welcome Reception (Sunday Night)</td>
<td></td>
</tr>
<tr>
<td>Grand Opening Reception (Monday Night)*</td>
<td>$ 10,000</td>
</tr>
<tr>
<td>Main Event Reception (Tuesday Night)</td>
<td></td>
</tr>
</tbody>
</table>

Contact Victoria Cartwright at vcartwright@naftz.org or 202-331-1950 for customized packages.

* Indicates an exclusive sponsorship level or advertisement limited to three (3) sponsors.

** Subject to NAFTZ approval & editing.

*** Reception Sponsorships are open year-round.
## Event Item Sponsorships

(See item pictures on the following pages)

<table>
<thead>
<tr>
<th>Item</th>
<th>Included Benefits</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Event App</td>
<td>Featured as first logo guests see when opening the app on the splash screen. Guests will access the app to review the agenda, complete surveys and connect with attendees.</td>
<td>$ 5,000</td>
</tr>
<tr>
<td>Social Media Wall</td>
<td>Replace the click logo shown on next page with corporate name/logo. This will rotate between the Click Game and NAFTZ Social Media outlets, such as Twitter. Projected on the registration desk screen &amp; General session Entrance Screen and featured in the NAFTZ registration area. Option to develop own 2 photo scavenger request for guests to complete (must be provided by 8/14).</td>
<td>$ 5,000</td>
</tr>
<tr>
<td>Event App &amp; Social Media Wall</td>
<td>Sponsor both items as described above</td>
<td>SOLD</td>
</tr>
<tr>
<td>Wireless Charging Pad</td>
<td>Corporate logo on charging pad distributed to all attendees &amp; program recognition. Charges up to 3 phones at one time. One can charge wirelessly on top, and 2 more can charge by plug. No battery, must be plugged in while charging. Cord included, Input: DC 5V/2A; Output: DC 5V/1A. LED indicators for USB outlets &amp; wireless charging.</td>
<td>$ 9,000</td>
</tr>
<tr>
<td>Cup Clip Holder</td>
<td>Company name/logo on cup clip holders that are distributed to all attendees &amp; program recognition.</td>
<td>$ 6,000</td>
</tr>
<tr>
<td>Conference Tote Bag</td>
<td>Company name/logo on the event bags that are distributed to all attendees &amp; program recognition. Insulated tote with side pocket.</td>
<td>SOLD</td>
</tr>
<tr>
<td>Windy City Scarf</td>
<td>Company name/logo on scarfs that are distributed to all attendees &amp; program recognition. Upgrade to personalized label.</td>
<td>#1: $5,000 #2: $5,500</td>
</tr>
<tr>
<td>Personalized Phone Stand</td>
<td>Corporate logo on phone stands distributed to all attendees &amp; program recognition.</td>
<td>$ 5,000</td>
</tr>
<tr>
<td>Apron</td>
<td>Corporate logo on aprons distributed to all attendees &amp; program recognition.</td>
<td>$ 5,000</td>
</tr>
<tr>
<td>Toiletries Kit</td>
<td>Place your corporate logo on each of the toiletries kits that will be distributed to all attendees.</td>
<td>$ 5,000</td>
</tr>
<tr>
<td>EOS Lip Balm</td>
<td>Corporate logo on lip balms distributed to all attendees &amp; program recognition.</td>
<td>$ 4,500</td>
</tr>
<tr>
<td>Tumbler</td>
<td>Corporate logo on tumblers distributed to all attendees &amp; program recognition.</td>
<td>$ 4,000</td>
</tr>
<tr>
<td>Mobile Fish Eye Clip</td>
<td>Corporate logo on mobile fish eye clips distributed to all attendees &amp; program recognition.</td>
<td>$ 4,000</td>
</tr>
<tr>
<td>Office-on-the-Go</td>
<td>Corporate logo on office-on-the-go cases distributed to all attendees &amp; program recognition.</td>
<td>$ 3,800</td>
</tr>
<tr>
<td>Hotel Key &amp; Room Drop</td>
