



→ Lisa C. Mays

Associate

650 Town Center Drive
Tenth Floor
Costa Mesa, CA 92626

T: +1.714.424.8278

F: +1.714.428.5993

lmays@sheppardmullin.com

Lisa Mays is an associate in the Governmental Practice in the firm's Orange County office. She is lead associate of the firm's Transportation Team.

Areas of Practice

Lisa focuses her practice on compliance counseling and investigations in the areas of export controls, economic sanctions, anti-corruption, customs and import regulations. She provides practical solutions for clients' global business while helping them detect and prevent compliance threats.

Lisa regularly counsels companies in the following industries: aerospace and defense, aviation, education, electronics, financial services, food and beverage, healthcare, hospitality, manufacturing, solar, space, retail, technology, telecommunications, and transportation. She advises clients on sanctions; export controls, including the International Traffic in Arms Regulations (ITAR) and Export Administration Regulations (EAR); trade agreements; the Foreign Corrupt Practices Act (FCPA); Customs and imports; antidumping and countervailing duties (AD/CVD); the False Claims Act; Committee on Foreign Investment in the United States (CFIUS); anti-boycott controls; cybersecurity issues; and anti-money laundering (AML) matters.

Lisa represents clients before the U.S. Department of Treasury Office of Foreign Assets Control (OFAC), the Office of the U.S. Trade Representative (USTR), the Department of Commerce Bureau of Industry & Security (BIS), the Department of State Directorate of Defense Trade Controls (DDTC), the Department of Justice (DOJ), the International Trade Commission (ITC), the U.S. Customs and Border Protection (CBP), and CFIUS.

Prior to her career as an attorney, she worked for cloud-based startups in Berlin, Germany.

Experience

Export Controls:

- Obtained approval from Department of Commerce to enable German construction and engineering firm to operate in Cuba
- Advised U.S. university on technology and deemed export issues related to non-U.S. campuses, students and faculty
- Assisted in internal investigation and disclosure of encrypted software exports resulting in closing of Department of Commerce case without export penalties or monetary damages
- Performed due diligence enabling private equity firm to complete acquisition of defense and security business of a defense contractor

- Advised automotive components manufacturer regarding exports of technology to Russia
- Conducted export controls audits for U.S. rocket and missile propulsion manufacturer; U.S. aircraft parts manufacturer; and U.S. telecommunications software company
- Drafted export control policies and procedures for Norwegian defense company; U.S. entertainment service provider; and U.S. consulting firm
- Counseled U.S. satellite communications company on end user due diligence under the EAR

Customs and Imports:

- Drafted exclusion requests for multiple U.S. manufacturers and retailers under Section 301 of the Trade Act of 1974
- Counseled U.S. companies on global supply chain solutions after implementation of Section 301 tariffs and with respect to AD/CVD duties
- Successfully helped electronics company secure the release of goods seized by U.S. Customs and Border Protection (CBP)
- Assisted U.S. food and beverage companies with Customs classifications and country of origin markings under the North American Free Trade Agreement (NAFTA)
- Counseled Australian company on rules of origin under the U.S.-Australia Free Trade Agreement (USAFTA), and assessed Customs exposure risks
- Advised South Korean solar company on compliance with antidumping and countervailing duty (AD/CVD) orders
- Assisted U.S. manufacturers with prior disclosures, CF-28 and CF-29 notices and audits regarding valuation, antidumping and countervailing duties and classifications

U.S. Sanctions:

- Advised EU security service provider on U.S. sanctions compliance issues in transaction with Iranian airport authorities to provide security services at Iranian airports
- Analyzed sanctions risk for non-U.S. law firm with Specially Designated Nationals (SDN) clients
- Advised commercial launch services provider on compliance with Russia sanctions
- Counseled U.S. company in acquisition of intellectual property from Iranian company
- Advised non-U.S. bank on compliance with Cuba, Iran and North Korea sanctions
- Prepared expert report for non-U.S. aviation company regarding sanctions issues for British arbitration
- Drafted Iran sanctions compliance protocol for Italian aviation services company
- Counseled entertainment and technology company on compliance with Iran sanctions

Antiboycott:

- Conducted antiboycott analyses of financial and shipping transactions for top automotive manufacturer
- Analyzed antiboycott risk for U.S. manufacturer shipping globally
- Counseled software company with operations in Israel on compliance with antiboycott laws

Committee for Foreign Investment in the United States (CFIUS):

- Assisted U.S. entity in CFIUS submission regarding sale to foreign investment fund of infrastructure assets
- Advised U.S. subsidiary of German company on national security considerations raised by proposed acquisition, and assessed need for CFIUS filing
- Counseled Chinese acquirer regarding CFIUS in connection with health care systems and hospital acquisitions

Additional Experience:

