



Jon P. Yormick

FOUNDER / MANAGING MEMBER

Jon Yormick is a trusted international business and trade attorney and counsellor, with more than 30 years of practice experience, often focusing on sensitive investigations, voluntary and directed self-disclosures, penalties and enforcement, compliance, and litigation related to antiboycott regulations, customs, export controls, economic sanctions, FCPA/antibribery, and government procurement matters.

Jon regularly represents clients in sensitive investigations, detentions, seizures, enforcement, licensing, and ruling proceedings before the U.S. Department of Commerce, Bureau of Industry and Security (BIS), U.S. Customs and Border Protection (CBP), the U.S. Department of Homeland Security, Immigration and Customs Enforcement (ICE), the U.S. Department of State, Directorate of Defense Trade Controls (DDTC), the U.S. Department of Treasury, Office of Foreign Assets Control (OFAC), the U.S. International Trade Commission (ITC), the Canada Border Services Agency (CBSA), and Mexico's Servicio de Administración Tributaria (SAT) on import and export laws and regulations, including the Export Control Reform Enforcement Act (ECRA), the Export Administration Regulations (EAR) and the International Traffic in Arms Regulations (ITAR). He also advises clients on issues involving international trade and federal government contracts such as the Federal Acquisition Regulations (FAR)/Defense Federal Acquisition Regulations (DFARS), the Berry Amendment, the Buy American Act, the Trade Agreements Act, as well as Made in USA claims administered and enforced by the Federal Trade Commission (FTC).

He also advises clients on compliance with the Foreign Corrupt Practices Act (FCPA) and other anti-bribery/anti-corruption regimes, such as the UK Bribery Act (UKBA) and Canada's Corruption of Foreign Public Officials Act (CFPOA), including risk assessment, compliance programs and practices, and training.

Office

Cleveland & Buffalo

Email

jon@yormicklaw.com

Phone

+1 216 269 5138

Admissions & Certifications

District of Columbia

Maryland (inactive)

Michigan

New York

Ohio

US Court of Appeals, Sixth Circuit

US Court of International Trade

US District Court, Eastern District of Michigan

US District Court, Western District of New York

US District Court, Northern District of Ohio

US District Court, Southern District of Ohio

US District Court, Eastern District of Wisconsin

Education

J.D., Case Western Reserve University,
School of Law

B.A., *cum laude*, History Honors, Canisius
College

Jon routinely counsels clients on international business and trade matters, including reviewing, drafting, and negotiating a wide-range of international commercial agreements, emphasizing litigation avoidance, liability limitation, tariff reduction, benefits of Free Trade Agreements, and other risk management and cost reduction strategies. His international trade counselling practice focuses on matters such as export licensing of defense and “dual use” items and technologies, Technical Assistance Agreements, and Manufacturing License Agreements, Commodity Jurisdiction and Commodity Classification Automated Tracking System (CCATS) rulings, classification and other Customs-related rulings, and scope rulings regarding antidumping/countervailing duty orders.

Jon has built long-term relationships with clients that range from US and non-US publicly-traded and privately-held multinational companies to middle market leaders and small businesses with niche products and technologies. He has handled complex matters across a wide range of industries, including, advanced manufacturing, advanced materials, aerospace and defense, automotive, chemicals, distribution, electronics, oil/gas, optics, photonics and imaging (OPI), steel and specialty metals, textiles and apparel, and transportation and logistics sectors.

In 2023, Jon founded Yormick Law LLC in Cleveland to build a firm serving clients on international business and trade matters. Previously, he founded and operated a small firm for nearly 25 years before joining a highly regarded mid-size New York State law firm, co-leading its International Business Law practice, and later joining a Cleveland-based regional firm focused on sensitive matters and white collar criminal defense cases.

Co-Presenter, *Trade & Tariffs: Strategies for Canadian Exporters, Non-Resident Importers, and US Importers*, Lodder CPA Cross Border Conference 2025, Webinar, October 2025

Presenter, *Strategic Actions for Canadian Exporters to the US: Trade and Customs Support for Businesses . . . from a (US) Trade Lawyer*, Ontario Ministry of Economic Development, Job Creation, and Trade (MEDJCT), Webinar, June 2025

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Co- Presenter, *International Trade Compliance*, Empire State Development – Global NY, Export Training Program, Webinar, May 2025

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Presenter, *Export Administration Regulations & International Traffic in Arms Regulations: Core Concepts and Developments*, MCFL APEX & Monroe County Economic Development Present: DoD & Government Contracting Round Table Discussion, Rochester, June 2024

Co-Presenter, *When KYC Might not be Enough: Grappling with the “New” Red Flags in International Trade*, National Association of Credit Management-The Finance, Credit and International Business Association, Webinar, March 2024

