



ILLINOIS INTERNATIONAL BUSINESS CALENDAR

February 8, 2010

The **Illinois International Business Calendar** is a collaborative effort among the International Trade Association of Greater Chicago (ITA/GC), the Office of Trade and Investment of the Illinois Department of Commerce and Economic Opportunity (DCEO), and the Illinois District Export Council (IDEC), on behalf of the U.S. Export Assistance Center Chicago (USEAC). The **Calendar** is also available on the ITA/GC's website: www.itagc.org.

Inclusion Policy: As a public service to the international business community, we publish a listing of **international business events** for which we receive **written** notification, preferably by e-mail (info@itagc.org) or fax (773/725-2294). Any organization may submit events that would be of interest to, **and are open to** the Illinois international business community. There is no charge. All calendar listings are subject to the editor's discretion. Inclusion of an event does not imply endorsement by any of the sponsoring organizations.

New events, and events with additional/revised information, are indicated in Green.

- Feb. 8 ***TRADE WINDS 2010: DOING BUSINESS IN BRAZIL – NEGOTIATION AND PARTNER AGREEMENTS.*** Webinar, sponsored by the U.S. Commercial Service, will address how to gain a competitive advantage by learning to negotiate within the Brazilian culture and how to identify partners in Brazil. 10:00 – 11:00 a.m., CST. Fee: \$45. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=0Q15>.
- Feb. 9 ***MEXICO TAX UPDATE.*** Breakfast seminar sponsored by the United States-Mexico Chamber of Commerce. Presentation by **John McLees**, Baker & McKenzie LLP. Topics include: *Proposed Amendments to the Maquiladora Decree; Tax Rate Changes for 2010 and Future Years; Collection of “Deferred Taxes” under Tax Consolidation; Transfer Pricing – Documentation and Reporting; Hot Issues in Acquiring, Establishing or Restructuring Mexican Operations; Mexico Tax Treaty Developments.* 8:00 – 10:30 a.m., Baker & McKenzie, 130 East Randolph Drive, 39th Floor, Chicago. USMCoC Members - \$50; Non-members - \$75. For information & registration, please e-mail: blanca.berthier@usmcoc.org.
- Feb. 9 ***FACILITATING EXPORT SUCCESS: EXPORT, IMPORT AND PRODUCT COMPLIANCE.*** First in a series of four webinars (March 23, April 20, May 18) sponsored by the U.S. Commercial Service and Baker & McKenzie LLP. Presentations by **John McKenzie** and **Lothar Determann**, Baker & McKenzie. 11:00 a.m. – 12:30 p.m. CST. Fee: \$75 (\$225 for the series). For information & registration, please see: www.buyusa.gov/ict/webinarseries.html.
- Feb. 10 ***LEARN THE BASICS OF EXPORTING.*** Seminar sponsored by the Illinois International Trade Center, College of DuPage. Presentation by **Luanne Mayorga**, Manager, Illinois International Trade Center, College of DuPage. 1:30 – 3:30 p.m., College of DuPage Lisle Campus, 2525 Cabot Drive, Suite 201, Lisle, IL. Fee: \$40. For information & registration, please call 630/942-2600, or e-mail: mayorga@cod.edu.

- Feb. 11 ***WINES FROM AROUND THE WORLD.*** Annual Wine Tasting sponsored by the Organization of Women in International Trade-Chicago. A collection of six European wines and hor d'oeuvres will be served. 6:00 – 8:00 p.m., The Gourmet Grape, 3530 North Halsted, Chicago. OWIT Members - \$35; Non-members - \$45. For information & registration, please see: www.owitchicago.org/calendar.php?events=Upcoming.
- Feb. 17 ***CHALLENGES IN A MULTI-CULTURAL WORK ENVIRONMENT.*** Seminar sponsored by BENNU Legal Services. Presentation, by **Andrew Sagartz**, Executive Director, BENNU Legal Services. 7:30 – 9:00 a.m., BENNU Legal Services, 28835 North Herky Drive, Suite 104, Lake Bluff, IL. Fee: \$10; advanced registration appreciated. For information & registration, please call Beth Parsons at 847/478-8200; e-mail: bjparsons@bennulegal.org.
- Feb. 17 ***EXPORT DOCUMENTATION.*** Seminar sponsored by the Global Training Center. Topics include: *Negotiating Your Contract and Meeting Its Terms; Incoterms 2000: Product Transportation and Risk of Loss; Selection of Harmonized System Number and Tariff Consideration; Forms of Payment; Documentation for Your Export Sale; U.S. Government Export Regulations; Transporting Your Products.* 8:30 a.m. – 4:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$495. For information & registration, please see: www.globaltrainingcenter.com.
- Feb. 17 ***EXPORTING MADE EASIER: AFRAID YOU WON'T GET PAID FOR AN INTERNATIONAL SALE? LEARN COMMON METHODS OF INTERNATIONAL PAYMENT TO ENSURE YOUR RISK IS MINIMIZED.*** Third of six webinars sponsored by the U.S. Commercial Service St. Louis and PNC. Learn the common international methods of payment used in global trade and risk mitigation tools. 10:00 – 11:15 a.m. CST. Fee: \$40. For information & registration, please see: www.buyusa.gov/stlouis/events.html.
- Feb. 17 ***LEAVING MONEY ON THE GLOBAL TABLE? THE ART OF CROSS-CULTURAL NEGOTIATING.*** Luncheon program sponsored by the International Trade Association of Greater Chicago. Presentation by **Michael Wynne**, President, International Management Consulting Associates. 11:45 a.m. – 2:00 p.m., Rosewood Restaurant, 9421 West Higgins Road, Rosemont, IL. ITA/GC Members - \$35; Non-members - \$45. For information and registration, please call 773/725-1106; e-mail: rsvp@itagc.org; or see: http://www.itagc.org/docs/ITAGC_Calendar_2368.pdf.
- Feb. 18 ***LETTERS OF CREDIT.*** Seminar sponsored by the Global Training Center. Topics include: *Introduction/Decision Criteria; Compare to L/C (Glow, Risk, Cost, Administration); Special Types of Letters of Credit; UCP 600, Articles and Note on Each Article; Transaction Review – Export Letter of Credit with Comments on UCP.* 8:30 a.m. – 4:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$495. For information & registration, please see: www.globaltrainingcenter.com.
- Feb. 18 ***NEW DIRECTIONS IN U.S.-INDIA RELATIONS: A DEFINING GLOBAL PARTNERSHIP.*** Luncheon program sponsored by the Chicago Council on Global Affairs with the Confederation of Indian Industry and Boeing. Presentation by **The Honorable Robert O. Blake**, Assistant Secretary of State, South and Central Asian Affairs, U.S. Department of State. 12:00 – 1:30 p.m., The Chicago Club, 81 East Van Buren Street, Chicago. CCGA Members - \$45; Non-members - \$55. For information & registration, please see: www.thechicagocouncil.org/chicago_council_event_corporate_detail.php?eventid=2161.

