



**~ HIGHLIGHTS ~ NEWS ~ ARTICLES ~ DEPARTMENTS ~**



**CBFANC President's Year End Report for 2016**

**By: Jack Hubbard**

2016 has been another very busy year for your Association, and your board and officers are pleased and grateful for your attendance at our events and your acts of volunteerism during the last twelve months.

But, before I recap the concluding year, I would like to look forward a little bit to the year ahead. 2017 will prove to be another year of challenges, hard work, and service by CBFANC.

We recently elected two new members and re-elected one member to our Board of Directors, which will have its next board meeting on January 5, 2017. As in prior years, the new board will work on a roster of events and programs which will be robust and timely. Political activism by your association on the local, regional and national levels will continue in order to ensure that your voice will be heard and your interests are protected.

The annual State of the Port Dinner will be held on February 2, 2017, and I encourage you to mark your calendars for this important, major event which will include participation by representatives from government agencies as well as provide all attendees the opportunity to meet and mingle with over 200 fellow CBFANC members, supporters and government dignitaries.

CBFANC will also be closely watching the uncertainties we all face in the current, uncertain political climate. We all know that Congress will be controlled by the Republicans. How will they work with the new President, and what will the new President propose regarding trade agreements and trade policies? What will happen to NAFTA? Will our trade relations with China be upheld or redefined? What happens next now that the USA has chosen to abandon the hard fought TPP agreement? CBFANC's board, officers and committees will all be focusing on the impacts wrought by our new President and Congress.

This political environment strongly enhances the relevance of the annual PCC Mission to DC, which is scheduled for February 25 – 28, 2017. Given the protectionist/nationalist fervor which seems to be spreading internationally, our annual pilgrimage to the nation's Capitol will be a crucial event as we meet with the leaders of Federal government agencies (CBP, FMC, FDA) as well as our elected officials in the House of Representatives and the Senate. Our voices in support of free and fair trade must be heard! Please join us at the Mission in 2017. CBFANC will again offer financial stipends which will largely, if not completely, offset the costs of this journey.

The PCC will have its first quarterly board meeting of the year on January 14, 2017, at the Marine's Memorial Club/Hotel in San Francisco. Much will be done at this meeting to set the agenda for the PCC for the rest of the year, and discussions points will include topics such as: Who will be the next commissioner of Customs and who will run the show until the job is filled; de minimis Sec 321 and how it affects brokers; ACE, is there enough funding; when will the single window really happen, if ever; chaos at the port of Oakland, what's in store for 2017; CTPAT expansion plans; CTPAT for exports. Professional members of CBFANC are invited to attend. Please contact [info@cbfanc.com](mailto:info@cbfanc.com) if you would plan to attend and we can make sure that there is a seat at the table for you.

2016 was another busy year, and our various committees were engaged on your behalf on many fronts.

Our Educational Committee (Chair: Renata Pearson) staged over a dozen educational seminars and events, which were attended by hundreds of CBFANC members, importers, carriers and other interested parties. (Special "thank you" to Terri Soltis, who led this committee until she relocated a few months ago with her employer to their office in Ohio).

Our Ocean Committee (Chair Evey Hwang) was actively engaged in the Port Efficiency Task Force, which worked to help all parties recognize and find solutions to the many problems which struck the port of Oakland over the last 18 months. With the sudden closure of Ports America, the excruciating, resultant port congestion posed a true threat to Oakland's status as a major US port. Every importer, exporter, trucker, broker, forwarder and NVO were adversely affected. To add fuel to the fire, the sudden collapse of Hanjin Shipping caused additional uncertainties and challenges to our industry. Our Ocean Committee worked diligently to ensure that information notices and email blasts were sent out to all CBFANC members as needed, in order to help our members make the best possible business decisions.

Our Legislative Committee (Chair Renata Rios) helped lead the way to our successful participation in the annual PCC Mission to DC which was held last May. The mission provided another opportunity to meet again with our members of Congress, including substantive meeting with Representative Jackie Speier. Some in our delegation were also met with all FMC commissioners in an afternoon long series of meetings at that agency. We were able to voice our concerns regarding trade policy and especially the viability of the port of Oakland.

