

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

January 9, 2023

******CONNECTING YOU TO GLOBAL MARKETS******

The *Illinois International Business Calendar* is published by the International Trade Association of Greater Chicago (ITA/GC). The *Calendar* is also available on our website: www.itagc.org. It is published every Friday, and available at no charge.

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). 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.

Founded in 1978, the International Trade Association of Greater Chicago (ITA/GC) is a not-for-profit, 501(c)6 voluntary business association dedicated to promoting international commerce in all its forms. The ITA/GC provides a forum for the exchange of practical information and insight within the international business community. Members share interests in import and export matters, in international investment, alliance, and licensing opportunities, and – in the broader sense – doing business across the world.

The ITA/GC's focus is on practicality: on building knowledge and enabling relationships that help people do international business. While our scope of interest is diverse – all aspects of trading and commercial activity across all geographies and all industries – our work is simple: **to help others gain understanding that is personal, current and actionable.**

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

FEATURED ITA/GC PROGRAMS

HELPING YOU GAIN UNDERSTANDING THAT IS PERSONAL, CURRENT AND ACTIONABLE

- Jan. 16 - ***DIGITAL MARKETING AND E-COMMERCE FOR EXPORTERS***. Virtual training (Jan. 16, 23, 30, Feb. 6) sponsored by Governors State University with the **International Trade Association of Greater Chicago** and others. The course will provide information on establishing international sales channels using digital marketing, effective website, and social media techniques, and how to use customer information to increase sales and satisfaction rates. No fee; advance registration required. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejjqp75f67d6c31e&oseq=&c=&ch=>.
- Jan. 18 ***GLOBAL TRADE OUTLOOK 2023: REBOOTING THE AMERICAN TRADE AGENDA***. 23rd Annual program (virtual) sponsored by the **International Trade Association of Greater Chicago** and **Wintrust Financial Corporation**. Presentation by **John G. Murphy**, Senior Vice President for International Policy, U.S. Chamber of Commerce who will share his decades of international policy insight and perspective on issues of current and immediate interest to the international business community. 12:00 – 1:00 p.m. CST. ITA/GC Members - \$25; Non-members - \$50. For information & registration, please see: <https://www.eventbrite.com/e/global-trade-outlook-2023-mind-the-trade-wars-tickets-461192698777>.
- Feb. 2 ***PARTNERING FOR SUCCESS IN EAST ASIA***. Webinar sponsored by the **International Trade Association of Greater Chicago**. Presentations by **Louise Kern**, Founder, Global Business Information Services, Inc. and **Yvonne Liu Wolf**, Founder, Chinese Intercultural, LLC who will provide concrete advice on screening East Asian companies and interacting appropriately with them so you can maximize your commercial potential. 12:00 – 1:00 p.m. CST. ITA/GC Members - \$25; Non-members - \$40. For information & registration, please see: <https://www.eventbrite.com/e/partnering-for-success-in-east-asia-tickets-469623194617>.

Of Note:

U.S., EU Look to Step Back from Potential Trade War: According to the Sandler, Travis & Rosenberg [Trade Report](#), the U.S. appeared to slow momentum toward a potential transatlantic trade war with the European Union recently by taking a step toward partially ameliorating EU concerns over new U.S. electric vehicle subsidies. The U.S. Inflation Reduction Act (IRA) signed into law last August includes two tax credit programs for purchases of electric vehicles, one for commercial operators and one for private consumers. The EU has said this requirement discriminates against EU automotive producers (echoing similar complaints from Japan and South Korea) and warned that retaliatory action could follow unless it is changed.

U.S. Terminates AGOA Trade Preference Program for Burkina Faso: On January 1 the Office of the U.S. Trade Representative released a [statement](#): The United States today terminated Burkina Faso from the African Growth and Opportunity Act (AGOA) trade preference program for failing to meet the requirements of the AGOA statute. The Biden-Harris Administration is deeply concerned by the unconstitutional change in government in Burkina Faso. Burkina Faso will be provided with clear benchmarks for a pathway toward reinstatement and the Administration will work with their government to achieve that objective.

Services Trade Activity Likely to Weaken with Slowing Growth in Major Economies: World services trade activity appears to have weakened in the fourth quarter of 2022 and is likely to remain soft in the opening months of 2023, with slowing growth in major economies weighing on the post-pandemic recovery, according to the latest [WTO Services Trade Barometer](#) released on 22 December.

Export Report 2022: Services and Jobs Update: The US-China Business Council's annual [Export Report](#) takes a deep dive into the goods and services that US businesses export to China every year and the American jobs supported by those exports. Key takeaways: US goods exports to China hit an all-time high in 2021; US services exports to China expanded slightly in 2021; The number of US jobs supported by US goods and services exports to China in 2021 topped 1 million, powered by strong goods export growth that year and assisted by growth in services exports.

Global Rankings of International Trade Master's Programs: The Hinrich Foundation, in partnership with educational ranking expert QS, launched the [International Trade Rankings](#). These first-of-a-kind rankings, which will be published annually, provide a data-driven view of the world's top international trade-related master's programs. Through the rankings, the Foundation supports students to identify programs that will secure them employment and accelerate their trade careers, enables companies to hire work-ready talent, and provides universities with comparability, recognition, and the means to enhance their global trade programs.