- Feb. 18 ***LEADING FROM STRENGTH IN THE NEW MULTI-POLAR WORLD.*** Leadership Development Program sponsored by The Executives' Club of Chicago. Panelists will discuss their challenges, triumphs and insights in doing business in multi-cultural business settings around the globe. Panelists include: **Racquel Harris**, Vice President, Marketing, Kraft; **Richard Lee**, Managing Director, RJSL Group; **Marcel Molins**, Partner, Baker & McKenzie LLP; **Andrés Tapia** (Moderator), Chief Diversity Officer and Emerging Workforce Solutions Leader, Hewitt Associates. 5:00 p.m., CME Group, 20 South Wacker Drive, Chicago. ECC Members - \$26; Non-members - \$36.50. For information & registration, please see: www.executivesclub.org/PROGRAMS/CurrentSeasonPrograms/tabid/88/Default.aspx.
- Feb. 18 ***TRADITIONAL CHINESE NEW YEAR DINNER IN CELEBRATION OF THE ARRIVAL OF THE YEAR OF THE TIGER.*** Thirteenth Annual New Year Dinner sponsored by the United States of America-China Chamber of Commerce. Presentations by **The Honorable Huang Ping**, Consul General, Chinese Consulate in Chicago (*Special Remarks*) and **Dr. William Testa**, Vice President, Federal Reserve Bank of Chicago (*World Economic Outlook for 2010*). 5:30 – 9:00 p.m., House of Fortune Restaurant, 2407 South Wentworth Avenue, Chicago. USCCC Members - \$50; Non-members - \$65. For information & registration, please call 312/368-9911; e-mail: info@usccc.org; or see: www.usccc.org.
- Feb. 19 ***INCOTERMS.*** Seminar sponsored by the Global Training Center. Topics include: *Purpose and Scope of INCOTERMS; Structure of INCOTERMS; Obligations and Proof of Completion; Case Studies; Information Resources.* 8:30 a.m. – 12:30 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$295. For information & registration, please see: www.globaltrainingcenter.com.
- Feb. 22 - ***SIXTH ANNUAL BUSINESS MISSION TO MEXICO CITY.*** Led by the United States-Mexico Chamber of Commerce, this is one of very mission business missions the Mexican government agrees to receive. The delegation will meet with high level government officials and private business organizations to openly discuss the future of U.S.-Mexico relations and how the Mexican government can better assist companies doing business in Mexico. For information, please e-mail: blanca.berthier@usmcoc.org.
- Feb. 22 - ***USA – NIGERIA TRADE AND INVESTMENT FRAMEWORK AGREEMENT BUSINESS FORUM.*** Event organized by the Nigerian Federal Ministry of Commerce & Industry in collaboration with the U.S. Department of Commerce, Office of the U.S. Trade Representative, and the U.S. Embassy, Lagos. The Forum is organized to facilitate business and investment relations between prospective American investors and their Nigerian counterparts in the following sectors: Tourism/Hospitality; Power & Energy; Solid Minerals/Mining; ICT/Telecoms; Aviation/Transport; SME Development; Banking & Finance; Infrastructure/Construction; Agriculture/Agribusiness; Health/Pharmaceuticals; Oil & Gas; Marine/Port Development; Environment; Insurance. Renaissance Hotel Blackstone, 636 South Michigan Avenue, Chicago. Fee: \$150. For information & registration, please call Kingsley Akinwole at 469/667-4307 or e-mail: executiveoil@live.com.
- Feb. 22 ***2010 AND BEYOND: THE FUTURE OF AMERICAN ENGAGEMENT IN THE ASIA PACIFIC.*** Luncheon program sponsored by The Chicago Council on Global Affairs. Presentation by **The Honorable Kurt M. Campbell**, Assistant Secretary of State, Bureau of East Asian and Pacific Affairs, United States Department of State. 12:00 – 1:30 p.m., The Peninsula Chicago, 108 East Superior Street, Chicago. CCGA Members - \$45; Non-members - \$55. For information & registration, please see: www.thechicagocouncil.org/chicago_council_event_corporate_detail.php?eventid=2170.
- Feb. 23 ***TARIFF CLASSIFICATION.*** Seminar sponsored by the Global Training Center. Topics include: *Tariff Classification Background; Harmonized System; General Rules of Interpretation; General Notes; Classification Rulings; Classification Exercises.* 8:30 a.m. – 4:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$495. For information & registration, please see: www.globaltrainingcenter.com.