<td>Place your corporate logo and/or advertisement on each of the hotel room key cards that will be distributed to the conference attendee and their guests. Sponsor can choose between 2 or full-color key options. Front card artwork only.</td>
<td>SOLD</td>
</tr>
<tr>
<td>Notepads</td>
<td>Corporate logo on notepads distributed to all attendees &amp; program recognition. Choose from 2 different options: (#1) plain notepad or (#2) jotter notepad &amp; pen with deboss logo</td>
<td>SOLD</td>
</tr>
<tr>
<td>Hot/Cold Pack</td>
<td>Corporate logo on hot/cold packs distributed to all attendees &amp; program recognition. Upgrade to eye mask.</td>
<td>#1: $2,500 #2: $3,000</td>
</tr>
<tr>
<td>Earbuds</td>
<td>Company name on earbuds that are distributed to all attendees &amp; program recognition, choose from 2 options.</td>
<td>$ 2,500</td>
</tr>
<tr>
<td>Foldable Sunglasses</td>
<td>Corporate logo on sunglasses distributed to all attendees &amp; program recognition. Upgrade to include case.</td>
<td>#1: $2,000 #2: $3,000</td>
</tr>
<tr>
<td>Fragrance Enhancer Travel Accessory</td>
<td>Corporate logo on accessories distributed to all attendees &amp; program recognition.</td>
<td>$ 2,000</td>
</tr>
<tr>
<td>On the Go AM Snack Break</td>
<td>Corporate logo on snacks distributed to all attendees &amp; program recognition.</td>
<td>$ 2,000</td>
</tr>
<tr>
<td>Flashlight Stylus Pen</td>
<td>Corporate logo on pens distributed to all attendees &amp; program recognition.</td>
<td>SOLD</td>
</tr>
<tr>
<td>Personalized Mints Pen</td>
<td>Corporate logo on mints packages distributed to all attendees &amp; program recognition.</td>
<td>$ 1,800</td>
</tr>
<tr>
<td>Strappy Phone Holder</td>
<td>Corporate logo on phone holders distributed to all attendees &amp; program recognition.</td>
<td>$ 1,800</td>
</tr>
<tr>
<td>Star Clip Magnet</td>
<td>Corporate logo on star clip magnets distributed to all attendees &amp; program recognition.</td>
<td>$ 1,500</td>
</tr>
<tr>
<td>On the Go PM Snack Break</td>
<td>Corporate logo on snacks distributed to all attendees &amp; program recognition.</td>
<td>$ 1,500</td>
</tr>
<tr>
<td>Enamel Lapel Pin</td>
<td>Company logo on enamel lapel pins that are distributed to all attendees &amp; program recognition.</td>
<td>SOLD</td>
</tr>
<tr>
<td>Stress Reliever</td>
<td>Company name on event stress relievers that are distributed to all attendees &amp; program recognition, choose (#1) stress ball or (#2) cell phone, shipping container or US map</td>
<td>#1: $1,000 #2: $2,000</td>
</tr>
<tr>
<td>Bottle Opener &amp; Phone Kickstand</td>
<td>Company name/logo on kickstands that are distributed to all attendees &amp; program recognition.</td>
<td>$ 1,000</td>
</tr>
<tr>
<td>Magnet</td>
<td>Company name on magnets in the shape of any state that are distributed to all attendees &amp; program recognition.</td>
<td>$ 1,000</td>
</tr>
<tr>
<td>Hand Sanitizer</td>
<td>Company name/logo on hand sanitizers that are distributed to all attendees &amp; program recognition.</td>
<td>SOLD</td>
</tr>
<tr>
<td>Post-It Notes</td>
<td>Company name/logo on event post-its that are distributed to all attendees &amp; program recognition.</td>
<td>$ 800</td>
</tr>
</tbody>
</table>

Customized option(s) available by request — contact Victoria Cartwright at vcartwright@naftz.org or 202-331-1950.
SPONSORSHIP ITEMS
FTZS: STABILITY IN A WINDY CITY

EVENT APP
SOLD — PTSI

SOCIAL MEDIA WALL
SOLD — PTSI

TOTE BAG OPTION 1
(8x8, black, blue or khaki)
SOLD — QUESTAWEB, INC.