Co-Presenter, *Export Controls & Economic Sanctions: Key Concepts, Compliance Challenges, and Enforcement Trends*, TRTCLE® Webinar Series, 2023

Presenter, *Human Rights and Trade Regulation*, Institute of Supply Management – Buffalo, Buffalo, November 2022

Panelist, *Fallout and Repercussions of the Russia-Ukraine Crisis*, the National Security Law Journal, the International Law Journal, and the National Security Institute Fall Symposium, George Mason University, Antonin Scalia Law School, Arlington, September 2022

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Presenter, *Tariffs and Ohio Businesses*, Ohio State Bar Association, Business Law Institute, Webinar, December 2020

Presenter, *Export Controls Update: COVID-19 Version*, US Small Business Administration (SBA), US Department of Commerce, and Global NY Workshop Series, Webinar, September 2020

Panelist, *ICYMI: Federal Agency Enforcement Developments During COVID-19*, Cleveland Metropolitan Bar Association, International Law Section, Webinar, September 2020

Panelist, *Export Controls, Returning to the Moon: Legal Challenges as Humanity Begins to Settle the Solar System*, Cleveland-Marshall College of Law, Global Business Law Review Symposium, Cleveland, March 2020

Moderator, *Understanding Incoterms® 2020*, Mohawk Global Trade Advisors, Buffalo, February 2020

Presenter, *Understanding Your Export Controls and Sanctions Responsibilities*, US Small Business Administration (SBA), US Department of Commerce, and Global NY Workshop Series, Rochester, November 2019

Presenter, *Understanding the Impact and Complexities of Tariffs*, The Ohio Society of CPAs, Cleveland Accounting Show, Cleveland, October 2019

Presenter, *Trade War: An Update on Timely Tariff Issues*, FEI Rochester CPE Day Workshop, Rochester, May 2019

Moderator, *Global Business Opportunities and Compliance Challenges*, Buffalo Business First, State of the Region Breakfast, Buffalo, May 2019

Presenter, *The Impact of Tariffs and Trade Agreements on International Trade*, KeyBank Seminar Series, Rochester, March 2019

Presenter, *International Commercial Agent and Distributorship Agreements: Getting It Right and Avoiding Costly Surprises*, US Small Business Administration (SBA), US Department of Commerce, and Global NY Workshop Series, Rochester, March 2019

Presenter, *Economic Sanctions: (Fewer) Opportunities and (Growing) Compliance Challenges*, Buffalo World Trade Association, Buffalo, February 2019

Panelist, *What Levy Is Driving Your Chevy? The Impact of Tariffs and Other Governmental Policy*, Turnaround Management Association West Michigan, Grand Rapids, February 2019

Presenter, *Export Control Reform Act of 2018*, Cleveland Foreign Credit Group, Cleveland, November 2018

Presenter, *Export Control Reform Update*, Export Controls & Economic Sanctions Hot Topics Roundtable, Rochester, June 2018

Presenter, *Priority Trade Issues and Enforcement*, Mohawk Global Trade Advisors Trade Fest, Syracuse, April 2018

Presenter, *Buy American Act, Made in USA & Country of Origin Marking: Know the Differences*, US Small Business Administration (SBA), US Department of Commerce, and Global NY Workshop Series, Rochester, March 2018

Presenter, *How EAR and ITAR Export Control Laws Govern "Deemed Exports:" Intersections of International Trade and Immigration: Current & Proposed Changes*, Erie Institute of Law CLE, Buffalo, February 2018

Presenter, *Countering America's Adversaries Through Sanctions Act*, Export Controls & Economic Sanctions Hot Topics Roundtable, Rochester, October 2017

Co-Presenter, *US Export Controls & Denied Party Screening: Who, When, What, Why, Where & How?* US Commercial Service Discover Global Markets Business Forum Series 2017 Europe & Beyond, Rochester, September 2017

Presenter, *Customs Compliance and Enforcement and Introduction to Economic Sanctions*, Cleveland Metropolitan Bar Association, International Law Section, Cleveland, May 2017

Presenter, *International Traffic in Arms (ITAR) Fact vs. Myth!*, Monroe County Finger Lakes Procurement Technical Assistance Center (PTAC), Rochester, April 2017

Presenter, *Navigating Economic Sanctions: The First 60 Days of the Trump Administration*, Finance, Credit and International Business Association (FCIB), Rochester, March 2017

Presenter, *International Traffic in Arms Regulations (ITAR) and Export Administration Regulations (EAR) Developments*, ITAR & EAR Expert Roundtable, Rochester, March 2017

Presenter, *President Trump: Issues, Risks and the Future of Global Business*, World Trade Center Buffalo Niagara, Rochester, January 2017