- Feb. 23 ***IMMIGRATION DEMYSTIFIED.*** Seminar sponsored by BENNU Legal Services. Presentation, by **Andrew Sagartz**, Executive Director, BENNU Legal Services, will focus on the basics of immigration. 11:30 a.m. – 12:30 p.m., BENNU Legal Services, 28835 North Herky Drive, Suite 104, Lake Bluff, IL. No charge; advanced registration appreciated. For information & registration, please call Beth Parsons at 847/478-8200; e-mail: bparsons@bennulegal.org.
- Feb. 23 ***YEAR OF THE TIGER – CHINESE NEW YEAR DINNER AND ANNUAL GENERAL MEETING.*** Event sponsored by the Hong Kong Business Association of the Midwest and the Hong Kong Trade Development Council. 5:30 – 8:30 p.m., Ben Pao Restaurant, 52 West Illinois Street, Chicago. HKBAM Members – No charge; Non-members - \$50 (will be credited to membership dues). For information & registration, please call 312/726-4515.
- Feb. 24 ***NAFTA RULES OF ORIGIN.*** Seminar sponsored by the Global Training Center. Topics include: *Overview of the NAFTA Agreement Tariff Phaseout; Rules of Origin; Other Provisions Relating to Origin; Advance Ruling Procedures; Appeal Procedures; Country of Origin Marking Rules; Record Keeping, Penalties, Denial of Benefits.* 8:30 a.m. – 4:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$495. For information & registration, please see: www.globaltrainingcenter.com.
- Feb. 24 ***REINVENTING AMERICA'S ECONOMIC FUTURE: FOSTERING INDUSTRIES OF THE 21ST CENTURY.*** Global Leaders Luncheon sponsored by The Executives' Club of Chicago. Presentation by **Paul S. Otellini**, President and Chief Executive Officer, Intel Corporation. 11:45 a.m., Sheraton Chicago, 301 East North Water Street, Chicago. ECC Members - \$57.50; Non-members - \$78.50. For information & registration, please see: www.executivesclub.org.
- Feb. 24 ***INTERNATIONAL MARKETING.*** Seminar sponsored by the Illinois International Trade Center, College of DuPage. Presentation by **Luanne Mayorga**, Manager, Illinois International Trade Center, College of DuPage. 1:30 – 3:30 p.m., College of DuPage Lisle Campus, 2525 Cabot Drive, Suite 201, Lisle, IL. Fee: \$40. For information & registration, please call 630/942-2600, or e-mail: mayorga@cod.edu.
- Feb. 25 ***CORPORATE ESPIONAGE & GLOBAL SECURITY: PROTECTING YOUR BUSINESS INTERESTS.*** Seminar sponsored by: Baker & McKenzie LLP; Illinois District Export Council; International Trade Association of Greater Chicago; Overseas Security Advisory Council, U.S. Department of State; U.S. Commercial Service – Chicago. Keynote address by **Raymond A. Mislock, Jr.**, Chief of Global Security, DuPont. Speakers from Baker & McKenzie, the National Counterintelligence Executive, the Federal Bureau of Investigation, KPMG, Global Business Information Services, the Overseas Security Advisory Council, the Bureau of Industry & Security, U.S. Department of Commerce, and the National Security Agency will address the following topics: *Introduction & Overview of Corporate Global Security; Espionage Methods: Targets, Actors, Scams & Trends; Protecting Electronic Data and Trade Secrets; Protections for U.S. Firms under the Economic Espionage Act of 1996; Vetting Your International Partners & Personnel; Due Diligence; Cyber Espionage: Adversarial Techniques and Countermeasures; Export Administration Regulations: Controlled Technology, Deemed Exports, Re-Exports & Encryption; Technology Control Plans: Export Controls, Trade Secret Protection, Counter-Espionage; Role of the Overseas Security Advisory Council.* 8:00 a.m. – 5:00 p.m., Rosewood Restaurant, 9421 West Higgins Road, Rosemont, IL. Members & Clients of sponsoring organizations - \$75 by Feb. 18 (\$95 thereafter); Non-members - \$95 by Feb. 18 (\$115 thereafter). For information & registration, please e-mail: rsvp@itagc.org; see: www.itagc.org/docs/ITAGC_Calendar_2377.pdf; or call: 773/725-1106.
- Feb. 25 ***IMPORT DOCUMENTATION AND PROCEDURES.*** Seminar sponsored by the Global Training Center. Topics include: *Harmonized Tariff Schedule Classification; Valuation of Merchandise; Special Import Issues; Entry Procedures; Liquidation Process; Penalties and Liquidated Damages.* 8:30 a.m. – 4:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$495. For information & registration, please see: www.globaltrainingcenter.com.