TOTE BAG OPTION 2
(insulated Tote w/ side pocket)

WIRELESS CHARGING PAD

PERSONALIZED PHONE STAND/BUTTON

APRON (red, blue, black or green)

CUP CLIP HOLDER

TOILETRIES KIT

WINDY CITY SCARF OPTION 1
(with pockets)

TUMBLER (straw in clear, blue, black or red)

MOBILE FISH EYE CLIP

EOS LIP BALM

WINDY CITY SCARF OPTION 2
(with label)

All items feature 1 color imprint logo unless otherwise stated
SPONSORSHIP ITEMS
FTZS: STABILITY IN A WINDY CITY

HOTEL KEY & ROOM DROP
(one-sided, full-color)

NOTEPAD OPTION 1
NOTEPAD OPTION 2

HOT/COLD PACK OPTION 1

EARBUDS OPTION 1
EARBUDS OPTION 2

SUNGLASSES OPTION 1
SUNGLASSES OPTION 2
Option 1 plus case

HOT/COLD PACK OPTION 2

OFFICE-ON-THE-GO
(includes a mini stapler, staples, rubber bands, paper clips, transparent tape, sticky notes, tabs & storage box)

FRAGRANCE ENHANCER
TRAVEL ACCESSORY
(fresh linen scent)

STRAPPY PHONE HOLDER

ON THE GO AM SNACK BREAK
(Granola, Peanuts, or Sunflower Seeds)

FLASHLIGHT STYLUS PEN

PERSONALIZED MINTS

SOLD — INDIGO TRADE SOLUTIONS

SOLD — FTZC™
(FOREIGN-TRADE ZONE)

SOLD — ISCM, INC.

SOLD — iNDiGO TRADE SOLUTIONS

SOLD — FTZC™
FOREIGN-TRADE ZONE

SOLD — FTZC™
FOREIGN-TRADE ZONE

SOLD — FOREIGN-TRADE ZONE

SOLD — ISCM, INC.

SOLD — FTZC™
FOREIGN-TRADE ZONE

SOLD — ISCM, INC.

SOLD — FTZC™
FOREIGN-TRADE ZONE

SOLD — ISCM, INC.

SOLD — FTZC™
FOREIGN-TRADE ZONE

SOLD — ISCM, INC.

SOLD — FTZC™
FOREIGN-TRADE ZONE

SOLD — ISCM, INC.

SOLD — FTZC™
FOREIGN-TRADE ZONE

SOLD — ISCM, INC.

SOLD — FTZC™
FOREIGN-TRADE ZONE

SOLD — ISCM, INC.

SOLD — FTZC™
FOREIGN-TRADE ZONE

SOLD — ISCM, INC.

FRAGRANCE ENHANCER
TRAVEL ACCESSORY
(fresh linen scent)

STRAPPY PHONE HOLDER

PERSONALIZED MINTS

STAR CLIP MAGNET

All items feature 1 color imprint logo unless otherwise stated
<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stress Reliever Option 1</td>
<td>(Choose cell phone, shipping container or US map)</td>
</tr>
<tr>
<td>STRESS RELIEVER OPTION 2</td>
<td>(Choose cell phone, shipping container or US map)</td>
</tr>
<tr>
<td>Hand Sanitizer</td>
<td>(full-color)</td>
</tr>
<tr>
<td>Post-it Notes</td>
<td>(full-color)</td>
</tr>
<tr>
<td>Bottle Opener &amp; Phone Kickstand</td>
<td></td>
</tr>
<tr>
<td>Magnet</td>
<td>(select your state)</td>
</tr>
<tr>
<td>On the Go PM Snack Break</td>
<td>(Cinnamon Red Hots, Goldfish, Gum, Gumballs, Hershey Kisses, Jelly Beans)</td>
</tr>
<tr>
<td>Enamel Lapel Pins</td>
<td>(can adjust to logo size)</td>
</tr>
<tr>
<td>Sold — El Paso Foreign Trade Zone #68</td>
<td></td>
</tr>
<tr>
<td>Sold — Broward County’s Port Everglades</td>
<td></td>
</tr>
</tbody>
</table>

