

# Elsa Manzanares

## PARTNER

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Office: Dallas



## Elsa is dedicated to minimizing trade and corruption risks for her clients in a wide variety of international transactions.

As a former in-house counsel and trusted partner for her clients, Elsa advises on U.S. and international regulations surrounding imports and exports, namely goods, services, software and technology. Her clients include technology companies, defense contractors, manufacturers, retailers and others in industries including aerospace, explosives, electronics, semiconductors, firearms, chemicals, military training and services, consumer products, energy, and financial services.

She has successfully represented U.S. and foreign companies facing investigations by the U.S. Department of Commerce and U.S. Department of State on matters pertaining to the Export Administration Regulations (EAR) and the International Traffic in Arms Regulations (ITAR). Elsa represents clients before the U.S. Treasury Department's Office of Foreign Assets Control (OFAC) on transactions implicating U.S. sanctions and embargoes. She also advises on the import regulations administered by U.S. Customs and Border Protection (CBP). In addition, she counsels on foreign investment transactions reviewed for national security by the Treasury Department's Committee on Foreign Investment in the United States (CFIUS) and compliance with the Foreign Corrupt Practices Act (FCPA).

### PRACTICES & INDUSTRIES

Infrastructure Government Contracts & Investigations

Infrastructure Task Force

International

White Collar Criminal Defense & Special Investigations

### ADMISSIONS

Texas

U.S. Court of International Trade

### EDUCATION

University of Texas School of Law, J.D.

Harvard Kennedy School, M.P.P

Yale University, B.A., Economics and History

### CLERKSHIPS

Justice Ann C. McClure, Court of Appeals for the Eighth District of Texas

Judge David Briones, United States District Court for the Western District of Texas

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## Elsa Manzanares

Elsa was appointed by the Office of the U.S. Trade Representative to serve as a panelist eligible to review antidumping and countervailing duty disputes under Chapter 19 of NAFTA.

After law school, Elsa served as law clerk to Justice Ann C. McClure, Court of Appeals for the Eighth District of Texas, El Paso, Texas and as law clerk to U.S. District Judge David Briones, United States District Court for the Western District of Texas, El Paso Division.

### EXPERIENCE

- Export licensing of defense articles and services under U.S. Department of State, Directorate of Defense Trade Controls, including technical assistance agreements, manufacturing license agreements, commodity jurisdictions, technology control plans, temporary imports, registration, reporting requirements, voluntary self-disclosures, directed disclosures, and audits
- Export licensing of dual use and commercial goods under U.S. Department of Commerce, Bureau of Industry and Security, including CCATS applications, encryption classification and reporting, deemed exports, voluntary self-disclosures, and enforcement proceedings
- Advice on compliance with U.S. anti-boycott requirements
- Advice on U.S. sanctions and embargoes, including programs on Russia, Iran, Cuba, and Venezuela, specific license applications, blocked property reports, and denied party screening
- Advising on CBP import regulations, including product valuation, tariff classification, country of origin, product marking and duty-free treatment claims under various agreements, including NAFTA/USMCA, prior disclosures, CF-28s, CF-29s, and audits
- Representing clients facing seizures of goods at the border for intellectual property rights violations, country of origin marking and other issues at the border
- Counseling on antidumping and countervailing duty matters before the U.S. Department of Commerce, and trade litigation before the U.S. Court of International Trade
- Advising companies facing investigations by the U.S. Department of Justice on corruption matters
- Advising U.S. and foreign companies on voluntary notice procedures under CFIUS
- Third party vetting and due diligence reviews for FCPA and trade compliance
- Development of risk-based trade compliance and anti-corruption programs
- Pre- and post-M&A due diligence on international trade and anti-corruption compliance
- Advising on tariff exclusion process under Section 232 and 301
- International trade contract drafting and negotiation, including INCOTERMS
- Compliance with U.S. Census reporting obligations under Foreign Trade Regulations (FTR)