- Feb. 25 ***INVESTMENT OPPORTUNITIES IN THE REPUBLIC OF MACEDONIA.*** Event sponsored by the American Southeast Europe Chamber of Commerce (AmSECC) and the Consulate General of the Republic of Macedonia in Chicago. Speakers include: **Igor Jokanovic**, President, AmSECC; **Hon. Jovica Palashevski**, Consul General of the Republic of Macedonia in Chicago; **Filip Petkov**, Head of InvestMacedonia in Chicago; **Mike Zafirovski**, former President & COO, Motorola. 5:30 – 8:00 p.m., 200 East Randolph Street, Suite 2200, Chicago. No charge; advance registration required. For information & registration, please call 773/610-4551, or e-mail: info@amsecc.org.
- Feb. 25 ***AFRICA INTERNATIONAL BUSINESS CONFERENCE (I).*** Two-part conference (Part II – March 1 & 2) sponsored by the College of Business and Management, Northeastern Illinois University. Keynote presentation by **Dr. Vijay Mahajan**, John P. Harbin Centennial Chair in Business, McCombs School of Business, University of Texas at Austin, and author of *Africa Rising: How 900 Million African Consumers Offer More Than You Think*. 7:05 – 8:20 p.m., Auditorium, Northeastern Illinois University, 5500 North St. Louis Avenue, Chicago. No charge; no registration required. For further information, please see: www.neiu.edu/~bschool/AIBC.htm.
- Feb. 26 ***“ACE” – AUTOMATED COMMERCIAL ENVIRONMENT; UPDATE: PERIODIC MONTHLY STATEMENT PROGRAM, ACE ENTRY SUMMARIES, CENSUS OVERRIDES, POST SUMMARY CORRECTIONS.*** Import workshop sponsored by the International Trade Club of Chicago. Presentations by **Phyllis Rubenstein**, Trade Support Team & ACE Ambassador, U.S. Customs & Border Protection, Chicago, and **Patrick Brosnahan**, National Account Manager & ACE Ambassador, U.S. Customs & Border Protection, Chicago. 8:00 – 11:00 a.m., American Management Association, 8655 West Higgins Road, Chicago. ITCC Members - \$65; Non-members - \$85. For information & registration, please see: www.itcc.org.
- Feb. 26 ***IMPORT AUDIT COMPLIANCE.*** Seminar sponsored by the Global Training Center. Topics include: *Customs Modernization Act; Audit Procedures; Compliance Record Keeping; Importer Self-Assessment Program; Fines, Penalties, Forfeitures and Seizures; Standard Operating Procedures.* 8:30 a.m. – 4:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$495. For information & registration, please see: www.globaltrainingcenter.com.
- Mar. 1 - ***AFRICA INTERNATIONAL BUSINESS CONFERENCE (II).*** Two-day event sponsored by the College of Business and Management, Northeastern Illinois University. March 1 topics & times: *Doing Business in Africa: Challenges & Opportunities* (12:00 – 1:50 p.m.); *The Logistics of Doing Business in Africa* (2:00 – 2:50 p.m.); *Africa Rising* (4:15 – 5:30 p.m.); *Doing Business in Sub-Saharan Africa: Networking Relationships in Ghana* (5:40 – 6:55 p.m.); *Manufacturing in Africa: Promise & Pitfalls* (7:05 – 8:20 p.m.); *Doing Business in Africa: Insights from Experience* (8:30 – 9:45 p.m.). March 2 topics & times: *Significance of China’s Investments in Africa* (9:25 – 10:40 a.m.); *U.S. Commercial Service: Your Global Business Partner* (10:50 a.m. – 12:05 p.m.); *Expanding Sales & Market Share in Africa: Tips for Success & Risk Containment* (12:15 – 1:30 p.m.); *High Value Food Trade and the African Continent* (1:40 – 2:40 p.m.); *Doing Business in Africa: Institutions and Strategic Choices* (2:50 – 3:05 p.m.); *Enhancing U.S. Competitiveness in Africa: Opportunities & Challenges in Kenya and Ethiopia* (5:40 – 6:55 p.m.); *Management, Infrastructure, and Capacity Building: A View from Below* (7:05 – 8:30 p.m.). Alumni Hall, Northeastern Illinois University, 5500 North St. Louis Avenue, Chicago. No charge; no registration required. For further information, please see: www.neiu.edu/~bschool/AIBC.htm.
- Mar. 3 ***INTERNATIONAL BUSINESS BREAKFAST.*** Second Annual event sponsored by Chicago Sister Cities International. Keynote address by **The Honorable Richard M. Daley**, Mayor, City of Chicago. 7:00 a.m., Palmer House Hilton, 17 East Monroe Street, Chicago. Fee: \$75. For information & registration, please call 312/744-8929; e-mail: sistercities@cityofchicago.org; or see: www.chicagosistercities.com/wp/events/.