All items feature 1 color imprint logo unless otherwise stated.
EXHIBIT SPACE  
FTZS: STABILITY IN A WINDY CITY

47TH ANNUAL CONFERENCE & EXPOSITION

SEPTEMBER 8-11, 2019

THE PALMER HOUSE HILTON, CHICAGO, IL

CONTACT INFORMATION
List the company name, address and phone number as you would like to have it appear in the NAFTZ Conference Program & Buyer’s Guide.

Organization

Address

City

State

Zip

Phone

Fax

E-mail

BOOTH REQUEST
Please list top 3 choices for booth number based on first come, first serve once registration opens (see page 2 for options)

1st Choice

2nd Choice

3rd Choice

Any Special Requests

PAYMENT METHOD
Exhibit Registration Fee* (Normal Booth) $2,000
Exhibit Registration Fee* (Premium Booth — #1, 7, 8, 16-27, 30) $3,250
Total Enclosed $______

* Includes registration fee for one booth personnel.

☐ Check ☐ VISA ☐ MC ☐ AMEX

Cardholder’s Name

Credit Card #

Exp. Date

3-Digit Code or 4-Digit Code (AMEX)

Cardholder’s Signature

ACCEPTANCE OF TERMS
I understand and agree to abide by all the Rules and Regulations (see following page) set forth in this exhibitor contract. Please retain a copy of this form for your files. Upon confirmation of space, a copy of this signed contract will be returned to you.

Signature

Date

Printed Name

Date

BOOTH PERSONNEL
Please note that EACH booth representative must be a paid registrant of the Conference & Exposition. The Exhibit Registration fee includes only one (1) registration. List the names of the representatives who will be operating the booth. Please submit a registration form in addition to submitting this contract.

A. Main Exhibit Booth Contact to be listed in the Pocket Program Buyers Guide

B. Other Booth Personnel

BOOTH ASSIGNMENT PROCEDURE
Booth space is assigned on a first come, first serve basis upon receipt of payment for exhibit space and booth personnel registration fees. NAFTZ will coordinate with the main contact to select a booth number when the exhibit floor plan has been finalized with the hotel and drayage company.

PLEASE REMIT TO:

NAFTZ
National Press Building
529 14th Street NW, Suite 1071
Washington, DC 20045

Date Received

Booth Assignment

Payment Received/Staff Signature

NAFTZ USE ONLY
PAYMENT OF EXHIBIT SPACE
Applications will not be processed without the required payment.

CANCELLATION OF DISPLAY SPACE
A cancellation charge equal to one-third of the fee for the space will be assessed by the National Association of Foreign-Trade Zones (NAFTZ) for space cancelled from ninety (90) to sixty (60) days prior to the opening date; two-thirds of the cost of the space if cancelled from sixty (60) to thirty (30) days prior to the opening date; and the full fee for the space if cancelled within thirty (30) days prior to the opening of the exposition. These forfeitures will be effective even though the exhibitor space no longer required by the withdrawing company may subsequently be rented by NAFTZ to another company. In the case the Exposition premises shall be destroyed or damaged, or if the Exposition fails to take place as scheduled or is interrupted and/or discontinued or access to the premises is prevented or interfered with by reason of any strike, lockout, injunction, act of war, Act of God, emergency declared by any governmental agency or by the NAFTZ, or for any other reason, this contract may be terminated by the NAFTZ. In the event of such termination, the exhibitor waives any and all damages and claims for damages and agrees that the sole liability of NAFTZ shall be to return to each exhibitor the booth payment less the pro-rated share of all costs and expenses committed and incurred by the NAFTZ.

