



Michelle Schulz

Founder & Managing Partner

Michelle advises corporate clients on a multitude of international trade and customs matters.

Michelle Schulz is a widely recognized leader in international trade law and the Founder and Managing Partner of Schulz Trade Law PLLC based in Dallas, Texas. As a go-to authority in the international trade and compliance arena for over two decades, she has been involved in almost every aspect of import and export compliance and enforcement matters.

Signature Topics

- ✓ International Trade Law
- ✓ Export & Import Compliance
- ✓ ITAR & EAR Licensing
- ✓ Free Trade Agreements
- ✓ International Contracts
- ✓ Sanctions & Embargoes

Dedicated to the seamless flow of international trade with the highest quality legal support.



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Career Highlights

As outside trade counsel for major corporations, Michelle represents Fortune 500 companies and other corporate clients in matters relating to compliance with U.S. and international regulations governing export of dual-use commodities, defense articles, software, and technology. Her clients are located across the globe, including North and South America, Europe, Africa, and Asia, among other areas. Michelle also serves as an outside advisor to the U.S. Secretary of Commerce and the U.S. Trade Representative on the Industry Trade Advisory Committee for Aerospace (ITAC-1), where she holds a secret level security clearance.

Michelle is well-versed in defense exports under the International Traffic in Arms Regulations (ITAR), as well as dual-use exports under Export Administration Regulations (EAR). She is highly experienced in the U.S. Customs Regulations, Foreign Corrupt Practices Act (FCPA), Foreign Trade Regulations (FTR), and Committee on Foreign Investment in the U.S. (CFIUS) regulations. Michelle routinely navigates compliance issues in sanctions, embargoes, Foreign Trade Zones (FTZs), Free Trade Agreements (FTAs), country of origin, valuation, and trade data reporting to the U.S. Census Bureau (Census). She also frequently leads corporate counsel, buyers, and sellers through the due diligence process for international trade in mergers and acquisitions.

During the Obama administration, Michelle served six years on the President's Export Council Subcommittee for Export Administration (PECSEA), advising the U.S. Department of Commerce and its Bureau of Industry and Security (BIS) on Export Control Reform (ECR). She chaired the PECSEA's Data Transition and Security Subcommittee, focusing on export controls for technology, software, and encryption during the Export Control Reform initiative.

Michelle's practice is solution focused. She has a reliable history of negotiating with government enforcement agencies with a solid understanding of government regulations, requirements, and expectations. Additionally, through offering service with kindness and care, Michelle collaborates with corporate teams to design and implement effective trade compliance programs and mitigate risk exposure.

She is Chair of the European American Chamber of Commerce - Texas (EACC-TX) Board of Directors, and a founding member of the EACC Texas Transatlantic Trade Alliance (ETTA) task force.

Michelle is fluent in English, German, and French, and actively maintains a global network of seasoned local trade experts around the world. She is licensed to practice in the State of Texas and U.S. Court of International Trade.

Credentials

Education

- J.D., The University of Texas School of Law (2001)
- M.A. in German, Vanderbilt University (1998)
- B.A. in French and German, Tulane University (1995)

Additional Studies

- University of Paris IV-Sorbonne (Paris, France)
- Goethe Institute (Paris, France)
- Lessing-Kolleg (Marburg, Germany)
- University of Leiden (The Netherlands)
- Fulbright Educational Program (Vienna, Austria)

Licenses & Admissions

- State of Texas (2002)
- Supreme Court of Texas
- U.S. Court of International Trade (2008)

Publications

"The Evolution of U.S. Export Controls: Technology and the U.S. Response to Russian Aggression" – Article for Circuits (e-Journal of the Computer & Technology Section of the State Bar of Texas), October 2024.