- Mar. 3 ***EXPORT FINANCING.*** Seminar sponsored by the Illinois International Trade Center, College of DuPage. Presentations by **Michael F. Howard**, Midwest Regional Director, Export-Import Bank of the United States, and **John A. Nevell**, International Trade Specialist, U.S. Small Business Administration. 9:00 – 11:00 a.m., College of DuPage Lisle Campus, 2525 Cabot Drive, Suite 201, Lisle, IL. Fee: \$40. For information & registration, please call 630/942-2600, or e-mail: mayorga@cod.edu.
- Mar. 3 ***EXPORTING MADE EASIER: ARE TRADE SHOWS GENERATING THE QUALITY AND QUANTITY OF SALES LEADS YOU EXPECT? LEARN EFFECTIVE WAYS TO USE TRADE SHOWS TO MAXIMIZE SALES LEADS.*** Fourth of six webinars sponsored by the U.S. Commercial Service St. Louis and PNC. Learn to get the most out of your international trade show experience. Speakers will discuss key marketing tactics, exhibit space and set-up considerations, and shipping your booth, samples and brochures. 10:00 – 11:15 a.m. CST. Fee: \$40. For information & registration, please see: www.buyusa.gov/stlouis/events.html.
- Mar. 7 - 12 ***SENEGAL AND SOUTH AFRICA: OPEN FOR YOUR BUSINESS.*** Executive-led trade mission sponsored by the U.S. Commercial Service. This mission is designed to promote a cross-section of U.S. industries with clear potential in these Sub-Saharan markets, particularly in the best U.S. export sectors, which include: electric power systems; automotive spare parts; construction and mining equipment; and agribusiness, among others. U.S. companies already doing business there as well as experienced exporters seeking to enter these markets are encouraged to apply. Fees: vary. Application deadline: **January 15, 2010**. For further information, please see: www.export.gov/africamission2010/, or e-mail: africamission@mail.doc.gov.
- Mar. 9 - 10 ***COMPLYING WITH U.S. EXPORT CONTROLS.*** Seminar sponsored by the: Bureau of Industry & Security (BIS), U.S. Department of Commerce; U.S. Commercial Service Chicago; Illinois District Export Council. BIS speakers will provide an in-depth examination of the Export Administration Regulations (EAR) and will cover the information exporters need to know to comply with U.S. export control requirements on commercial goods. They will focus on: what items and activities are subject to the EAR; steps to take to determine the export licensing requirements for your item; how to determine your export control classification number (ECCN); when you can export or re-export without applying for a license; export clearance procedures and record keeping requirements; Export Management Compliance Program (EMCP) concepts; and real life examples in applying this information. Presenters will conduct a number of “hands-on” exercises that will prepare you to apply the regulations to your own company’s export activities. 8:30 a.m. – 4:30 p.m., Embassy Suites Chicago – O’Hare, 5500 North River Road, Rosemont, IL. Fee: \$450. For information & registration, please see: www.buyusa.gov/midwest/315.html.
- Mar. 11 ***HOW TO DEVELOP AN EXPORT MANAGEMENT AND COMPLIANCE PROGRAM.*** Seminar sponsored by the: Bureau of Industry & Security (BIS), U.S. Department of Commerce; U.S. Commercial Service Chicago; Illinois District Export Council. BIS speakers will focus on industry best practices of effective export management and compliance programs for companies whose products are subject to U.S. export controls. 8:30 a.m. – 4:30 p.m., Embassy Suites Chicago – O’Hare, 5500 North River Road, Rosemont, IL. Fee: \$250 (\$225 if taken in conjunction with the March 9-10 “Complying with U.S. Export Controls” seminar). For information & registration, please see: www.buyusa.gov/midwest/315.html.
- Mar. 11 ***SUBURBAN MEISHI (BUSINESS CARD) EXCHANGE.*** Networking event sponsored by the Young Professionals Committee of the Japan America Society of Chicago. 6:30 – 9:00 p.m., Stonewood AleHouse, 601 Mall Drive, Schaumburg, IL. JASC Members - \$20; Non-members - \$30. For information & registration, please see: www.jaschicago.org/en/events/default.aspx?eventid=112.