Projected U.S. Recession in Early 2023 Will Soften Freight Market: As reported in CSCMP's [Supply Chain Quarterly](#) on December 14, the U.S. economy in 2023 will start with weak demand met with mostly adequate inventories. Shippers can expect sufficient freight capacity and lower rates as well as improved distribution center and warehousing availability. A combination of factors will lead to reduced demand in 2023 as the economy falls into a recession. These factors include inflation, consumer and business spending, inventories, and a U.S. Federal Reserve Board monetary policy focused on taming inflation. International trade is forecast to slow in 2023 with the value of U.S. imported goods declining 1.2% for the year (compared with the 16.4% increase estimated for all of 2022 and the jump of 23.4% seen in 2021). The U.S. will still run a trade deficit, but it will shrink, as exports will not slow as much as imports. The 2023 pace of goods exported is forecast to grow 1.4%, compared with the 19.1% growth estimated for 2022.

ITA/GC Member Trade Acceptance Group and Meridian Finance Group Awarded 2022 Brokers of the Year at the Export-Import Bank of the United States Annual Conference: EXIM awarded [Trade Acceptance Group](#) of Minnesota and California-based Meridian Finance Group their Broker of the Year award in recognition of their work as insurance brokers driving transactions and facilitating U.S. exports. One of EXIM's 18 Platinum tier brokers, Trade Acceptance Group (TAG) is licensed to do business in over two dozen states and has 270 insurance policies under management. With these awards, both companies become the first five-time winners in this category. Congratulations to our good friends at TAG!

Aye, Matey. High-Seas Pirate Attacks Are at Their Lowest in 30 Years: The Progressive Policy Institute's Ed Gresser, citing International Maritime Bureau (IMB) data, [reports](#) that high-seas piracy attacks in 2022 are likely to be around 120, the lowest in years. The IMB has tracked pirate attacks like these since the early 1990s. Its 2021 report tallied 132 attacks and attempts, fewer than in any year since 1994. The 2022 figures are down again, to 90 over the year's first nine months, suggesting a full-year total of about 120. For comparison, in 2000 there were 471 attacks and in 2002 there were 383.

New Visual Data Center for Your Business: The International Trade Administration at the U.S. Department of Commerce has unveiled a [Visual Data Center](#) – a central place to find a sample of data visualizations in a practical format. Tap into complex trade and industry data using interactive visual tools to help make better-informed data-driven decisions. You can also download the data for further analysis to unlock new insights. Among the data sets: Automotive Industry; Energy Industry; Foreign Direct Investment; Manufacturing Industry; Professional Business Services; Steel Industry; Textile and Apparel Industry; Trade Enforcement; Travel & Tourism Industry; U.S. Export Promotion; U.S. Trade Stats.

United States Is World's Top Destination for Foreign Direct Investment: A recent [IMF Blog](#) reports the United States recorded the largest increase of inward foreign direct investment of all economies in 2021. The latest release of the IMF's Coordinated Direct Investment Survey shows the U.S. position increasing by \$506 billion, or 11.3 percent, last year. For the 112 economies that reported data, inward FDI positions rose by an average of 7.1 percent in national currencies. In dollar terms, this global growth figure translates to only 2.3 percent, due to the recent strengthening of the greenback.

Goods Barometer Sinks below Trend as Global Import Demand Weakens: Trade growth is likely to slow in the closing months of 2022 and into 2023, according to the latest [WTO Goods Trade Barometer](#) as the global economy continues to be buffeted by strong headwinds. The current reading of 96.2 is below both the baseline value for the index and the previous reading of 100.0, reflecting cooling demand for traded goods. The Goods Trade Barometer is a composite leading indicator for world trade, providing real-time information on the trajectory of merchandise trade relative to recent trends. Values greater than 100 signal above-trend expansion while values less than 100 indicate below-trend growth.

Sustainable Trade Index 2022: The Hinrich-IMD [Sustainable Trade Index \(STI\)](#) measures how effectively 30 major trading economies are geared for long-term economic growth, environmental protection, and societal development across 70 indicators. Geopolitical tensions and the global economic slowdown have made economies more inward-looking. The sustainability of trade must remain a fundamental objective of the international community to ensure long-term economic growth and value creation. This year's STI, developed in partnership with IMD's World Competitiveness Center, examines the key factors affecting these trends.

CBP's 21st Century Customs Framework: The global trade environment has evolved significantly over the past several decades, driven by rapid technological changes, the continued expansion of the global marketplace, and the rise of e-commerce. Since the Customs Modernization Act of 1993, U.S. trade volumes have increased from \$600 billion to over \$2.7 trillion per year, with 2 million low value shipments entering the country daily. To meet current trade challenges, transformational reform is needed to protect American workers and business, ensure fair competition, increase transparency and accountability in the supply chain, and enable the swift and secure movement of legitimate goods across the U.S. border. The [21st Century Customs Framework](#) is a strategic initiative that seeks to achieve these outcomes.

WTO Issues New Edition of Trade Profiles: The WTO has just issued the latest edition of [Trade Profiles](#), an annual publication providing key data on merchandise trade and trade in commercial services for 197 economies. Each profile displays a sectoral breakdown of the economy's exports and imports, its main trading partners and its most traded products and services. For merchandise trade, top exports and imports are listed for both agricultural and non-agricultural products. For trade in services, data is provided for transport, travel and other commercial services. Foreign affiliate statistics (FATS) and statistics on intellectual property are also provided. The profiles are available for all WTO members and observers and for other selected economies. With each profile presented in a handy two-page format, the publication provides a concise overview of global trade.