- Created anti-money laundering (AML) policy for top credit rating agency
- Assessed AML risk for startup company seeking to operate globally
- Assisted in representation of South Korean company in antidumping case before the International Trade Commission (ITC)
- Conducted antiboycott analysis of financial and shipping transactions for automotive manufacturer
- Assisted technology company with grand jury subpoena response
- Counseled military mental health services nonprofit organization on compliance with the Foreign Corrupt Practices Act (FCPA)
- Supported in the defense of Fortune 500 company in False Claims Act suit related to alleged General Services Administration (GSA) non-compliance

Articles

- A Wave of Export Regulation to Hit US Technologies
Risk & Compliance, April-June 2019 issue
- U.S. to Streamline Small Arms, Ammo Export Regulations
National Defense, 01.09.2019
- Comment Deadline Fast Approaching: Export Controls on Emerging Technologies
The National Law Review, 12.10.2018
- The Latest U.S. Sanctions on Russia
The National Law Review, 09.20.2018
- Sheppard Mullin Discusses the Future of CFIUS After Proposed Reforms
Columbia Law School's Blue Sky Blog, 01.22.2018
- The United States Munitions List: When Guns Come Off of the ITAR
The National Law Review, 09.14.2017
- The GDPR and the Bottom Line: How the EU Data Privacy Regulation Will Affect U.S. Companies' Data Collection and Processing Practices—and Their Revenue
Bloomberg Law's Privacy and Security Law Report, 06.26.2017
- The GDPR and the Bottom Line: How the EU Data Privacy Regulation Will Affect U.S. Companies' Data Collection and Processing Practices—and Their Revenue
Bloomberg BNA World Data Protection Report, 06.2017
- The Future of Russia Sanctions: The Awkward Edition
The National Law Review, 01.13.2017

- The Table Flip: Trump, the Iran Nuclear Deal, and American Business
The National Law Review, 12.07.2016
- Future of U.S.-Canada Trade Relationship in Light of 2016 Election
The National Law Review, 11.22.2016
- Revival of Age of Antidumping and Countervailing Duty Cases
Lorman, 11.2016
- Are You Within Reach of Anti-Money Laundering Enforcement - Tentacles of Money Laundering Schemes Affect Real Estate Investors Worldwide
Lorman, 06.2016
- The Day of North Korea Sanctions: the UN Imposes the Toughest North Korea Sanctions Yet While OFAC and State Designate More North Korean Entities
The National Law Review, 03.03.2016
- "The Trickle Down Effect of Privacy Shield Uncertainty: Fluctuating Lines for Anti-Bribery Compliance," *Journal of Internet Law*, Wolters Kluwer, April 2016

Books

- Contributing author, "The CFIUS Book" *WorldECR*, May 2020
- Co-author, ABA Employment Handbook: Export Controls Chapter
- Co-author, GSA Schedule Handbook: International Trade Compliance for MAS Contractors Chapter
- Contributing author, "The CFIUS Book" *WorldECR*
- Co-author, "U.S. Export Controls and the Cloud" chapter, *Cloud Computing Legal Deskbook*, 2015 Edition, Thomson Reuters

False Claims Act Defense Blog Posts

- "DOJ Seeks Rehearing in D.C. Circuit Case, Hoping to Resurrect Liability for a Contractor's "Objectively Reasonable" Interpretation of an Ambiguous Contract Provision," February 18, 2016

Global Trade Law Blog Posts

- "China Tariffs: Opportunity to Request Modifications," November 17, 2022
- "China Tariffs: USTR Requests Comments for Review of Section 301 Tariffs," October 17, 2022
- "U.S. and Allies Impose Additional Russia Sanctions After Sham Annexations," October 6, 2022
- "Technology to Iran: OFAC Lifts Certain Iran Sanctions In Response to Protests in Iran," September 27, 2022
- "The Trend of Production Moving from China to Mexico – Regulatory and Practical Considerations: Zai Jian Zhongguo, Bienvenidos a México," May 17, 2022
- "U.S., UK and EU Sanctions Over the Donetsk People's Republic (DNR) and Luhansk People's Republic (LNR) Regions of Ukraine," February 25, 2022