- Mar. 15 - ***STATE OF ILLINOIS TRADE MISSION TO NIGERIA AND CAMEROON.*** The Office of Trade and
 19 Investment of the Illinois Department of Commerce & Economic Opportunity will be leading a trade mission to Lagos, Nigeria and Douala, Cameroon. The purpose of the mission is to encourage bilateral trade and investment opportunities and to facilitate business development between Illinois firms and their counterparts in Nigeria and Cameroon. Targeted sectors include: Transportation Equipment; Construction; Machinery; Agricultural Equipment and Products. For further information, please call Sam Ntum at 312/814-8480.
- Mar. 15 - ***EXECUTIVE TRADE MISSION TO THE DOMINICAN REPUBLIC AND JAMAICA.*** Mission,
 19 sponsored by the U.S. Commercial Service, will open doors for U.S. firms seeking to enter or expand their presence in the Caribbean. Led by a senior Commerce Department official, this mission offers a timely way for U.S. firms to gain first-hand market information, access to government decision-makers, and one-on-one meetings with pre-screened business contacts, including potential agents, distributors and partners. For further information, please e-mail: lesa.forbes@mail.doc.gov.
- Mar. 15 ***TRADE WINDS 2010: EXPORTING TO NORTH AMERICA/CARIBBEAN – BEST PROSPECTS.***
 Webinar, sponsored by the U.S. Commercial Service, will address best prospects for U.S. exporters in: Canada, Dominican Republic, Jamaica, Mexico, and Trinidad & Tobago. 10:00 – 11:00 a.m., CST. Fee: \$45. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=0Q16>.
- Mar. 17 ***EXPORTING MADE EASIER: CAN'T MAKE SENSE OF EXPORT CLASSIFICATION NUMBERS? LEARN ABOUT THE HARMONIZED SYSTEM AND THE GENERAL RULES OF INTERPRETATION FOR SUCCESSFUL EXPORT TRANSACTIONS – AN ADVANCED PRODUCT CLASSIFICATION (HS) WITH EXAMPLES.*** Fifth of six webinars sponsored by the U.S. Commercial Service St. Louis and PNC. Learn the structure and logic of the harmonized system as well as how to follow the “General Rules of Interpretation.” 10:00 – 11:15 a.m. CST. Fee: \$40. For information & registration, please see: www.buyusa.gov/stlouis/events.html.
- Mar. 18 ***CHICAGO INTERNATIONAL TRADE COMMISSIONERS NETWORKING EVENT.*** Event sponsored by the: Chicago International Trade Commissioners’ Association (CITCA); Howrey LLP; Chicagoland Chamber of Commerce. CITCA is a volunteer organization, comprised of 42 members from 36 countries, whose goal is to promote and facilitate the expansion of international trade and business connections between their respective countries and the U.S. Midwest. 5:00 – 8:00 p.m., Howrey LLP, 321 North Clark Street, Suite 3400, Chicago. CCC Members - \$30; Non-members - \$45; advance registration required by COB March 16. For information & registration, please call Shufen Zhao at 312/494-6784, or e-mail: szhao@chicagolandchamber.org.
- Mar. 20 ***IMMIGRATION DEMYSTIFIED.*** Seminar sponsored by BENNU Legal Services. Presentation, by **Andrew Sagartz**, Executive Director, BENNU Legal Services, will focus on the basics of immigration. 10:30 – 11:30 a.m., BENNU Legal Services, 28835 North Herky Drive, Suite 104, Lake Bluff, IL. No charge; advanced registration appreciated. For information & registration, please call Beth Parsons at 847/478-8200; e-mail: bparsons@bennulegal.org.
- Mar. 23 ***EXPORT DOCUMENTATION.*** Seminar sponsored by the International Trade Center, Kaskaskia College. Program covers all aspects of exporting and documentation requirements. 8:30 a.m. – 4:30 p.m., Hilton Garden Inn, 1501 South Neil Street, Champaign, IL. Fee: \$45. For information & registration, please call Francis Smith at 618/545-3429 or e-mail: fsmith@kaskaskia.edu.
- Mar. 23 ***LEARN THE BASICS OF EXPORTING.*** Seminar sponsored by the Illinois International Trade Center, College of DuPage. Presentation by **Luanne Mayorga**, Manager, Illinois International Trade Center, College of DuPage. 9:00 – 11:00 a.m., College of DuPage Lisle Campus, 2525 Cabot Drive, Suite 201, Lisle, IL. Fee: \$40. For information & registration, please call 630/942-2600, or e-mail: mayorga@cod.edu.