Presentations

2025

- “The Tolls of Tariffs: How 2025 Has Reshaped International Trade” – Co-Presenter. SMU’s Annual Corporate Counsel Symposium, October 24, 2025 in Dallas.
- "Doing Business in the United States: Starter Guide to US Customs & Logistics + An Update on Tariffs," – Co-Presenter. EACC Texas Enterprise Europe Network, September 11, 2025, live webinar.
- “Annual General Meeting & AeroTech Talks” – Attendee. EACC Texas, September 4, 2025 in Irving, TX. Named Chair of the EACC Texas Board of Directors.
- “WBENC Pitch” – Presenter. Women's Business Council Southwest, August 14, 2025, live webinar. Advanced to national semi-finals October 27-28, 2025.
- “Export Controls and Technology” – Co-Presenter. The State Bar of Texas Annual Meeting, June 19, 2025 in San Antonio. Hosted by the Computer & Technology Section.
- "Trade Wars & The Effect on Your Business" and "Tariffs and Duty Savings" – Presenter. ASA AFRA 2025 Conference, June 3, 2025 in Fort Lauderdale.
- “Classification and Licensing Requirements for the ITAR, EAR, ECCNs, HTSs, and More” – Presenter. ACI’s Export and Sanctions Compliance for the Oil & Gas Industry Conference, May 20-21, 2025 in Houston.
- “ETTA Task Force Launch” – Co-Presenter. European American Chamber of Commerce Texas, April 7, 2025 in Dallas.
- “Meet The Netherlands: Transatlantic Business Mixer” – Presenter. European American Chamber of Commerce Texas, March 20, 2025 in Dallas.
- “Briefing on Trade Wars and Potential Impact on Business” – Presenter (March 10). ICPA Annual Conference – The Search for Compliance, March 9-12, 2025 in Orlando, FL.
- “International Women’s Day 2025: Accelerating Action” – Panelist. Hosted by ICPA March 4, 2025, live webinar.

2024

- “Update on Sanctions and Embargoes” – Panelist. International Compliance Professionals Association (ICPA), November 19, 2024, online webinar.
- “Trouble at Sea or Smooth Sailing? Navigating Trade Issues Under New Administrations” – Panelist. USMBA's 30th Annual Conference, November 6-8, 2024, Cancun, Mexico.
- “Policy, Initiatives, and Regulatory Framework Shaping the Global Space Economy” – Panelist. 4th Annual EU-Texas Economic Leadership Forum and Ambassadors’ Gala, October 24, 2024, Cox School of Business, Dallas, TX.

2024

- “Updates on Sanctions and Embargoes in 2024” – Panelist. Corporate Counsel Symposium, SMU Rowling Center for Business Law & Leadership, October 11, 2024, Dallas, TX.
- “Doing Business in the United States: What You Need to Know About Import Customs Issues” – Panelist. EACC New York (European American Chamber of Commerce), September 19, 2024, online webinar.
- “International Trade: Coping with Enforcement Challenges” – Panelist. State Bar of Texas International Law Section’s 33rd Annual International Law Institute, May 16, 2024, Houston, TX.
- “ITAR for Allies” – Panelist. 2024 ICPA ITAR Conference, May 31, 2024, Fort Worth, TX.
- “Importing into China,” “Whistleblowing,” and “HTS and PGA Compliance” – Presenter. ICPA Conference, March 17-20, 2024, San Diego, CA.
- “Protecting EAR and ITAR-Controlled Technical Data Overseas: Upskilling Compliance Teams and Understanding the Practicalities That Work” – Panelist. ACI’s Advanced Forum on Global Export Controls, February 28-29, 2024, Washington, DC.

2023

- “ITAR Updates: Ready, Aim, Comply” – Virtual presentation recorded by ICPA, December 2023.
- “Customs Issues in Tax Planning” – Panelist. State Bar of Texas Tax Section’s International Tax Symposium, November 10, 2023, Dallas, TX.
- “Importing into China” – Presenter. ICPA 2023 Asia-Pacific Conference October 24, 2023, Portland, Oregon.
- “Doing Business Extraterritorially” – Panelist. UT Law Government Institute, Annual Conference, September 28, 2023, Dallas, TX.
- “Imports 101: An Introduction to Import Regulations and How They Can Impact Your Business” – Presenter. IEEW's 2023 Leadership Development Week July 18, 2023, Oklahoma Christian University.
- “ITAR Regulatory Updates” – Panelist. ICPA-ITAR Spring Conference April 25, 2023, Fort Worth, TX.
- “Where are Government Investigations Going?” – Panelist. ICPA Annual Conference, March 14, 2023, Orlando, Florida.
- “Licensing Requirements and Exemptions: How to Prepare and Secure an ITAR License” – Panelist. American Conference Institute – ITAR, February 2023.



Presentations

2022

- “Russia Sanctions,” – Panelist. International Compliance Professionals Association (ICPA) Virtual Seminar, February 2022.
- “Heading Out” – Panelist. Export Compliance, Florida Customs Brokers and Forwarders Association, Summit of the Americas, February 2022.

2021

- “Exporting to the Cloud: Lowering Your Company’s Online Risk” – Panelist. Association of Corporate Counsel, Southern Methodist University, October 2021.

2019

- “What a Transactional Lawyer Needs to Know about U.S. Economic and Trade Sanctions” – Panelist. Special Institute on International Mining and Oil & Gas Law, Development, and Investment, April 2019.
- “Creating a Functional Export Compliance Manual” – Panelist. International Compliance Professionals Association (ICPA), March 27, 2019.