- "Russian Risk: Transactions with Russian Banks and Exports to Russia Create Greatest Exposure Under New EU and UK Ukraine-Related Sanctions," February 25, 2022
- "Russian Risk: Transactions with Russian Banks and Exports to Russia Create Greatest Exposure Under New U.S. Ukraine-Related Sanctions," February 25, 2022
- "Does Your Trade Policy Support Your Company's Values?," October 8, 2021
- "Exclusions 2.0. The USTR Announces a New Section 301 Exclusion Process for Chinese Products," October 8, 2021
- "Four Ways the Biden Presidency Could Impact Imports, Tariffs, and Trade Agreements," November 16, 2020
- "Lend Me Your EARs: CFIUS Makes Export Controls a Trigger for Mandatory Filings," October 14, 2020
- "Export Control HR Pitfalls To Avoid When Hiring," September 2, 2020
- "CFIUS UPDATE ISSUE – CFIUS Scrutiny in Biotech: The Ekso Case and the Eye of the Terminator," May 29, 2020
- "Refresher: How to Comply With U.S. Export Controls and Anti-Discrimination Laws When Recruiting and Hiring Foreign Nationals," April 8, 2020
- "The Emerging Landscape for Export Controls on Autonomous Vehicle Technology," April 8, 2020
- "From CFIUS, With Love: The FIRRMA Regulations" January 28, 2020
- "UPDATED: China Trade War Scorecard: Keeping Track of Tariffs," January 16, 2020
- "Chasing Huawei: BIS May Change the Rules of the Game to Target One Player," December 18, 2019
- "One Higher Ed Requirement To Know Now," October 18, 2019
- "A Low-Key Way to Eliminate Thousands in Import Duties: Miscellaneous Tariff Bill (MTB) Duty Suspension," October 18, 2019
- "INTERNATIONAL TECH INVESTMENT ISSUE – A Wave of Export Regulation to Hit US Technologies," April 10, 2019
- "The New Suits of Havana: How Non-U.S. Companies May Soon Be Sued for Their Business in Cuba," March 19, 2019
- "Update from the Trump Trade War Front: Tariffs Will Not Increase March 2," March 1, 2019
- "Comment Deadline Extended: Export Controls on Emerging Technologies," December 11, 2018
- "The Little Regulation That Will Make a Big Change in How You Do Business: Department of Commerce to Establish New Export Controls on Emerging Technologies," November 19, 2018
- "The New NAFTA: the United States-Mexico-Canada Agreement (USMCA)," October 2, 2018
- "The Latest U.S. Sanctions on Russia," September 20, 2018
- "Another Day Another Tariff... and Other Recent Restrictions on China," June 7, 2018
- "The Future of CFIUS: Perhaps Not So Happy a New Year," December 12, 2017
- "Munitions List: When Guns Come Off of the ITAR" href="http://www.globaltradelawblog.com/2017/09/14/guns-off-itar/">"The United States Munitions List: When Guns Come Off of the ITAR," September 14, 2017
- "Preparing For Heightened Antidumping and Countervailing Duties (AD/CVD) Enforcement Under the Trump Administration," April 6, 2017

- "Predicting the Unpredictable: Will Tariffs Under President Trump Cause a Trade War With China?," March 15, 2017
- "The Future of Russia Sanctions: The Awkward Edition," January 13, 2017
- "The Table Flip: Trump, the Iran Nuclear Deal, and American Business," December 7, 2016
- "The Future of the U.S.-Canada Trade Relationship in Light of the Election," November 22, 2016
- "Obama's Not Slowing Down On Cuba: New Steps Forward Open Doors (and Humidors!) for Collaboration," October 17, 2016
- "The Revival of the Age of Antidumping and Countervailing Duty Cases," August 17, 2016
- "Are You Within Reach of Anti-Money Laundering Enforcement? The Tentacles of Money Laundering Schemes Affect Real Estate Investors Worldwide," June 9, 2016
- "Hotels and Hospitality in Cuba: OFAC and Obama Paving the Way," April 20, 2016
- "The Day of North Korea Sanctions: the UN Imposes the Toughest North Korea Sanctions Yet While OFAC and State Designate More North Korean Entities," March 3, 2016
- "When Voluntary Self-Disclosure Isn't so Voluntary: SEC Says Self-Disclose or Forfeit Non-Prosecution and Deferred Prosecution," January 6, 2016
- "The Schrems Decision: How the End of Safe Harbor Affects Your FCPA Compliance Plan," November 12, 2015
- "Shelter from the Coming Storm: Anti-Corruption Compliance in European Public Procurement," July 15, 2014

Media Mentions

ITC Signs Off On South Korean Steel Component Duties
Law360, 04.19.2017

US Tees Up Final Duties On S. Korean Steel Component
Law360, 03.20.2017

Memberships

Exports, Sanctions & National Security Committee, The Association of Women in International Trade (WIIT)

Member, Customs and International Trade Bar Association (CITBA)

Former Chair, Young Lawyers Division, International Law Committee, American Bar Association, 2016-2018

Member, California State Bar

Member, District of Columbia Bar

Practices

Governmental Practice

CFIUS: Foreign Investment in the U.S.
False Claims Act
Foreign Corrupt Practices Act (FCPA)
International Trade and Investment
Exports and Export-Related Controls
Sanctions
International Reach
White Collar Defense and Corporate Investigations
Government Contracts

Industries

Aerospace & Defense
Automotive
Blockchain and Fintech
CFIUS: Foreign Investment in the U.S.
ESG and Sustainability
Food and Beverage
Government Business Group
Retail, Fashion & Beauty
Space & Satellite
Telecom
Transportation

Education

J.D., The George Washington University Law School, 2015, *with honors, Law Review*
B.A., University of Southern California, 2010

Admissions

California
District of Columbia

Languages

German