

JOINER LAW FIRM

INTERNATIONAL TRADE LAW



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Jamie A. Joiner - Managing Member

Jamie has extensive experience representing U.S. and foreign companies on a wide range of international trade compliance requirements related to customs and cross-border trade. Her areas of practice include export controls, economic and trade sanctions, import and customs law, antiboycott restrictions, and requirements related to NAFTA and other duty preference programs. She regularly represents companies in administrative proceedings before U.S. government agencies, including U.S. Customs and Border Protection, the Bureau of Industry and Security, the Office of Foreign Assets Control, the Directorate of Defense Trade Controls, and the Foreign Trade Division of the U.S. Census Bureau.

Her representations run the gamut of trade controls compliance issues, including defending enforcement actions, filing voluntary self-disclosures and prior disclosures, responding to Penalty Notices and Claims for Liquidated Damages, applying for export licenses, filing classification (CCATS), Commodity Jurisdiction (CJ) and General Correspondence (GC) requests, responding to Seizure Notices, filing Protests, and conducting internal reviews for export, sanctions, and import compliance.

Based in Houston, Texas, Jamie has represented multinational corporations in complex export controls and sanctions compliance matters. She has handled customs matters involving numerous customs ports across in the United States. She has extensive experience handling North American cross-border trade issues, including NAFTA Origin Verifications, audits by U.S. Customs and Border Protection, prior disclosures, investigations covering related party valuation, country of origin marking, and 9801 (U.S. goods returned). Originally from Shreveport, Louisiana, Jamie is the founder and Managing Member of Joiner Law Firm.

Previous Work

Prior to founding Joiner Law Firm PLLC, Jamie had the honor of being a Partner in a national law firm working with leading practitioners across a wide range of disciplines.

Professional Activities

Jamie serves as the Houston Area Coordinator for the Export Legal Assistance Network (ELAN), a cooperative program among the Federal Bar Association, U.S. Department of Commerce, and U.S. Small Business Administration that provides pro bono guidance to U.S. companies that are new to exporting. Jamie also is a member of the Houston Customhouse Brokers & Freight Forwarders Association (HCBFFA) and the Houston Committee on Foreign Relations.

Publications, Presentations, and Recognitions

Jamie has authored several articles, publications, and papers related to her areas of practice, including:

- Voluntary Self-Disclosures to BIS, presented at the 45th National Customs Brokers and Forwarders Association of America Annual Conference (May 2018).
 - "Avoiding The Risk of Forced Labor Abuses Through Supply Chain Due Diligence," The Daily Bugle (October 26, 2017) (co-author).
 - "NAFTA — Uncertainty and Anticipation," News & Events from Joiner Law Firm (April 20, 2017) (co-author).
 - "The Shared Responsibility of Export Compliance: When Exporters and Freight Forwarders Partner for Compliance, Both Stand to Benefit," WorldECR (January 2017) (co-author);
 - American Bar Association (ABA) Section of International Law 2013 and 2014 Year in Review section on Customs Law, which summarizes the important milestones regarding U.S. judicial decisions, foreign trade policy, as well as legislative, administrative and executive developments (co-author);
 - U.S. Customs: A Practitioner's Guide to Principles, Processes, and Procedures, 291-327 (Second ed. 2016) (contributing author);
 - "BIS, State Harmonize Destination Control Statement," WorldECR (October 2016) (co-author);
 - "DOJ Issues Guidance Encouraging Business Organizations to Voluntarily Self-Disclose Criminal Export Controls & Sanctions Violations," News & Events from Joiner Law Firm (October 2016);
 - "Understanding Changes to U.S. Sanctions under the Iran Nuclear Deal," News & Events from Joiner Law Firm (January 25, 2016) (co-author);
 - "The Trans-Pacific Partnership: What Is It? What are the Benefits? And Should You Support or Oppose it?" News & Events from Joiner Law Firm (December 3, 2015) (co-author).
 - "Here Comes the Office of Export Enforcement! Are You Ready?" Pharmaceutical Compliance Monitor (March 17, 2014) (co-author);
 - "How non-U.S. companies may become subject to U.S. re-export controls," WorldECR (March 2013) (co-author);
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- “Complying with U.S. Export Controls: Practical Considerations and Guidelines for Businesses,” South Texas College of Law, Currents (September 2009);

Jamie is also a frequent moderator, guest lecturer and presenter at seminars and conferences. A selection of her lectures, presentations, and moderated panels includes:

- Mayor’s Office of Trade and International Affairs Export Resources Forum Moderator (November 2017)
 - Summary of Key U.S. Laws Regulating Cross-Border Trade and Investment: Overview of U.S. Export Controls, Sanctions, and Import Laws & Regulations presented to the International Law Section of the State Bar of Texas (October 2017)
 - U.S. Customs Regulatory Update (September 2017)
 - Export & Sanctions Compliance Manuals and Internal Controls (September 2017)
 - Update on U.S. Sanctions: Russia, Iran, Cuba, and More presented at the Texas Customs Brokers & Forwarders Conference (August 2017)
 - China Energy Trade Update, panel presentation to the Houston Bar Association’s Section of International Law (May 2017)
 - U.S. Export Controls, Sanctions and Enforcement: An Update & Outlook Under a New Administration, presented to the Houston District Export Council (April 2017)
 - U.S. Trade Controls Update - Export Controls, Sanctions, and Beyond, presented to the Houston West Chamber of Commerce (March 2017)
 - 2016 Compliance Year in Review: U.S. Sanctions, Export Controls, and Enforcement, presented to the International Compliance Professionals Association (ICPA) Houston Designated Area Trade Association (DATA) Group (November 2016);
 - U.S. Export Controls and Sanctions Compliance for Transportation Intermediaries, presented to Roanoke Trade Risk Management Webinar Series (September 2016);
 - Classifying Items on the USML, presented at the DeLeon Trade: Advanced Topics in Customs Compliance Conference (February 2016); and
 - Export Licensing Strategies Focus, presented at the DeLeon Trade: Advanced Topics in Customs Compliance Conference (February 2016).
 - She moderated a panel for the ABA Customs Law Committee regarding the U.S. Customs Centers of Excellence and Expertise (April 2015);
 - Presented a Trade Sanctions Update to the Houston Industry Trade Compliance Forum (March 2015);
 - Discussed the importance of emerging global markets and international trade compliance at the “Advancing Global Markets TV-Radio Show 2015 Networking Launch Reception” (February 2015);
 - Co-moderated the ABA Section of International Law’s “Understanding and Complying with BIS’ Russian-Related Sanctions” program (November 2014);
 - Lectured on the Russia Oil & Gas Industry Sector Sanctions at the Export University Series (October 2014); and
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Jamie was named the 2015 Women Small Business Champion by the U.S. Small Business Administration (SBA), an award given annually to an individual who has shown a commitment to the advancement of women's business ownership. Super Lawyers named Jamie a 2014 Texas Rising Star, as she was recognized for several years. The Texas Rising Stars list is published annually in Texas Monthly and Texas Super Lawyers - Rising Stars Edition. Jamie earned the Client Choice Awards for Trade and Customs Counsel in Texas in 2013 and 2014 and was the only Texas Award recipient in this Category.

Jamie also holds a U.S. customs broker license, which she received in 2005.

Education

- Louisiana State University Law Center, JD 2000
- Westminster College, BA 1996

Bar Admissions

- U.S. Supreme Court
- U.S. Court of International Trade
- U.S. District Court, Southern District of Texas
- Texas, 2000

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Kristin Kruse Lotz - Senior Associate

As a Senior Associate at the Joiner Law Firm, Kristin advises clients on international trade compliance issues, including U.S. export controls, trade sanctions, import regulations, and customs matters. Kristin was formerly an Associate at Winstead PC where she practiced complex commercial litigation representing clients in business torts, lender liability, commercial disputes, environmental disputes, and royalty litigation. She has substantial experience leading large-scale review projects for multinational companies.

In 2015, Kristin was named the Outstanding Young Lawyer of Houston by the Houston Young Lawyers Association.

Kristin earned her J.D. from Southern Methodist University Dedman School of Law in 2006, where she served as Associate Managing Editor of the SMU Law Review and received the SMU Law Review Best Casenote and Best Comment Awards. She also was a member of the SMU Barristers. Kristin earned her B.A. in Political Science and German from Texas A&M University in 2001.

After law school, Kristin served as a briefing attorney to Justice Charles W. Seymore of the Fourteenth Court of Appeals in Houston, Texas. As a law student, she interned with United States District Judge Lynn N. Hughes and Texas Supreme Court Justice Nathan L. Hecht.

Kristin speaks German and has interned in Germany at law firms and the United States Department of State. Prior to law school, she studied as a Rotary Foundation Ambassadorial Scholar at the University of Heidelberg, Germany, where she regularly gave presentations in German to Rotary Clubs.