# Elsa Manzanares

## RECOGNITIONS

Selected to the 2024 edition of *Best Lawyers in America*©

Hispanic National Bar Association, Regional President of the Year Award, 2022

2020 Top Latino Lawyer, *Latino Leaders*

*Lawyers of Color*, Nation's Best 2019

Greater Dallas Hispanic Chamber of Commerce, *La Cima* Latina Entrepreneur Award, 2018

Dallas Bar Association, Outstanding Minority Attorney Award, 2018

Texas Diversity Council, Dallas Top 50 Women Lawyers, 2018

Top Latino Lawyers, 2016-2018; Most Powerful Women in Law, 2018

Accomplished Latina Woman in Law, University of Texas School of Law Chicano/Hispanic Law Students' Association, 2012

*Super Lawyers* Rising Star, 2009, 2011-2012

## PROFESSIONAL & CIVIC ACTIVITIES

*Law360* International Trade Editorial Advisory Board, Former Board Member

American Association of Exporters and Importers

International Compliance Professionals Association

Society for International Affairs

Richardson Chamber of Commerce, International Business Resources Center, Steering Committee

Dallas Hispanic Bar Association, President, President-Elect, Vice President and Board Member

Dallas Bar Association

- Board of Directors
- DBA Equality Committee
- Minority Participation Committee, Chair
- Public Forum Committee, Vice Chair

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## Elsa Manzanares

Hispanic National Bar Association

- Region XII President (TX, OK, LA, AK)
- Compliance & Ethics Section, Founder and Chair
- International Section, Member
- Region XII Deputy Regional President for Outreach

Dallas Latina Lawyer Network

Harvard Women in Defense Diplomacy and Development

World Affairs Council of Dallas

State Bar of Texas, Hispanic Issues Section

Frontiers of Flight Museum, Board Member

Friends of Solar Prep, Board Member

Girls Inc. of Metropolitan Dallas, Former Trustee

Dallas Bar Association, Fellow

Dallas Association of Young Lawyers Foundation, Fellow

Leadership Dallas, Class of 2015

### NEWS

Manzanares Provides Year-in-Review International Trade Law Update in *Texas Bar Journal* Article  
12.07.2022

Hispanic National Bar Association Honors Manzanares with Regional President of the Year Award  
09.01.2022

Stinson Establishes Infrastructure Task Force to Support Clients  
03.08.2022

Elsa Manzanares Publishes International Trade Law Update in the *Texas Bar Journal*  
01.13.2021

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## Elsa Manzanares

Elsa Manzanares Named a Top Latino Lawyer by *Latino Leaders*

12.30.2020

Stinson Represents Stelco in Option to Acquire Interest in Mine

05.12.2020

Elsa Manzanares Featured in HNBA's *E-Noticias*

05.06.2020

Stinson Establishes Coronavirus Task Force to Support Clients

03.12.2020

### SPEAKING ENGAGEMENTS

Speaker, "OFAC Sanctions and Embargoes 101," Society of Corporate Compliance and Ethics (SCCE) Seattle Regional Compliance & Ethics Conference, Seattle, Washington, November 10, 2023.

Speaker, "In-House Counsel Perspectives: How Outside Counsel Can Add Value and Drive Diversity," Toyota Headquarters, Dallas, Texas, September 28, 2023

Speaker, "Driving Economic International Development in North Texas," Dallas, Texas, September 27, 2023

Speaker, "Import, Export, Sanctions, and More: International Trade Update," Texas Bar CLE Advanced In-House Counsel Course 2023, San Antonio, Texas, August 3, 2023

Speaker, "Effective Supplier Code Frameworks," Hispanic National Bar Association Annual Convention, Washington, DC, September 8, 2022

Speaker, "Pulling Back the Curtain on Corporate Monitorships," Hispanic National Bar Association Corporate Counsel Conference, New Orleans, LA, March 24, 2022