World Investment Report 2022: The United Nations Conference on Trade & Development (UNCTAD) 2022 Report tracks global and regional investment trends, allowing policymakers to easily understand how investment flows and investment rules and policies are growing or changing. The 2022 Report is especially significant in its focus on upcoming reforms to international taxation rules and incentives for foreign investment, due to the widespread adoption and implementation of a new OECD agreement to institute a global minimum tax on large multinational enterprises (MNEs). Download the Report [here](#).

As US-China Relations Worsen, Expect Supply Chain Chaos: The trans-Pacific trade lane connecting the world's most important countries is a pillar of the global economy. But now it's becoming an epicenter of supply chain, financial and geopolitical risk, writes John Paul Hampstead in *FreightWaves*. During the pandemic, ocean container spot rates rocketed upward from approximately \$1,000 per 40-foot container to nearly \$20,000 last fall before plunging again to \$2,720 last week... [B]efore we give too much thought to strategic industrial policy, we should recognize the most immediate impact to supply chains and the trans-Pacific trade that the Chinese president's third term will have: the continuation of Xi's signature zero-COVID policy for the foreseeable future. For more, please see [here](#).

WTO, IFC Launch Joint Publication on Trade Finance in West Africa: A joint publication on “[Trade Finance in West Africa](#)” was launched by Director-General Ngozi Okonjo-Iweala and International Finance Corporation (IFC) Managing Director Makhtar Diop on 12 October in Washington D.C. Using the results of a survey of banks in the four largest economies of the Economic Community of West African States (ECOWAS) – Côte d’Ivoire, Ghana, Nigeria and Senegal – the publication assesses the shortfall in trade finance in these countries. It also outlines ways of removing obstacles to credit facilities and of unleashing the trade potential of the region. The publication finds that, despite recent growth, ECOWAS4 countries’ trade is vastly constrained by limited and costly trade finance, notably high rejection rates, expensive offerings, low coverage and high costs of trade. As a result, trade finance supports on average only 25% of trade in these countries.

Guide to Doing Business with the Multilateral Development Banks (MDBs): The U.S. Department of Commerce’s International Trade Administration has a Liaison Officer stationed at five different Multilateral Development Banks (MDBs): the African Development Bank; the Asian Development Bank; the European Bank for Reconstruction and Development; the Inter-American Development Bank; and the World Bank. Each MDB differs from the other in its geographic coverage, emphasis on public vs private projects, and overall development goals. This [guide](#) is a great resource for U.S. companies wishing to learn more about how to do business with the MDBs, which lend billions of dollars each year in developing countries.

Import/Export Certificate: Oakton Community College is now offering a one year, online 12 credit Import/Export Certificate. With the guidance of experienced professionals in the field, you will: Master industry-standard technology, payment systems and contracts; Learn about national and international trade regulations; Gain skills for negotiating across cultures and diverse legal systems; Graduate from the program with the skills you need to gain an entry-level position as a trade analyst, customs analyst, customs consultant, trade coordinator or compliance specialist. Learn more at: <https://catalog.oakton.edu/career-programs-pathways/global-business-studies/import-export-specialist-certificate/>.

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- Jan. 9 **BASIC EXPORT DOCUMENTATION.** Webinar, sponsored by the World Trade Research Institute, will give you a good overview of the most commonly used documents in international trade. 10:00 – 11:00 a.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejkun95c6f0939af&oseq=&c=&ch=>.
- Jan. 10 **MODERNIZED BROKER REGULATIONS.** Webinar, sponsored by Star USA, will provide an overview of what has changed and what it means for you. 9:00 – 10:00 a.m. CST. No fee; advance registration, required. For information & registration, please see: https://starusa.org/events/modernized-broker-regulations/?utm_medium=email&utm_campaign=2023%20Trade%20Webinars%20-%20January&utm_content=2023%20Trade%20Webinars%20-%20January+CID_7f772260b2a1c935f96cd04306c8706b&utm_source=Email%20marketing%20software&utm_term=Learn%20More.
- Jan. 10 **ANTIDUMPING AND COUNTERVAILING DUTY RISK MANAGEMENT.** Webinar, sponsored by the International Compliance Professionals Association and Braumiller Law Group, will explore the basics of AD / CVD and how to manage risks from an importer’s perspective. Topics include: *Antidumping (ADD)/Countervailing Duties (CVD) Basics; Who Can Petition; ADD/CVD Requirements; ADD/CVD Process; Basic Stages of an ADD/CVD Case; Essential Elements of an ADD/CVD Order; Avoiding/Minimizing Risks; Potential Relief Options; Potential Enforcement Consequences.* 10:30 a.m. CST. ICPA Members - \$25; Non-members - \$50. For information & registration, please see: <https://web.cvent.com/event/3152c34b-3f46-47e6-87d2-d063604e82a3/summary>.
- Jan. 10 **2023 GLOBAL ECONOMIC FORECAST.** Luncheon program sponsored by the Madison International Trade Association. Presentations by **Brendan McKenna**, Vice President and International Economist, Wells Fargo’s Corporate and Investment Bank, and **Dennis Winters**, Chief Economist, Wisconsin Department of Workforce Development. 10:30 a.m. – 2:00 p.m., UW Fluno Center Skyview Room, 601 University Avenue, Madison, WI. MITA Members - \$50; Non-members - \$75. For information & registration, please see: <https://events.mitatrade.org/events/Details/2023-global-economic-forecast-794612?sourceTypeId=Website>.