Presenter, *Tax & Trade: Cross Border Business 101*, International Law Practitioners of Waterloo Region (InPOWR), Kitchener, Ontario, December 2016

Presenter, *ITAR and EAR Reforms*, ITAR & EAR Expert Roundtable, Rochester, October 2016

Presenter, *Legal Aspects of International Trade*, World Trade Center Buffalo Niagara Global Business Administration (GBA) Program, Buffalo, August 2016

Presenter, *ITAR and EAR Reforms*, ITAR & EAR Expert Roundtable, Rochester, April 2016

Presenter, *The Directorate of Defense Trade Controls (DDTC) Proposal: Significant International Traffic In Arms Regulations (ITAR) Amendments*, The Knowledge Group, Webinar, March 2016

Co-Presenter, *The Growing Unmanned Aerial Vehicle (UAV) Market* Rochester Regional Photonics Cluster, Rochester, December 2015

Presenter, *Trans-Pacific Partnership*, US Small Business Administration (SBA) Buffalo District's International Trade Task Force, Buffalo, December 2015

Presenter, *Compliance and Global Fraud*, Finance, Credit and International Business Association (FCIB) 26th Annual Global Conference, Miami, October 2015

Presenter, *Legal Aspects of International Trade*, World Trade Center Buffalo Niagara Global Business Administration Program, Buffalo, October 2015

Presenter, *To Press Your Luck: Latest Changes to Sanctions Against Cuba, Russia, and Iran*, Mohawk Global Trade Advisors International Trade Day, Geneva, New York, September 2015

Presenter, *Navigating Economic Sanctions...Successfully*, Finance, Credit and International Business Association (FCIB), Webinar, August 2015

Presenter, *Busting Myths About DDTC Registration*, Monroe County Finger Lakes Procurement Technical Assistance Center (PTAC), Rochester, April 2015

Presenter, *Economic Sanctions: Opportunities and Compliance Challenges*, Cleveland-Marshall College of Law, Global Business Law Review, 6th Annual Symposium, Cleveland, March 2015

Thought Leadership

Publications

Author, *Ohio Federal Court Upholds ICDR Arbitration Award in Favor of Chinese Party*, Lexology, Beyond Dispute, Phillips Lytle LLP, May 2017

Author, *U.S. Trade Court: Flashlight for U.S. Military is Chinese-Origin Under Buy American Act*, Lexology, International Client Alert, Phillips Lytle LLP, January 2017

Author, *The Future of NAFTA Under President-elect Trump*, Lexology, Global Coverage, Special Post-Election Capitol Edition, Phillips Lytle LLP, December 2016

Author, *Export Compliance Reminder: Harmonized Destination Controls Statement*, Lexology, International Client Alert, Phillips Lytle LLP, November 2016

Author, *U.S. Supreme Court may Decide if Individuals can be Directly Liable for Customs Penalties*, Cleveland Metropolitan Bar Journal, May 2015

Author, *Accountants Key in Customs Cases*, Buffalo Business First; Buffalo Law Journal, November 2014

Co-Author, *Export Control Reform: Where Are We Now?*, Cleveland Metropolitan Bar Journal, May 2014

Author, *Doing Business with Iran? Lessons Learned from Recent OFAC Settlements*, Cleveland Metropolitan Bar Journal, April 2013

Co-Author, *Export Control Reform: An Update*, Cleveland Metropolitan Bar Journal, April 2013

Honors & Achievements

Distinguished, Martindale-Hubbell® Peer Review Ratings, 2024

- *Widely respected by peers for high professional achievement and ethical standards*

Country Expert (USA) – Agency, International Distribution Institute (IDI) 2022-present

Member, Northern Ohio District Export Counsel, 2014-present

Member, International Trade Task Force, US SBA Buffalo District, 2011-22

Listed in *Legal Elite of WNY*, International Law, Business First of Buffalo; Buffalo Law Journal, 2013

Member of the Year, Cleveland Foreign Credit Group, 2007

Member, DiGamma Honor Society, Canisius College, 1987

Professional Memberships & Associations

American Bar Association, Section of International Law

- Customs Law Committee

- Export Controls and Economic Sanctions Committee
- International Contracts Committee

Cleveland Metropolitan Bar Association

- *Chair*, International Law Section (2011-13)

Customs and International Trade Bar Association (CITBA)

District of Columbia Bar

State Bar of Michigan

Prior Experience

Partner, Flannery | Georgalis LLC

Special Counsel, Co-Leader, International Business Law Practice, Phillips Lytle LLP

Founder, Yormick & Associates Co., LPA

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Co-Presenter, *Trade & Tariffs: Strategies for Canadian Exporters, Non-Resident Importers, and US Importers*, Lodder CPA Cross Border Conference 2025, Webinar, October 2025

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