Speaker, "Challenges and Opportunities for M&A in 2022," Association of Corporate Counsel Minnesota Webinar, March 9, 2022

"Managing Investigations: A Guide for In-House Counsel," NBA-CLS Speaker Series, October 6, 2021

"Overview of Export Controls," HNBA Corporate Counsel Section, July 13, 2021

"Import and Export of Tequila, An Overview," HNBA Business Law Section, May 6, 2021

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## Elsa Manzanares

"Update on International Trade in the Biden Administration," Business Law Update, Kansas City, Mo, March 4, 2021

Panelist, "Tariff and Trade Outlook," 2020 Beyond the Election Update, KPMG/Stinson Midwest GRC Roundtable, December 15, 2020

"Careers in International Law and Compliance," International Business Law, Loyola University Chicago School of Law, December 1, 2020

Panelist, "Import/Export in the Time of COVID-19 (And Future Pandemics)," 2020 HNBA Corporate Counsel Conference & Annual Convention, September 23, 2020

Panelist, "A Global Geopolitical Risk Discussion," KPMG/Stinson Third Quarter Midwest GRC Roundtable, September 15, 2020

Moderator, "Digital Transformation and Beyond: Perspectives from In-House Counsel in Tech," August 13, 2020

"Update on the Committee on Foreign Investment in the United States (CFIUS)," Business Law Update, Wichita, KS, May 13, 2020

"Update on the Committee on Foreign Investment in the United States (CFIUS)," Business Law Update, Kansas City, MO, March 5, 2020

"Update on the Committee on Foreign Investment in the United States (CFIUS)," Business Law Update, Minneapolis, MN, February 27, 2020

"OFAC Sanctions: Recent Trends in a Heightened Enforcement Environment," HNBA Corporate Counsel Division, February 21, 2020

"Careers in International Law and Compliance," International Business Law, Loyola University Chicago School of Law, November 26, 2019

"The Fundamentals of Export Controls: EAR, ITAR and OFAC Demystified," American Conference Institute European Forum on US Export Controls, Brussels, Belgium, November 18, 2019

"Global Trade Sanctions War," Hispanic National Bar Association Annual Convention, New York, September 27, 2019

Panelist, "Update on International Tariffs," Concierge Committee of the Richardson Chamber of Commerce, International Concierge Breakfast, Richardson, Texas, August 15, 2019

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## **Elsa Manzanares**

"The Trump Administration and Regulatory Compliance," Symposium on Global Markets, Center for American and International Law, June 2019

"Tips for Maintaining Private Practice Viability for the In-House Lawyer," Hispanic National Bar Association Corporate Counsel Conference, March 2019

"U.S. Export Controls on Technology Transfers: What You Need to Know," Association of University Technology Managers (AUTM), November 2018

Panelist, "Innovation, Investment and Productivity Flows," 2018 International Business Summit, November 2018

Panelist, Texas A&M School of Law Hispanic Heritage Month Roundtable, October 2018

"U.S. Customs Compliance in 2018: Best Practices in the Heightened Enforcement Environment," Dallas Area Paralegal Association, June 2018

"Key Takeaways From Recent Enforcement Actions and Lessons Learned," American Conference Institute EAR Boot Camp, June 2018

"Best Practices for Internships and Clerkships," State Bar of Texas, Texas Minority Law Student Program, March 2018

"Women of Justice," North Lake College, March 2018

Panelist, "Inspiring Women IX: Humor & War Stories to Reach the Top of Your Game," Dallas Bar Association, November 2017

"International Trade Policy and Sanctions in the Current Administration," SMU Corporate Counsel Symposium, October 2017

"Implications for Texas and Hispanics of NAFTA Renegotiations," Texas A&M School of Law, NAFTA Panel, September 2017

"Paving the Way for Latinas in the U.S.: The Roadmap to Power," Association of Latino Professionals for America, June 2017