- Jan. 10 **TRADE COMPLIANCE RESET FOR 2023.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide a practical compliance checklist to guide your company throughout the new year. Among the topics: *HTS classification review in advance of the 2022 update; HTS classification and country of origin validation for Section 232 & 301 tariffs; Renewal of support documentation for special programs, including free trade agreements and Chapter 98; Forced labor: what to expect in terms of enforcement from Customs authorities and how to prepare; Valuation: reconciliation program, internal costs, and increased risks; Section 232 exclusion request information; Section 301 litigation and exclusion process update; Renewal of waivers for Chapter 98 and country of origin marking/labeling; The power of ACE: How to be proactive in identifying risks & opportunities.* 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/trade-compliance-reset-for-2023>.
- Jan. 11 **IMPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Overview of the Harmonized Tariff Schedule of the U.S.; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-webinar-3/>.
- Jan. 11 **NEW INCOTERMS 2020.** Webinar, sponsored by the World Trade Research Institute, will cover the basics of Incoterms including the most recent updates from 2020. 10:00 – 11:00 a.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejkun99ae35005ab&oseq=&c=&ch=>.
- Jan. 12 **IMPORTING 201.** Webinar, sponsored by the Global Training Center, will cover: *The Legal Requirement for Compliance; The Types of CBP Audits and Enforcement; Responding to CBP Audit Inquiries with a Focus on the FAR; Long before the Audit: Preparing Your Company for Regulatory Enforcement; Trusted Trader/ISA; Policy and Procedure Manual.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-201-webinar-6/>.
- Jan. 12 **THE CHALLENGES OF IMPLEMENTING A GLOBAL SCREENING PROGRAM.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review the essentials of developing and implementing such a program as well as related challenges, including the “50 percent rule” enforced by the Office of Foreign Assets Control. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/the-challenges-of-implementing-a-global-screening-program>.
- Jan. 16 - **BUILDING BLOCKS OF INTERNATIONAL TRADE.** Hybrid course, sponsored by the Global Training
Feb. 10 Center, is intended to provide a fundamental overview of international trade compliance for both import and export transactions. It covers rules and practical issues that arise from importing and exporting merchandise. Fee: \$895. For information & registration, please see: <https://www.globaltrainingcenter.com/products/hybrid/building-blocks-of-international-trade/>.
- Jan. 16 - **DIGITAL MARKETING AND E-COMMERCE FOR EXPORTERS.** Virtual training (Jan. 16, 23, 30,
Feb. 6) sponsored by Governors State University with the **International Trade Association of Greater Chicago** and others. The course will provide information on establishing international sales channels using digital marketing, effective website, and social media techniques, and how to use customer information to increase sales and satisfaction rates. No fee; advance registration required. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejjqp75f67d6c31e&oseq=&c=&ch=>.

- Jan. 18 **EXPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-2/>.
- Jan. 18 **GLOBAL TRADE OUTLOOK 2023: REBOOTING THE AMERICAN TRADE AGENDA.** 23rd Annual program (virtual) sponsored by the **International Trade Association of Greater Chicago** and **Wintrust Financial Corporation**. Presentation by **John G. Murphy**, Senior Vice President for International Policy, U.S. Chamber of Commerce who will share his decades of international policy insight and perspective on issues of current and immediate interest to the international business community. 12:00 – 1:00 p.m. CST. ITA/GC Members - \$25; Non-members - \$50. For information & registration, please see: <https://www.eventbrite.com/e/global-trade-outlook-2023-mind-the-trade-wars-tickets-461192698777>.
- Jan. 18 **EXPORT DOCUMENTATION.** Webinar, sponsored by the Illinois SBDC International Trade Center at the Women's Business Development Center, will present what exporters should know to be compliant, go over the various documents and advise where help is available. 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_L-DM5nSpQv-BBDgPcqtDIQ.
- Jan. 18 **OPPORTUNITIES IN THE IT SECTOR IN THE SOUTHERN CONE REGION.** Webinar, sponsored by the U.S. Commercial Service, will describe IT (Artificial Intelligence; Cybersecurity; Digital Accessibility; 5G; eCommerce) in the Southern Cone Region. 12:00 – 1:15 p.m. CST. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QCY>.
- Jan. 18 **ADVANCED EXPORT DOCUMENTATION.** Webinar, sponsored by the World Trade Research Institute, will cover less common and more unusual export documents so that you're not surprised by unusual requests. 1:00 – 2:00 p.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejkun99z1a000667&oseq=&c=&ch=>.
- Jan. 19 **INCOTERMS® 2020.** Webinar, sponsored by the Global Training Center, will cover: *Trade Terms for Domestic and International Transactions; Incoterms® 2020 Product Transportation and Risk of Loss; Terms for Any Mode; Maritime Terms; Costing Methods; Case Studies; Mistakes Made: Court Cases Involving Incoterms® Rules.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-webinar-10/>.
- Jan. 19 **LEGISLATIVE UPDATE.** Seminar sponsored by the Midwest Global Trade Association. Presentations by: Dr. **Eugene Laney Jr.**, President and Chief Executive Officer, American Association of Exporters and Importers; **Jessica Libby**, Principal, Trade & Customs, KPMG LLP; **John M. Peterson**, Partner, Neville Peterson LLC. 12:30 – 4:00 p.m. (Reception follows), Northern Tool + Equipment, 3800 Southcross Drive, Burnsville, MN. MGTA Members - \$75; Non-members - \$95. For information & registration, please see: <https://www.mgta.org/events/EventDetails.aspx?id=1699952&group=>.
- Jan. 19 **EXPORT CONTROLS & COMPLIANCE.** Webinar, sponsored by the World Trade Research Institute, will cover U.S. export controls including Export Administration Regulations, ITAR, and Trade Sanctions. 2:00 – 3:00 p.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejkun9b1cf3f5b81&oseq=&c=&ch=>.

