

Local Companies in the North Central Region Learn About Developing and Implementing an Export Compliance Management Program

On October 25, 2012 more than 35 individuals representing 23 local companies met at the Red Fern in Kersey, PA to attend an Export Compliance Management Program training. The speaker, Mike Allocca, has more than 18 years of experience in the export field. Mr. Allocca focused his presentation on developing a compliance management program that works for company's individual needs. While there are many opportunities related to exporting goods, there are also challenges and risks. A successful export compliance management program can help mitigate these risks. The program covered three main areas that are necessary for such a program. The first is administrative and management support. The plan development is critical and may require a commitment of 3-6 months to develop. Once the plan is implemented, it is important that the controls put into place are followed. The second area covered was processing orders, and making sure that the right questions are being asked and information collected to be in compliance with all US Export controls. The final portion of the program focused on screening of companies, countries and potential customers to ensure that are not found on any restricted lists. Those in attendance reported that they were very happy with the training opportunity and are looking forward to additional trainings. The event was sponsored by the North Central Export Program and the Economic Development Administration.



Photo Caption: Attendees with speaker Mike Allocca at the Export Management Compliance Program Seminar at the Red Fern in Kersey, PA.