"U.S. Customs Compliance in 2017: Best Practices in the Heightened Enforcement Climate," Dallas Bar Association, International Law Section Meeting, May 2017

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## **Elsa Manzanares**

"Hot Topics in International Trade," Dallas Bar Association, Corporate Counsel Section Meeting, April 2017

The Latest Developments and Outlook for U.S.-Latin American Trade," HNBA Corporate Counsel Conference, April 2017

"Using the Automated Commercial Environment (ACE) for Exports," International Compliance Professionals Association, March 2017

"Common Mistakes in Global Trade Compliance in the Energy Sector," Dallas Bar Association, Energy Law Section Meeting, November 2016

"Global Trade Compliance 101 for Corporate Counsel," Tarrant County Bar Association, Corporate Counsel Section Meeting, November 2016

"Pearls of Wisdom," Dallas Latina Leadership Program, November 2016

"The Top Ten Things You Need to Know About International Trade," Dallas Bar Association, International Law Section Meeting, September 2016

"Hot Topics in International Trade: From Sanctions to Export Controls and More," HBNA Annual Convention, September 2016

"Technology and the Law," Hispanic National Bar Association Panel, June 2016

"Cuba Sanctions: Navigating the Recent Changes," IBI, Roundtable/IBLCT Meeting, May 2016

"Branding Yourself in New and Innovative Ways," State Bar of Texas, Asian-Pacific Interests Section Annual Conference, April 2016

"FCPA Compliance: Conducting Due Diligence on Third Parties," Association of Corporate Counsel, November 2015

"You Sent What? To Where?! The U.S. Sanctions and Their Impact on U.S. Exporters Today," ICPA Conference, November 2015

"From the Library to the Corner Office," SMU Dedman School of Law, November 2015

"Hispanic Hero," Hispanic Scholarship Fund's Youth Leadership institute, July 2015

"Import/Export Laws: Overview of Export Control Reform," Border Law Conference, January 2015

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## Elsa Manzanares

"Examining Export Control Reform: How are We Doing?" ITAR Compliance West Coast Conference, November 2014

2021 Business Law Update

03.04.2021

### PUBLICATIONS

"Four Strong Steps for Managing Anti-Corruption and Export Compliance Risks in Global Supply Chains," *Export Compliance Manager*, May 2021

"2020 Year in Review: International Trade Law," *Texas Bar Journal*, January 2021

"China, TikTok, and Foreign Investment in the US: Is Your Acquisition Subject to Mandatory Review?" Dallas Bar Association, *Headnotes*, November 2020

"Departments of State and Commerce Announce Policy Changes to US Export Laws in Response to Hong Kong National Security Law," *Stinson's Government Contracting Matters Blog*, July 2020

"U.S. Importers Can Postpone Duty Payments for 90 Days, But Relief Limited," *Stinson Alert*, April 2020

"Tariff Turbulence Alters Importers' Compliance Priorities," *Law360*, July 2019

"International Trade: Year in Review," *Texas Bar Journal*, January 2018

"Duty Savings Under NAFTA: How U.S. Importers Benefit," *Texas Lawyer*, August 2017

"Beware Export Controls on Software, Encryption, Technology," *Law360*, July 2017

"International Trade in the Trump Administration: Ten Topics for U.S. Importers," *Noticias*, March 2017

"International Trade: Year in Review," *Texas Bar Journal*, January 2017

"Can't We All Just Get Along?" *Global Trade*, December 2016

"Getting to Know Your Business Partners: FCPA Due Diligence on Third Parties," *Pharmaceutical Compliance Monitor*, January 2016

"A Stitch in Time, Proactive Customs Compliance Saves Time, Money, and Reputations," *Customs Law Enforcement and Compliance*, *Inside the Minds*, 2014

U.S. Imposes Sweeping Sanctions and Export Controls on Russia in Response to Crisis in Ukraine

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03.03.2022

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