- Jan. 19 **US & CHINA: TWIN ECONOMIC GROWTH ENGINES.** Virtual program sponsored by the China Project and East West Bank. Presentations by Dr. **Jason Hsu**, founder and chairman, Rayliant Global Advisors and **Agnes Lew**, Senior Vice President, Director of Wealth Management, East West Bank, who will discuss the risks and opportunities that lie ahead for investors in 2023. 7:00 – 8:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://events.thechinaproject.com/event/us-china-twin-economic-growth-engines/>.
- Jan. 20 **DOING BUSINESS WITH THE UNITED NATIONS.** Webinar, sponsored by the World Trade Research Institute, will offer an overview of the UN's more than \$27 billion procurement market. A senior official will share insights into the organization's demand for goods and services and explain how to get started with UN procurement, provide tips for winning UN tenders, and information and resources for support. 10:00 – 11:00 a.m. CST. Fee: \$65. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?oeidk=a07ejkun9c527ad8dad&llr=49hbmbjab>.
- Jan. 23 **DUTIES AND TAXES: THE FULL LANDED COST.** Webinar, sponsored by the World Trade Research Institute, will help you know what prices you can charge in different markets and help you target certain markets where you can be more price competitive. 10:00 – 11:00 a.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejkun9ddde44d149&oseq=&c=&ch=>.
- Jan. 24 **TARIFF CLASSIFICATION.** Webinar, sponsored by the Global Training Center, will cover: *Structure of the HTS; Difference between HTSUS and Schedule B; Tariff classification of products for imports and exports; General Rules of Interpretation (GRI); General Notes; How to apply for and use U.S. Customs classification rulings.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-webinar/>.
- Jan. 25 **2023 INTERNATIONAL TRADE TRENDS.** Webinar sponsored by the International Trade Council of Greater Kansas City. Presentation by Brian Murphy, JD, Partner, Miller & Company. 8:00 – 9:00 a.m. CST. ITCGKC Members – No fee; Non-members - \$10. For information & registration, please see: <https://itcgkc.org/event-5103645>.
- Jan. 25 **USMCA THE MODERNIZED NAFTA.** Webinar, sponsored by the Global Training Center, will cover: *USMCA Introduction; Definitions; A Closer Look at Origination; Finer Points of Origination; USMCA and Special Sectors; Origin Certification; USMCA in the Organization; Country of Origin for Marking Purposes; Article 2 USMCA's Effects on Temporary Entry, Duty Deferral and Duty Drawback.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/usmca-the-modernized-nafta-webinar-10/>.
- Jan. 25 **EXPORT 101.** Webinar sponsored by the Illinois SBDC International Trade Center at the College of DuPage, Business Development Center. Topics include: *Product classification; Export controls; Export process; International Payment; Logistics & INCOTERMS; Documentation; Financial resources and non-financial resources.* 10:00 – 11:00 a.m. CST. NO fee; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/37286>.
- Jan. 25 **WHAT'S NEW IN THE US-MEXICO-CANADA AGREEMENT.** Webinar, sponsored by the World Trade Research Institute, will describe the changes and additions to the agreement that replaced NAFTA., including details of the changes and how U.S. companies can take advantage of the new export opportunities. 1:00 – 2:00 p.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejkun9eb4e405c7a&oseq=&c=&ch=>.
- Jan. 26 **ENVIRONMENTAL OPPORTUNITIES IN CENTRAL ASIA.** Webinar, sponsored by the U.S. Commercial Service, will feature regional experts from the U.S. Department of Commerce, the European Bank for Reconstruction and Development (EBRD), and the U.S. Department of State. Participants will gain an overview of major industries, key trends, and future developments; hear about the work of and projects with the EBRD; understand the economic and commercial landscape of Uzbekistan. 7:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QDM>.