Our Participating Government Agencies Committee (Chair Jayson Gispan) works with various agencies to help make sure that changes in regulations or procedures are made known to all CBFANC members. The committee also works to keep the lines of communication open between the trade and the government agencies that regulate our businesses.

Every year CBFANC offers two Customs broker license exam preparation courses (Instructor Renata Pearson). In 2016, both courses again sold out, and exam results for April showed that our students had a pass rate of 43%! We are hopeful that the October class will enjoy similar success (results still pending). Historically, the CBFANC prep course class has a pass rate that far surpasses the national pass rate.

The CBFANC Charity Committee (Chair Debbie Edwards) helped CBFANC continue to “do its fair share” by arranging a \$5,000.00 contribution to SafeHouse, a local organization which provides support to women who have been victims of sexual or other physical abuse. The committee also organized a successful toy drive as part of our annual Holiday Luncheon this December.

Our Finance Committee (Chair Chris Garcez) keeps our books in order and works to ensure that we are financially sound and responsible with the funds entrusted to us on behalf of our members.

Our Customs Committee (Chair Renata Pearson) held quarterly meetings with local CBP leadership. These meetings are extremely valuable toward maintaining and building our strong working relationship with Customs at our port. CBP’s participation in these meeting is uniformly one of cooperation and partnership with our association.

The CBFANC Airport committee (Chair Chris Ramos) meets periodically with local cargo handling facilities and U.S. Customs in order to find solutions to problems that arise regarding cargo clearance and release procedures, AMS issues, etc.

The Select Committee (Chair Chris Kammer) oversaw the closure in 2016 of our Select office at SFO. This facility was maintained by CBFANC for many years to facilitate the distribution of documents to our members. However, now that we have entered the new age of ACE and the paperless, single window, the flow of documents ceased. As such, the office was closed after the hard work of this committee to vacate and restore the space according to the conditions established by our landlord, FlySFO (City of SF).

Our Membership Committee (Chair Chris Kammer) accepts and reviews new applications for membership in our association. It also looks for ways to enhance the value our association brings to its members.

We keep you informed via our monthly newsletter, the Info Expeditor, which is created and edited by the CBFANC Newsletter Committee (Chair Felicia Addison).

Our board meetings have recently been enhanced by the participation of Neil Helfand of Sandler, Travis & Rosenberg P.A. Neil’s presence revives the Legal Committee and he will also be contributing content to our newsletter.

Our secretariat (Brian Christopher and Michael Baekboel) and Web and Technology Committee ably work the controls behind the curtain. Our newsletter distributions, email blasts, seminar bookings and management, event planning and website maintenance are among the many tasks handled by our secretariat.

All in all, your association continues to be a very busy organization, working hard to provide services and value for each of its members. We look forward to another productive year and guarantee to you that we will do our best to represent and protect your interests during the months ahead, which could be one of the most challenging periods in our history.

On behalf of the CBFANC officers and board of directors, I wish you Happy Holidays and a Happy, Prosperous New Year.



## 25th Annual PCC Mission to DC!

Sunday February 26, 2017 through Tuesday February 28, 2017



**Highly Charged Atmosphere!** Come February, a pivotal year in the Nation's Capital gets underway in earnest. The new Congress will convene with a new Trump Administration and a new approach to trade which will impact every broker and forwarder. As Congressional Committees and newly appointed heads of agencies such as CBP, FMC, FDA implement the President's agenda they will need our input. The specific roles of brokers will change, as the President pursues dramatic changes in trade policy – no TPP, increased enforcement, China may be designated a “currency manipulator”, NAFTA may be revised. Will ACE advance? Will CBP facilitate e-commerce? How will forwarders fare with ocean carrier consolidation and Alliances? Will the FMC step in? You will want to be here!

**What the Mission does for you.** The PCC Mission is the means by which the customs brokers and freight forwarders on the Pacific Coast can interact directly with government officials, at the agencies and on Capitol Hill. The Mission is your best opportunity to hear, first hand, what is really going on in DC, without the filter of those talking heads and cable news shows. Many brokers and forwarders say that the PCC Mission are three of the most worthwhile and memorable days of the year.