2018

- “Knowing Your Legal Position: And Planning Strategically with CTPAT” – Panelist. NCBFAA G-TEC 2018 Global Trade Educational Conference, July 2018.

2017

- “The Core Elements of an Export Management and Compliance Program: How to Design Effective Policies and Procedures for Your Global Business” – Panelist. American Conference Institute (ACI), Export Administration Regulations (EAR) Boot Camp, May 2017.
- “Anti-Boycott and OFAC Compliance: So Far...Yet So Close” – Panelist. International Compliance Professionals Association (ICPA), March 2017.

2016

- “Cuba Sanctions: Navigating the Recent Changes” – Panelist. Austin International Business Law (IBL) Roundtable/IBLCT Meeting, May 2016.

Memberships & Accolades

- Chair of the European American Chamber of Commerce – Texas (EACC-TX), 2025
- Founding Member, EACC Texas Transatlantic Trade Alliance (ETTA) Task Force, 2025
- Chair of the International Law Section of the State Bar of Texas, 2017–2018
- Recognized in Texas as a Rising Star for International Law, Super Lawyer Magazine, 2010–2011
- A leader in her field, Michelle frequently presents on international trade topics at professional conferences worldwide
- Advisor, President’s Export Council Subcommittee on Export Administration (PECSEA), and past chair of PECSEA Data Transmission and Security Subcommittee
- Industry Trade Advisory Committee on Aerospace (ITAC-1), Advisory Committee to U.S. Department of Commerce and U.S. Trade Representative, past chair Export Expansion Subcommittee
- Dallas/Fort Worth French-American Chamber of Commerce, past member of the Board of Directors
- Dallas Regional Chamber Trade Development Committee, past Vice Chair
- Dallas/Fort Worth Organization of Women in International Trade, past Vice President of Legal
- Youth 180, past member, Board of Directors
- Institute for the Economic Empowerment of Women, Mentor to Entrepreneurs from Afghanistan and Rwanda
- Honorary Counsel to the International Compliance Professional Association (ICPA)



In The News

For the latest news, visit:

<https://www.schulztradelaw.com/news-and-blog>

<https://www.dallasnews.com/news/politics/2019/08/30/final-nail-in-the-coffin-trumps-new-tariff-ante-on-china-will-hammer-texas-businesses-and-consumers/>

<https://www.reuters.com/authors/michelle-schulz/>

<https://texaslawbook.net/author/mschulz/>

<https://texaslawbook.net/gardere-partner-michelle-schulz-appointed-chair-of-state-bars-international-law-section-2/>

<https://generalcounselnews.com/gardere-partner-michelle-schulz-named-co-chair-of-firms-international-practice/>

<https://www.law.com/texaslawyer/2018/02/20/international-trade-group-leaves-gardere-for-akerman/?slreturn=20240228144021>

<https://ilstexas.org/wp-content/uploads/2018/01/ILS-Annual-Institute-Program-Agenda-As-of-March-14-2018.pdf>

<https://finance.yahoo.com/news/international-trade-group-leaves-gardere-101610806.html>

<https://chambers.com/articles/cuba-sanctions-are-changing>

<https://lawtally.com/lawyers/michelle-schulz/>

https://www.usmexicobar.org/wp-content/uploads/booklet2023_compressed.pdf

<https://law.utexas.edu/alumni/class-notes/class-year/2001/>

<https://www.akerman.com/en/firm/newsroom/akerman-expands-texas-presence-with-team-of-corporate-lawyers.html>

<https://www.eacctx.com/news/member-news/michelle-schulz-from-polsinelli-to-speak-at-2021-icpa-fall-conference/>

<https://www.bcgsearch.com/bcgnews/900049613/Akerman-Strengthens-Dallas-International-Trade-Team/>

https://www.texenrls.org/wp-content/uploads/2019/05/February_2018_Meeting-Agenda.pdf

<https://www.dmagazine.com/publications/d-ceo/2008/july/you-need-to-knowadrienne-braumiller/>

<https://www.polsinelli.com/publications/smu-corporate-counsel-symposium>

<https://www.smu.edu/-/media/site/law/centers/rowling-center/brochure---2021-corporate-counsel-symposium.pdf>

<https://www.natlawreview.com/author/michelle-schulz>

https://www.texasbar.com/AM/Template.cfm?Section=Past_Issues&Template=/CM/ContentDisplay.cfm&ContentID=40649



MAKE THE TRADE™

Dedicated to the seamless flow of international trade with the highest quality legal support.

Get in Touch!

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