- Jan. 26 **WTA GLOBAL ECONOMIC OUTLOOK FEATURING CHRIS KUEHL.** Breakfast program sponsored by the Milwaukee Metropolitan Association of Commerce's World Trade Association. Presentation by Dr. **Chris Kuehl**, Global economist, thought leader, and Managing Director, Armada Corporate Intelligence. 7:30 – 9:30 a.m., 301 West Wisconsin Avenue, Suite 220, Milwaukee, WI. WTA Members - \$20; Non-members - \$40. For information & registration, please see: <https://web.mmac.org/events/WTA-Global-Economic-Outlook-featuring-Chris-Kuehl-4132/details>.
- Jan. 26 **“PARTNERING FOR COMPLIANCE™” CUSTOMS/IMPORT BOOT CAMP 2023.** Virtual program sponsored by Partnerships International, Inc. This collegial & interactive intensive program will focus on a broad spectrum of import regulatory & compliance matters of current relevance. Senior-level speakers from Braumiller Law Group, PLLC will provide solid & recent updates on U.S. initiatives & policies regarding customs and import regulatory matters of relevance to your business; extensive Q&A sessions will be included. Topics include: *Introduction to CBP; HTS Classification, Duty and Fees; Valuation for Customs and other requirements; Customs Programs, remedies & enforcement.* 8:00 a.m. – 3:00 p.m. CST. U.S. Government Employees - \$150 (by January 20; \$190 thereafter); Non-U.S. Government Employees - \$250 (by January 20; \$300 thereafter). For information & registration, please see: <http://www.partneringforcompliance.org/pfcimp23.pdf>.
- Jan. 26 **INTERNATIONAL LOGISTICS.** Webinar, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-webinar-12/>.
- Jan. 26 **EXPORT COMPLIANCE TRAINING.** Virtual hands-on training program, sponsored by the Midwest International Trade Association, is ideal for exporters of all experience levels. Presentation by **Mike Allocca**, Allocca Enterprises, who will help you: Be aware of the new export security requirements for all exporters; Have an 11-point checklist to guide you to full compliance on every export; Be aware of the required 8 lists that must be checked on all exports, and understand what common red flags means to you; Review the 5 questions that you are required to know about your customer in every export transaction and discuss strategies on how to implement these into your organization. 10:00 a.m. – 12:00 p.m. CST. MITA Members - \$100; Non-members - \$140. For information & registration (by January 20), please see: <https://mitaonline.org/events/export-compliance-training-webinar/>.
- Jan. 26 **EXPORT OPPORTUNITIES IN THE MIDDLE EAST.** Webinar, sponsored by the World Trade Research Institute, will cover key tips to selling into the region, avoiding pitfalls and taking advantage of selling duty-free with FTAs. 2:00 – 3:00 p.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejkun9f8ebc49f4a&oseq=&c=&ch=>.
- Jan. 30 - **VIRTUAL CUSTOMS BROKER EXAM PREP COURSE – APRIL 2023 EXAM.** Virtual course, Apr. 13 sponsored by Sandler, Travis & Rosenberg, P.A., is designed to prepare attendees to take and pass the customs broker examination. The course includes 40 hours of class instruction on topics such as broker regulations, entry, classification, valuation, free trade agreements, antidumping/ countervailing duty, fines, penalties and forfeitures, bonds, country of origin marking, liquidation, search and seizure, and intellectual property. Classes “meet” Mondays and Thursdays from 5:00 – 7:30 p.m. CST. Fee: \$1,050++. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/virtual-customs-broker-exam-prep-course-april-2023-exam>.
- Jan. 30 - **ARAB HEALTH (DUBAI, UAE).** The Illinois Office of Trade & Investment is organizing a trade Feb. 2 mission. ISTEP funds may be available to defray expenses. For information, please contact: sam.ntum@illinois.gov.

- Jan. 31 **COUNTRY OF ORIGIN**. Webinar, sponsored by the Global Training Center, will focus on: *International Definition of Country of Origin; CBP Definition of Country of Origin; FTC Rules on Country of Origin; Substantial Transformation; Country of Origin & Section 232/301 duties*. 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/country-of-origin-webinar-4/>.
- Feb. 2 **PARTNERING FOR SUCCESS IN EAST ASIA**. Webinar sponsored by the **International Trade Association of Greater Chicago**. Presentations by **Louise Kern**, Founder, Global Business Information Services and **Yvonne Liu Wolf**, Founder, Chinese Intercultural, LLC who will provide concrete advice on screening East Asian companies and interacting appropriately with them so you can maximize your commercial potential. 12:00 – 1:00 p.m. CST. ITA/GC Members - \$25; Non-members - \$40. For information & registration, please see: <https://www.eventbrite.com/e/partnering-for-success-in-east-asia-tickets-469623194617>.
- Feb. 5 - **2023 VIETNAM TRADE MISSION**. Multi-sector trade mission, organized by Dezan Shira & Associates and OrbisConnex, will travel to Hanoi, Danang, and Ho Chi Minh City (Saigon), where they will visit factories, company offices, government offices, and cultural sites that help contextualize US-Vietnam business cooperation. The goal of the trade mission is to introduce participants to the Vietnamese business environment and to resources that can help participants import from, export to, or invest in Vietnam. Fee: \$4,885. For information & registration, please see: <https://www.orbisconnex.com/event-details/2023-vietnam-trade-mission>.
- Feb. 7 - **EXPO MANUFACTURA (MONTERREY, MEXICO)**. The Illinois Office of Trade & Investment is organizing a trade mission. ISTEP funds may be available to defray expenses. For information, please contact: chris.sedgwick@illinois.gov.
- Feb. 7 **WORKING EFFECTIVELY WITH JAPANESE**. Webinar, sponsored by Japan Intercultural Consulting, will address the following topics: *Japanese communication style; Why Japanese tend to be vague/indirect - how to interpret what they mean; Why Japanese don't give a lot of feedback; Overcoming the language barrier; How to confirm whether you've been understood correctly; How decisions are made in Japanese organizations; Why Japanese avoid risk; How to get your ideas accepted by a Japanese organization; How to make meetings with Japanese more effective; How to build strong working relationships with Japanese; How to behave appropriately at meals and other social situations; What to keep in mind if you travel to Japan for business; What most bothers Japanese about the Americans they work with*. 8:00 a.m. – 3:00 p.m. CST. Fee: \$295. For information & registration, please see: <https://eventsframe.com/e/twQVNleTK/working-effectively-with-japanese/>.
- Feb. 7 **IMPORTING PROCEDURES**. Webinar, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Overview of the Harmonized Tariff Schedule of the U.S.; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security*. 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-webinar-4/>.
- Feb. 8 **ACCESS AFRICA NOW: KENYA**. First of an 8-part webinar series, sponsored by the U.S. Commercial Service, will present a uniquely comprehensive look at the promise of the African continent for U.S. exporters. Features include: Market information; opportunities and challenges; Direct interaction with on-the-ground U.S. Department of Commerce staff who can assist you in entering sub-Saharan Africa markets; Stories from U.S. companies that have succeeded on the continent; Ample opportunity to ask questions of the staff and companies; Insights on why U.S. Information & Communications Technology, Health Care Technology, and Design & Construction products and services are so in demand throughout Africa. 11:00 a.m. CST. Fee for the series: \$200. For information & registration, please see: <https://www.trade.gov/access-africa-now-webinar-series>.