- Mar. 23 ***FACILITATING EXPORT SUCCESS: INTERNATIONAL DISTRIBUTION AGREEMENTS.*** Second in a series of four webinars (February 9, April 20, May 18) sponsored by the U.S. Commercial Service and Baker & McKenzie LLP. Presentations by **Joyce Smith** and **Lothar Determann**, Baker & McKenzie. 11:00 a.m. – 12:30 p.m. CDT. Fee: \$75 (\$225 for the series). For information & registration, please see: www.buyusa.gov/ict/webinarseries.html.
- Mar. 23 ***INTERNATIONAL MARKETING.*** Seminar sponsored by the Illinois International Trade Center, College of DuPage. Presentation by **Luanne Mayorga**, Manager, Illinois International Trade Center, College of DuPage. 1:00 – 3:00 p.m., College of DuPage Lisle Campus, 2525 Cabot Drive, Suite 201, Lisle, IL. Fee: \$40. For information & registration, please call 630/942-2600, or e-mail: mayorga@cod.edu.
- Mar. 24 ***EXPORT DOCUMENTATION.*** Seminar sponsored by the International Trade Center, Kaskaskia College. Program covers all aspects of exporting and documentation requirements. 8:30 a.m. – 4:30 p.m., Kaskaskia College Greenville Education Center, 209 North 3rd Street, Greenville, IL. Fee: \$45. For information & registration, please call Francis Smith at 618/545-3429 or e-mail: fsmith@kaskaskia.edu.
- Mar. 26 - ***THE WORLD ECONOMY: TO THE BRINK AND BACK.*** Fortieth Annual Central Illinois World
27 Affairs Conference sponsored by the Peoria Area World Affairs Council. Topics include: *The Pentagon's New Map: U.S. Foreign Policy and the World Economy*; *Crime, Corruption, and Drug Trafficking: The Impact of Transnational Threats on the Global Economy*; *Protectionism and Recovery in the World Economy*; *The European Union's Response to the Global Economic Crisis*; *The Future of the Global Economy*. Par-A-Dice Hotel and Conference Center, East Peoria, IL. Fees: vary. For information & registration, please call 309/677-2454, or see: <http://artstix.artspartners.net/eventperformances.asp?evt=135>.
- Mar. 31 ***EXPORTING MADE EASIER: HOW CAN CREDIT AVAILABILITY BOOST SALES FOR YOUR COMPANY? LEARN HOW THE U.S. EXPORT-IMPORT BANK AND THE SMALL BUSINESS ADMINISTRATION CAN HELP YOU OFFER ATTRACTIVE FINANCING FOR YOUR INTERNATIONAL CUSTOMERS.*** Last of six webinars sponsored by the U.S. Commercial Service St. Louis and PNC. Learn how export credit insurance can be used as a marketing tool for export sales and how to use credit insurance in your export marketing strategy. 10:00 – 11:15 a.m. CST. Fee: \$40. For information & registration, please see: www.buyusa.gov/stlouis/events.html.
- Apr. 11 - ***GREEN INDUSTRIES TRADE MISSION TO EUROPE.*** FedEx and the U.S. Commercial Service
16 are collaborating to help U.S. businesses expand internationally in this thriving market. The mission is designed to help delegates: assess the business climate in selected European countries; become better informed on market-entry strategies and EU Product Certification and Standards; identify potential business partners through private one-on-one meetings with prescreened candidates; engage with industry and government leaders in Europe. Fee: \$1,500. For information, please see: www.fedex.com/international/uscs/greentmmain.html.
- Apr. 12 - ***ILLINOIS TRADE MISSION TO EXPOMIN 2010, SANTIAGO, CHILE.*** The Office of Trade &
16 Investment (OTI) of the Illinois Department of Commerce & Economic Opportunity is leading a trade mission to EXPOMIN 2010, the world's most prestigious trade show for the mining industry. The Illinois mission will consist of six Illinois export-ready companies in the fields of: mining; drilling; mining equipment; mineral processing; automation and control; environment and safety; foundries; fluid transport and handling; transport equipment; motors; lubricants. OTI will provide financial assistance to participating companies to pay for booth space, furniture, logistical support, translation of promotional materials, and interpreter services. Companies will be accepted on a first-come, first-served basis. For further information, please call Enrico Doggett at 312/814-7295, or e-mail: enrico.doggett@illinois.gov.

- Apr. 20 ***FACILITATING EXPORT SUCCESS: FOREIGN INCORPORATIONS TO SUPPORT U.S. EXPORTS.*** Third in a series of four webinars (February 9, March 23, May 18) sponsored by the U.S. Commercial Service and Baker & McKenzie LLP. Presentations by **Peter Denwood** and **Irina Shestakova**, Baker & McKenzie. 11:00 a.m. – 12:30 p.m. CDT. Fee: \$75 (\$225 for the series). For information & registration, please see: www.buyusa.gov/ict/webinarseries.html.
- May 3 - ***FULFILLING THE PROMISE: HEAL, FUEL, FEED THE WORLD.*** 2010 BIO International
6 Convention sponsored by the Biotechnology Industry Organization. This is the largest global event for the biotechnology industry. It attracts the biggest names in biotech, offers key networking and partnering opportunities, and provides insights and inspiration on the major trends affecting the industry. The event features keynotes and sessions from key policymakers, scientists, CEOs, and celebrities. The Convention also features the BIO Business Forum (one-on-one partnering), hundreds of sessions covering biotech trends, policy issues and technological innovations, and the world's largest biotechnology exhibition. Presidents **Bill Clinton** and **George W. Bush** will discuss issues relating to both foreign and domestic policy, and other topics. McCormick Place, Chicago. Early bird registration ends **March 11**. Fees vary. For information & registration, please see: <http://convention.bio.org/register/>.
- May 18 ***FACILITATING EXPORT SUCCESS: INTERNATIONAL LABOR, EMPLOYMENT, AND IMMIGRATION.*** Last in a series of four webinars (February 9, March 23, April 20) sponsored by the U.S. Commercial Service and Baker & McKenzie LLP. Presentations by **Susan Eandi**, **Ute Krudewagen** and **Matt Schulz**, Baker & McKenzie. 11:00 a.m. – 12:30 p.m. CDT. Fee: \$75 (\$225 for the series). For information & registration, please see: www.buyusa.gov/ict/webinarseries.html.
- May 22 - ***EXPERIENCE BRAZIL: SAMBA, SOCCER, AND SÃO PAULO.*** Study trip to São Paulo sponsored
30 by the Global Business Studies Program at Oakton Community College. Explore Brazil from an international business perspective. Lectures and discussions with business leaders, government officials, and local organizations will enable participants to learn about business practices within Brazil and Latin America. Fee: \$3,700, includes: airfare and hotel; most meals; entrance fees; ground transportation. Registration deadline: **March 15**. For information & registration, please e-mail: lzingaro@oakton.edu.
- May 25 - ***AGRICULTURAL EQUIPMENT TRADE MISSION TO NIGERIA.*** Event, sponsored by the U.S.
26 Commercial Service, will introduce U.S. companies to distributors, buyers, joint venture partners, business owners, and government officials. There will be pre-travel briefings, a networking reception, pre-screened meetings, and webinars on Nigeria. For further information, please e-mail: timothy.cannon@mail.doc.gov.
- June 10 ***C-TPAT CERTIFICATION TRAINING.*** Workshop, sponsored by The World Academy, offers an in depth analysis of the Customs Trade Partnership Against Terrorism program that will provide current and immediate answers to the industries' most often asked questions pertaining to the program, application and validation process. 9:00 a.m. – 5:00 p.m., Chicago. Fee: \$595. For information & registration, see: www.theworldacademy.com/c-tpat%20certification2007.shtml.
- June 11 ***INCOTERMS AND RELATED GLOBAL TRADE ISSUES.*** Class, sponsored by The World Academy, addresses the proper use of INCOTERMS relating to export and import transactions. 8:30 a.m. – 5:00 p.m., Chicago. Fee: \$595. For information & registration, please see: www.theworldacademy.com/incoterms.shtml.
- June 22 ***DRAWBACK.*** Workshop sponsored by The World Academy. Topics include: *Manufacturing Drawback; Unused Merchandise Drawback; Rejected Merchandise Drawback; NAFTA Drawback; Preparing Drawback Documents; Processing of Drawback Claims; Commercial Interchangeability.* Presentations by **Brenda L. Sweetman**, Vice President, Compliance Consultants, and **Michael Kerlen**, Vice President, Comstock & Theakston, Inc. 9:00 a.m. – 5:00 p.m., Chicago. Fee: \$595. For information & registration, please see: www.theworldacademy.com/drawback.shtml.