**[Click Here to Register for the Mission!](#)**

**The Phoenix Park Hotel** located a block away from Union Station on Capitol Hill. Historic hotel, home of previous PCC Missions, and downstairs – the fun, lively authentic Irish pub, the **Dubliner!** An excellent Pacific Coast Council rate of \$259 per night. **[Click here to make your hotel reservation.](#)** Or, book by phone at 202-638-6900 and ask for *Pacific Coast Council* rate.

### **Program Overview**

- Sunday morning PCC Board Meeting (to which all PCC Missionaries are welcome).
- Mission Briefing, Sunday lunch and afternoon.
- Annual Mission Opening Dinner
- Briefing with CBP - all CBP issues, processes and programs impacting brokers and forwarders.
- Federal Maritime Commission, FDA, leaders of major DC trade associations
- Dinner with a senior government official -- always a special event.
- Tuesday breakfast at Capitol Hill Club. Chief Trade Counsel for the House of Representatives.
- PCC Missionaries fan out over Capitol Hill to take our messages to the staff and Members of the California, Oregon and Washington Congressional Delegations.
- Mission Wrap Up, we review the accomplishments and challenges

**Flying to DC.** Fly into Reagan (DCA) -- considerable savings in time and money once you are on the ground. From Reagan, you are ten minutes and a \$13 cab ride from the Phoenix Park. (Dulles and BWI are \$75 to \$90 taxi.) Alaska Airlines flies non-stop into Reagan from LAX, PDX and SEA. United and Virgin are non-stop from SFO.

**Information?** Peter Friedmann, PCC Counsel, [OurManInDC@federalrelations.com](mailto:OurManInDC@federalrelations.com). For hotel and registration matters: Stephen Hudson [stephen@federalrelations.com](mailto:stephen@federalrelations.com) 202-783-3333

## CBFANC CHB Exam Prep Course January 7, 2017

### CHB Exam Prep Course

**You will have 123 hours of Instruction which enables you to learn and understand the Customs Regulations, the HTS and have you ready for success with the CBP Broker's Exam.**

**You will be empowered to confidently sit for the exam**

### **Advance Your Career – Sign up NOW!**

CHB Exam Prep Course is designed for those individuals who truly have a desire to learn and understand the Customs Regulations and Harmonized Tariff Schedule in a compact environment. You must have the desire and fortitude to dedicate yourself to the learning process by attending every class and completing every assignment. It will be intense! You will learn more than you ever thought possible!

If you plan to sit for the Customs Broker's Exam and want to exponentially increase your chance of being successful, join the CBFANC course which has been taught for 16 years in the San Francisco Bay Area.

**This is a hands-on course, not a boring lecture series with a talking head in front of the room!**

We engage you to secure your success! Classes are held in the Socratic method which means that the Instructor and the students ask and answer questions. As a CHB Exam Prep training program, we understand your goal of preparing and successfully passing the exam. With this in mind, the structure of the course enables students to answer questions with minimal assistance from the instructor.

#### **Classroom Dates:**

**Saturday, January 7, 2017 through Saturday March 18, 2017.  
(Class from 10 am to 6 pm \*\*)**

**with**

#### **Concalls Dates:**

**Monday, January 9, 2017 through Monday, March 20, 2017 (Concalls from 6 pm to 9 pm)**

**\*\*Note:** Saturday Mar 18 class is held from 8 am to 6 pm - Final Exam & Review session.

#### **The Details...**

##### **Starts:**

Jan 07 – Mar 20 2017

##### **Deadline to join:**

Registration & payment must be received by Dec 31, 2016

##### **Course schedule/days:**

**10** - Saturdays 10:00 am – 6:00 pm

**1** - Saturday 8:00 am – 6:00 pm

**11** - Monday evening concalls - 6:00 pm - 9:00 pm

**1** - Monday afternoon 2 pm – 6 pm  
(Federal Exam Review)

+ One-on-One Concall Sessions w your instructor

**Note: There are no course refunds after December 31, 2016**

##### **Where:**

CitiGarden Hotel  
245 South Airport Blvd  
South San Francisco, CA 94080

##### **Registration Cost:**

\$1295.00

*Upon registration, students will be provided with online access to course materials.*

**Federal Exam Day** - Depends on CBP but on day of exam - Class is held from 2:30 pm to 6:30 pm

This allows students to learn their results "unofficially" on the day of the exam.