- Feb. 10 **INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR)**. Webinar, sponsored by the Global Training Center, will cover: *The international traffic in arms regulations and United States Munitions List; Registration with the State Department; ITAR technical data controls; ITAR licenses; Compliance and enforcement; Regulation of brokering activities*. 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/itar-webinar-4/>.
- Feb. 14 **CTPAT**. Webinar, sponsored by the Global Training Center, will cover: *Supply Chain Risk and Vulnerability; Hard and Soft Benefits of Securing the Supply Chain; Product transportation and risk of loss; CTPAT Pros and Cons; CTPAT Basics & Mechanics*. 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/ctpat-webinar-4/>.
- Feb. 15 **INTERNATIONAL LOGISTICS**. Webinar, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation*. 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-webinar-10/>.
- Feb. 15 **OPPORTUNITIES IN THE MINING SECTOR IN THE SOUTHERN CONE REGION**. Webinar, sponsored by the U.S. Commercial Service, will describe business opportunities in the mining sector in the Southern Cone Region (Argentina, Chile, Paraguay & Uruguay). 12:00 – 1:15 p.m. CST. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QCX>.
- Feb. 16 **INCOTERMS[®] 2020**. Webinar, sponsored by the Global Training Center, will cover: *Trade Terms for Domestic and International Transactions; Incoterms[®] 2020 Product Transportation and Risk of Loss; Terms for Any Mode; Maritime Terms; Costing Methods; Case Studies; Mistakes Made: Court Cases Involving Incoterms[®] Rules*. 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-webinar-11/>.
- Feb. 21 **TARIFF CLASSIFICATION**. Webinar, sponsored by the Global Training Center, will cover: *Structure of the HTS; Difference between HTSUS and Schedule B; Tariff classification of products for imports and exports; General Rules of Interpretation (GRI); General Notes; How to apply for and use U.S. Customs classification rulings*. 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-webinar-2/>.
- Feb. 21 **USMCA & OTHER FTAs**. Webinar, sponsored by Star USA, will address: *Why USMCA is not NAFTA; Business benefits of participating in FTAs; The product qualification process; Common mistakes & how to avoid them*. 9:00 – 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: https://starusa.org/events/usmca-other-ftas/?utm_medium=email&utm_campaign=2023%20Trade%20Webinars%20-%20January&utm_content=2023%20Trade%20Webinars%20-%20January+CID_7f772260b2a1c935f96cd04306c8706b&utm_source=Email%20marketing%20software&utm_term=Learn%20More.
- Feb. 22 **USMCA THE MODERNIZED NAFTA**. Webinar, sponsored by the Global Training Center, will cover: *USMCA Introduction; Definitions; A Closer Look at Origination; Finer Points of Origination; USMCA and Special Sectors; Origin Certification; USMCA in the Organization; Country of Origin for Marking Purposes; Article 2 USMCA's Effects on Temporary Entry, Duty Deferral and Duty Drawback*. 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/usmca-the-modernized-nafta-webinar-13/>.
- Feb. 22 **OPPORTUNITIES IN THE CANADA MUSIC INDUSTRY**. Webinar, sponsored by the U.S. Commercial Service, will cover an industry overview (popular genres, music trends), and IP/copyrights/music licensing. 10:00 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QKJ>.