- June 26 - **CHINESE LANGUAGE AND CULTURE TOTAL IMMERSION PROGRAM.** Trip to China organized by the Chicago Chinese Cultural Institute. This 15-day Chinese language and culture total immersion program features intensive language and cultural classes taught by experienced language teachers at the China Academy of Arts in Hangzhou. All levels of Chinese language proficiency are welcome. The trip also includes a visit to the Shanghai World Expo and guided tours of major attractions in Shanghai and Hangzhou. For further information, contact Z.J. Tong at 312/842-1988; e-mail: tong@chicagocci.com; or see: www.chicagocci.com.
- July 12
- Sep. 17 - **ITALIAN EXPO 2010: TOUR ITALY WITHOUT THE JET LAG.** Fourth edition, organized by the Italian American Chamber of Commerce Midwest under the auspices of the Office of the Consul General of Italy in Chicago. The Expo showcases the best of Italian food, wine, tourism, design, fashion, art, culture and entertainment. This is a unique platform for exhibitors and sponsors from Italy and the U.S. to promote their companies, create international business relationships, and sell their products to their target audience. For further information, please contact Gina Shermetaro at 312/553-9137, or e-mail: gina@italianexpo.us.
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About the Sponsoring Organizations...

Founded in December 1977, **The International Trade Association of Greater Chicago (ITA/GC)** was incorporated in January 1979 as an Illinois not-for-profit, voluntary business association dedicated to promoting international commerce in all its forms by providing a forum for the exchange of practical information and insight within the international business community. Annual membership dues are: Individual - \$150; Consular/Diplomatic - \$75 (up to 3 members); Academic/Faculty - \$200 (up to 8 designated faculty members); Student from a participating academic institution - \$25; Regular student - \$50; Associate/Non-resident (more than 150 miles from O'Hare International Airport) - \$50; Retired/Job Transition - \$50; Corporate (up to 8 designated members) - \$300. For a Membership Application, please call 773/725-1106; e-mail: info@itagc.org; or visit: www.itagc.org.

The **Office of Trade and Investment (OTI) of the Illinois Department of Commerce and Economic Opportunity (DCEO)** is the State of Illinois' lead international advocate in promoting job retention and creation in Illinois through International Trade and Investment. The OTI motto of offering assistance to the business community by being "State Focused – Globally Connected" is accomplished through a three-tier international network consisting of: International Trade/NAFTA Opportunity Centers regionally located throughout Illinois to provide local export training; Statewide counseling and assistance provided through the OTI Chicago headquarters' staff; and foreign State of Illinois Regional Trade Offices providing in-country assistance for Illinois businesses. To contact the OTI of DCEO, please call 312/814-2828 or visit: www.illinoisbiz.biz/bus/ito/index.html.

The **U.S. Export Assistance Center Chicago** is part of the Commercial Service of the U.S. Department of Commerce and is committed to assisting U.S. firms in realizing their export potential. We do this by providing expert counseling and advice, information on markets abroad, international contacts and advocacy services. The U.S. Export Assistance Centers in Chicago, Peoria, Libertyville and Rockford are part of the Commercial Service of the U.S. Department of Commerce. Around the world, the 1,400 men and women of the Commercial Service promote and protect U.S. business interests abroad. The Export Assistance Centers throughout the United States offer a full range of export programs and services under one roof. Here in Chicago, we are co-located with the Small Business Administration and the U.S. Export-Import Bank to provide export financing assistance to companies in Illinois and throughout the Midwest. To contact the U.S. Export Assistance Center, please call 312/353-8040 or visit: www.buyusa.gov/uppermidwest.

Comprised of 28 volunteers appointed by the U.S. Secretary of Commerce, the **Illinois District Export Council** supports, assists and advises the U.S. Commercial Service Chicago in its mission to increase the exports of the United States. For further information, please e-mail: info@illinoisdec.org.