Professional Associations

- State Bar of Texas
- American Bar Association
- Texas Young Lawyers Association
 - Diversity Committee (2014-2015)
- Houston Bar Association
 - Gender Fairness Committee, Co-Chair 2013-2014
 - International Law Section
- Houston Young Lawyer's Association
- Association of Women Attorneys
- Texas Bar Foundation, Life Fellow
- Houston Young Lawyers Foundation, Life Fellow

Publications

- "Report Shows North Korea's Network of Front Companies and Shipments to Africa," WorldECR (April 2017).
- Casenote – Religious Land Use – Eleventh Circuit Broadly Interprets Religious Land Use and Institutionalized Persons Act of 2000 to Leave Local Governments Nearly Powerless to Zone Houses of Worship, 58 SMU L. Rev. 465 (2005).
- Comment – Proving Discriminatory Intent in Selective Prosecution Challenges – An Alternative Approach to *United States v. Armstrong*, 58 SMU L. Rev. 1523 (2005).

Recognitions

- Houston Young Lawyers Association Woodrow B. Seals Outstanding Young Lawyer, 2015
- Texas Rising Star, Thompson Reuters, 2013-2017
- Houston's Top Lawyers, *H Texas*, 2014-2015

Education

- Southern Methodist University, Dedman School of Law, J.D. (2006)
 - University of Heidelberg, Germany -- Rotary Foundation Ambassadorial Scholar (2001-2002)
 - Texas A&M University, B.A. (2001), *magna cum laude*
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Bar Admissions

- Texas, 2006
- U.S. Court of Appeals, Fifth Circuit
- U.S. District Court for the Southern District of Texas
- U.S. District Court for the Northern District of Texas
- U.S. District Court for the Western District of Texas
- U.S. District Court for the Eastern District of Texas

Languages

- German

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Lindsey Roskopf - Senior Associate

Lindsey is a Supervising Associate who advises clients on export controls, trade sanctions, and customs matters. Lindsey's experience includes work on multiple internal investigations involving compliance with U.S. export controls and sanctions; advising clients on compliance with U.S. trade sanctions on Russia, Iran, and Cuba; advising on export licensing strategies; review of technology transfer controls; determining export jurisdiction and classification of equipment and technology; and development of international trade compliance programs. Lindsey's experience also includes work on customs matters, such as NAFTA origin verification, valuation and tariff classification. Lindsey earned her J.D. in 2013 from the University of Houston Law Center, where she served as a notes and comments editor for the Houston Journal of International Law.

She was also a judicial intern for the Honorable Tracy Christopher at the Texas Court of Appeals, Fourteenth District and the Honorable Jeff Bohm of the United States Bankruptcy Court for the Southern District of Texas.

Previous Work

Prior to attending law school, Lindsey earned her license as a Certified Public Accountant and worked as a financial statement auditor at KPMG, LLP.

Publication, Presentations and Recognitions

- "New DOJ Guidance on Corporate Compliance Programs," News & Events from Joiner Law Firm (March 23, 2017).
- "U.S. Eases Sanctions Against Sudan," News & Events from Joiner Law Firm (February 9, 2017) (co-author).

- “Understanding Changes to U.S. Sanctions under the Iran Nuclear Deal,” News & Events from Joiner Law Firm (January 25, 2016) (co-author).
- “U.S. Agencies Shed Light on ‘Shale Projects’ and Other Issues under the Russia Sanctions,” News & Events from Joiner Law Firm (November 21, 2014).
- “Russia and Related Sanctions,” Presentation for the Houston District Export Council (October 30, 2014).
- “The International Traffic in Arms Regulations,” Presentation at Joiner Trade Solutions’ Course entitled Becoming a Trade Controls and Anti-Corruption Compliance Professional (August 15, 2014).
- “OFAC Issues Revised Guidance on Entities Owned by Blocked Persons,” News & Events from Joiner Law Firm (August 14, 2014).
- “U.S. Toughens Sanctions on Russia: Summary of the New Russia Industry Sector Sanctions,” News & Events from Joiner Law Firm (August 14, 2014).
- “International Traffic in Arms Regulations Jurisdiction and Classification,” Presentation at Joiner Trade Solutions’ Course entitled Becoming a Trade Controls and Anti-Corruption Compliance Professional (June 25, 2014).
- “OtterBox Pays \$4.3M to Settle Whistleblower Allegations of Underpaying Customs Duties,” News & Events from Joiner Law Firm (May 14, 2014).
- “The Third Round of Export Control Reform has Arrived,” News & Events from Joiner Law Firm (February 18, 2014).
- “Ready or Not, Here it Comes! Export Control Reform: A Summary of Key Changes to Date and a Look Ahead,” Joiner Burton Client Alert (September 18, 2013).
- “How non-U.S. companies may become subject to U.S. re-export controls,” World ECR (March 2013) (co-author).

Education

- University of Houston Law Center, J.D. 2013
- University of Texas at Austin, Masters in Professional Accounting 2007
- University of Texas at Austin, B.B.A. 2007

Bar Admissions

- Texas, 2013