ASSIGNMENT OF EXHIBIT SPACE
Space will be assigned in accordance with the policy announced at the time display space is offered for reservation. The NAFTZ reserves the right to relocate display areas for the benefit of the exhibitor, or for the betterment of the Exposition. No contract shall be in force until signed by NAFTZ representative.

TERMINATION OF CONTRACT
NAFTZ reserves the right to terminate this contract immediately if an exhibitor does not follow the Rules and Regulations. NAFTZ also reserves the right to withhold from the exhibitor possession of his exhibit space if the exhibitor fails to perform any material term of the contract or refuses to abide by the Rules and Regulations. In the event of a default by the exhibitor, as set forth in the previous paragraph, the exhibitor shall forfeit as liquidated damages the amount paid by it for the space rental, regardless of whether or not the NAFTZ enters into a future lease of the space involved.

SHARING EXHIBIT SPACE
No exhibitor shall assign, sublet, or share space allotted with another business or firm unless approval has been obtained in writing from the NAFTZ. Exhibitors are not permitted to feature names or advertisements of non-exhibiting manufacturers, distributors, or agents in the exhibitor’s display, with the exception of parent or subsidiary companies.

EXHIBITORS AUTHORIZED REPRESENTATIVES
Each exhibitor shall provide NAFTZ, in advance, the name and title of the person who will be in attendance at the Exposition and responsible for the installation, operation, and removal of the exhibit. Said representative shall be authorized to enter into such service contracts as may be necessary, the cost of which shall be the exhibitor’s sole responsibility.

EXHIBITOR FLOOR BEHAVIOR
No exhibits will be permitted which interfere with the use of other exhibits or impede access to them or impede the free use of the aisles. Booth personnel are required to confine their activities within the booth space. This includes physical incursions, as well as sound or light, apart from the specific display space for which an exhibiting company has contracted with NAFTZ. NO PART OF THE EXHIBIT HALL AND THE SURROUNDING GROUNDS, HOTEL PUBLIC SPACE OR HOSPITALITY SUITES MAY BE USED BY ANY ORGANIZATION OTHER THAN NAFTZ FOR DISPLAY PURPOSE OF ANY KIND OR NATURE. If audio-visuals or loud speakers are used, the exhibitor agrees to comply with union requirements for the operation of the equipment. Sound presentations will be permitted if tuned to conversational levels and not objectionable to neighboring exhibitors. Show Management reserves the right to restrict the use of glaring lights or objectionable light effects. No firm or organization is permitted to engage in direct sales or order-taking activities within the exhibit area.

BOOTH CONSTRUCTION GUIDELINES
All booths shall be 8’ x 10’

FIRE REGULATIONS
To ensure the safety of all participants, exhibitors shall observe all state and local fire regulations. The cost for repairing any damages to the Hotel caused by the exhibitor will be billed to the responsible exhibitor. Nothing can be posted, tacked, nailed, screwed or otherwise attached to the columns, walls, floors, ceiling or furniture.

EXHIBIT SET-UP
Display set-up will be Sunday, September 8, 2019, 1-5pm. All displays must be fully set-up and ready by 5:00 p.m. on Sunday, September 8, 2019. After that time, any unattended booth with crated displays will be set up at the discretion of NAFTZ and all expenses will be charged to the exhibitor. The Exposition will open promptly at 7:00 a.m. on Monday, September 9, 2019.

J&E Exhibitor Service is the exclusive exhibit décor vendor for event trade show services (service, equipment, labor of all material handling services, electrical, and plumbing, audio visual, in-booth cleaning, overhead sign hanging, labor and rental of mechanized equipment, standard and specialized and specialty furniture, carpet and flooring, staging, exhibit rental, installation and dismantle labor, transportation, signage banners, and graphics). The J&E Exhibitor Service is the exclusive electrical/ audio visual services contractor with all requests made through J&E Exhibitor Service.