Official result are sent by CBP 4 - 8 weeks after the exam

There are **four class dates that should not be missed** during the course as they contain critical information that can be challenging to learn outside the classroom environment:

**Jan 14 - Brokers & Bonds**

**Jan 28 - Free Trade Agreements**

**Feb 4 - Classification (Hands-On)**

**February 25 - Valuation**

You must do your homework! We give you the tools to make it as easy and simple as possible but you will be required to study 15-20 hour a week outside the classroom.

Sign up NOW to enhance your professional life, increase your earning potential and create new opportunities for yourself and your family. All of the features below provide you with the benefits you need to succeed – all in 3 months for a lifetime of benefits – you can do it!

### Supportive Environment

- One-on-One time with instructor - Overcome test fear
- Weekly check in calls on study progress and to enhance learning
- Maintain your focus & study with encouragement
- Students support each other to succeed - You are not alone...

### Thorough Exam Preparation

- You will take a minimum of 6 to 10 actual CHB exams throughout the course to become familiar with the format and be comfortable with the process. (performed outside class time)
- In depth exam question analysis and interpretation - slow is fast
- Learn how to Identify and pass the challenging questions

*Hardcopy Training Manuals will be provided in class*

- **Federal Exam Date:**

TBA

*Location announced by CBP*

### Prerequisite - Know the Basics:

- INCO terms

### Typical homework:

- Reading assignment from the training manual
- Reading assignments from the Customs Regulations and Tariff
- Tabbing and Highlighting your reading materials
- Timed exams
- **We prep you for the real thing!**

### Typical class session:

- Review of assignment, questions and tests
- Weekly Valuation exercises
- Topic Discussion & Handouts
- Q&A throughout each session
- Networking breaks
- One-on-One time with instructor

### After your successful exam:

- Apply for your license within 3 years
- Pass the background check

## Student interaction encouraged and networking opportunities

- Informal Study-Buddy groups – students that study together pass at a higher rate
- Pot-luck snack breaks – brain breaks and social interaction
- Post-grad professional networking - a career supporting network for years to come

## Powerful Study tools

- iPhone Flash Card App for the Regulations Table of Contents – study anywhere & anytime
- Electronic Lesson Plan – demystifies the material and provides overview
- Blend of printed books and electronic tools – covers all learning preferences

**(Special Note:** You may use any printed materials during the actual CHB Exam – Electronic tools are not permitted)

## Professional advancement

- Greater earning potential for licensed CHB vs clerks and compliance specialists
- Direct path to career advancement - from clerk > supervisor > management
- Increased job opportunities and career paths

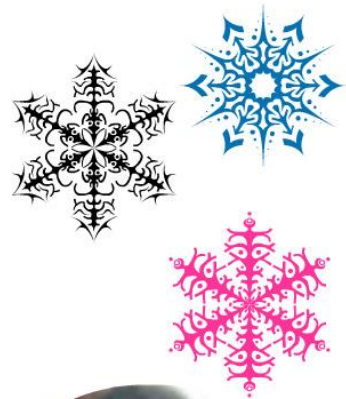
## CBP Requirements:

- You must be 18 to sit for the CHB Exam.
- You must 21 to receive your CHB license
- You must be a U.S. Citizen
- You must be of good moral character





**The Vote is IN!!!**  
**Please meet the new**  
**CBFANC Board of Directors!**



**Evey Hwang,  
Danny Ang and  
Lauren Bustamante**





# 2016 Educational & Program Events

(Working Calendar as of December 22, 2016)

January 7<sup>th</sup>-March 20<sup>th</sup> 2017

**CHB Spring Exam Prep Course – [Click Here to Register](#)**  
CitiGarden Hotel, South San Francisco, CA

February 2<sup>nd</sup> 2017

**State of the Port**  
Hilton, Burlingame, CA

February 26<sup>th</sup> – 28<sup>th</sup> 2017

25<sup>th</sup> Annual PCC Mission to DC!  
Phoenix Hotel, Washington, D.C.



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