EXHIBIT TEARDOWN
The dismantling of displays begins at 11:30 a.m. and all booths must be removed by 1:30 p.m. on Wednesday, September 11, 2019. All exhibitor displays or materials left in booths without instructions will be packed and shipped at the discretion of NAFTZ and all charges will be assessed to the exhibitor.

DECORATING & SHIPPING
The NAFTZ will provide each exhibitor with a detailed service kit from our Exposition Service Provider. This kit will include shipping information as well as additional services available.

DAMAGES
NAFTZ, its members, the representatives and employees thereof, its exposition management company, its official service contractors, the hotel, their representatives, and employees will not be responsible for any injury, loss, or damage that may occur to the exhibitor’s employees or property from any cause whatsoever, unless such injury, loss or damage is caused by the active negligence or willful act of one of the aforementioned parties. Exhibitor agrees fully to indemnify, defend, save and hold harmless NAFTZ, its exposition management company, its official service contractors, the hotel and their respective officers, directors, agents and employees from and against all claims, actions and judgments (and all attorney’s fees) based on or arising out of death or injury to person or persons or damages to property, including the exhibitor’s property or goods, caused by, or arising out of the negligent use, occupancy or activities of exhibitor at or on the exhibit space or within the Exposition Hall; provided, however, that exhibitor shall not be liable for any injuries, death, damage or loss to the extent that such injury, death, damage or loss is caused by the sole fault or sole negligence of NAFTZ, its exposition management company, its official service contractors, the hotel, or their respective employees. Exhibitors shall carry public liability insurance with financially responsible underwriters, insuring exhibitor against liability for bodily injuries (including wrongful death) and damage to property caused by exhibitor’s negligent use, occupancy or activities by exhibitor at or on the exhibit space or within the Exposition Hall the policy limits thereof to be a single limit of $2,000,000.00 for any one occurrence, bodily injury and property damage liabilities. Each exhibitor must maintain: (a) workers compensation insurance in the minimum amount required by state law, (b) Commercial General Liability in a minimum amount of two million dollars ($2,000,000) covering all operations; and (c) Automobile Liability insurance and a minimum amount of two million dollars ($2,000,000) covering all owned, hired and non-owned vehicles. Additionally, each of the policies indicated in (b) and (c) shall include both Client and Global Experience Specialists, Inc. as additional insureds for the applicable Show. Exhibitor shall name National Association of Foreign-Trade Zones, as an additional insured on such policies of insurance to the extent exhibitor is required to indemnify NAFTZ and shall furnish NAFTZ with certificates of such insurance coverage.

AMENDMENTS
Any matters not specifically covered herein are subject to decision by NAFTZ. NAFTZ reserves the right to make such changes, amendments and additions to these rules as considered advisable for the proper conduct of the Exposition, with the provision that all exhibitors will be advised of such changes.

BOOTH PERSONNEL
All booth personnel must be paid registrants of the Conference & Exposition. One booth attendant fee is included in the exhibit registration fee.
UPCOMING EVENTS
FTZS: STABILITY IN A WINDY CITY

UPCOMING 2020 NAFTZ MEETINGS — SAVE THE DATES!

SEMINARS & CONFERENCES

**Fundamentals of FTZs Seminar**  
January 5-6, 2020  
DoubleTree Suites by Hilton Orlando – Disney Springs  
Orlando, FL

**Legislative Summit**  
February 11-12, 2020  
The Madison Washington DC, a Hilton Hotel  
Washington, DC

**Annual Spring Seminar**  
May 17-19, 2020  
Minneapolis, Minnesota

**Annual Conference & Exposition**  
October 25-28, 2020  
Hyatt Regency Denver  
Denver, Colorado

**Legislative Summit**  
February 9-10, 2021  
The Madison Washington DC, a Hilton Hotel  
Washington, DC

**Annual Conference & Exposition**  
September 26-29, 2021  
Loews Miami Beach Hotel  
Miami Beach, FL

Please visit [www.naftz.org](http://www.naftz.org) for details on NAFTZ meetings.

Suggestions for future ZoneCast topics, contact Victoria Cartwright at vcartwright@naftz.org.