- Feb. 23 **EXPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-3/>.
- Feb. 23 **THE DIGITAL HEALTH INDUSTRY – HOW TO ACCESS GLOBAL OPPORTUNITIES.** Webinar sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Monica Toporkiewicz**, Senior International Trade Specialist, U.S. Commercial Service, Chicago (part of the U.S. Department of Commerce’s International Trade Administration), who will provide an overview of the global opportunities and challenges in this industry sector. Discover what programs are available through the U.S. Commercial Service office. 10:00 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://tadclc.bdifocus.com/Training/TrainingDetails.aspx?tid=590>.
- Feb. 27 - **MOBILE WORLD CONGRESS (BARCELONA, SPAIN).** The Illinois Office of Trade & Investment is organizing a trade mission. ISTEP funds may be available to defray expenses. For information, please contact: sstead@illinoiseurope.com.
- Feb. 28 **LETTERS OF CREDIT.** Webinar, sponsored by the Global Training Center, will cover: *Introduction/Decision Criteria; Letters of Credit as Method of Payment; Review of L/C Procedure as Exporter and as Importer; Look at Various Types of L/C’s; Special Types of Letters of Credit; Uniform Customs and Practice for Documentary Credits – Rules of the Articles and Note on Each Article; Transaction Review – Export; Transaction Review – Import; Case Study On An Export Letter Of Credit; Non-Traditional Payment Methods.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/letters-of-credit-webinar-6/>.
- Mar. 7 **LETTERS OF CREDIT.** Class, sponsored by the Global Training Center, will cover: *Introduction/Decision Criteria; Letters of Credit as Method of Payment; Review of L/C Procedure as Exporter and as Importer; Look at Various Types of L/C’s; Special Types of Letters of Credit; Uniform Customs and Practice for Documentary Credits – Rules of the Articles and Note on Each Article; Transaction Review – Export; Transaction Review – Import; Case Study On An Export Letter Of Credit; Non-Traditional Payment Methods.* 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$645. For information & registration, please see: <https://www.globaltrainingcenter.com/event/letters-of-credit-chicago-il/>.
- Mar. 8 - **TRADE MISSION TO SOUTHEAST ASIA.** The Illinois SBDC International Trade Center at Bradley University is leading a trade mission to Thailand and Vietnam that will include pre-departure training, business-to-business and business-to-government matchmaking meetings with pre-screened buyers, agents, distributors and joint-venture partners with options for vetted matchmaking in Singapore, Malaysia, Indonesia and the Philippines. The mission will be participating in the U.S. Commercial Service’s Trade Winds Forum. This is the U.S. government’s largest overseas business development forum and will be hosted in Bangkok, Thailand from March 13-March 15. On March 10th, there are options for matchmaking in Singapore, Vietnam or the Philippines. On March 16th, there will be matchmaking in Indonesia or Malaysia. All eligible companies participating in the Bradley Trade Mission will receive 50% - 75% reimbursement of approved program and travel costs through the Illinois STEP program. Separate from Trade Winds, we are offering matchmaking for manufacturing and sourcing partners and an in-depth distributor search option. For information & registration, please contact Jim Ryan: jryan@bradley.edu.
- Mar. 8 **INTERNATIONAL LOGISTICS.** Class, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation.* 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$645. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-chicago-il/>.

- Mar. 8 **EXPORT TO MEXICO.** Webinar, sponsored by the Global Training Center, will cover: *An Overview of Mexico; Leaving the United States; Entering Mexico; Mexico Tariff Schedule; Non-tariff Regulations & Restrictions; Trade Promotions & Initiatives; Information Resources.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/export-to-mexico-webinar/>.
- Mar. 8 **ACCESS AFRICA NOW: SOUTH AFRICA.** Second of an 8-part webinar series, sponsored by the U.S. Commercial Service, will present a uniquely comprehensive look at the promise of the African continent for U.S. exporters. Features include: Market information; opportunities and challenges; Direct interaction with on-the-ground U.S. Department of Commerce staff who can assist you in entering sub-Saharan Africa markets; Stories from U.S. companies that have succeeded on the continent; Ample opportunity to ask questions of the staff and companies; Insights on why U.S. Information & Communications Technology, Health Care Technology, and Design & Construction products and services are so in demand throughout Africa. 11:00 a.m. CST. Fee for the series: \$200. For information & registration, please see: <https://www.trade.gov/access-africa-now-webinar-series>.
- Mar. 8 **OPPORTUNITIES IN CLEAN TECHNOLOGY IN THE SOUTHERN CONE REGION.** Webinar, sponsored by the U.S. Commercial Service, will review commercial opportunities in the Clean Technology sector for Uruguay, Argentina and Chile. 12:00 – 1:15 p.m. CST. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QCZ>.
- Mar. 9 **EXPORTING PROCEDURES.** Class, sponsored by the Global Training Center, will cover: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean.* 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$645. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-chicago-il/>,
- Mar. 9 **EXPORT TO CANADA.** Webinar, sponsored by the Global Training Center, will focus on: *Doing business in Canada; To market, to market; Policers, PGAs, partners and providers; Expanding your markets: leaving the U.S.; Canadian import procedures; Special import considerations and duty reduction programs; NAFTA and other free trade agreements; BSCA enforcement; Other programs.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/export-to-canada-webinar/>.
- Mar. 10 **INCOTERMS® STRATEGIES.** Class, sponsored by the Global Training Center, will review the strategy and tactics of negotiating the minimization of landed cost and the maximization of profit from both perspectives of purchasing and sales. 8:30 a.m. – 12:00 p.m., Chicago. Fee: \$445. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-strategies-chicago-il/>.
- Mar. 12 - 17 **EXECUTIVE-LED MIDDLE EAST CLEAN TECH TRADE MISSION SAUDI ARABIA, UNITED ARAB EMIRATES AND ISRAEL.** Organized and led by the U.S. Department of Commerce, this trade mission will introduce U.S. companies and trade associations to the United States' largest trading partners and four of the largest economies in the Middle East, all of whose governments are investing heavily in Clean Tech to contribute to the global fight against climate change and to diversify and develop their economies. This mission will also offer an opportunity for participants to meet with key Saudi, Emirati, Israeli, and Qatari project decision makers while in the presence of a senior Commerce Executive – and such senior leader messaging is vital in a region where governments play such an important role in the economy. This trade mission will include: Customized one-on-one business appointments with pre-screened potential buyers, agents, distributors, and joint venture partners; Meetings with industry leaders; Meetings with government officials; Networking events; Market briefings; Site Visits. For information & an application, please see: <https://www.trade.gov/middle-east-clean-tech-trade-mission>.

- Mar. 13 - **ACCESS ASEAN: EXPLORE BUSINESS OPPORTUNITIES IN SOUTHEAST ASIA AND BEYOND.**
15 Trade Winds Bangkok is the largest U.S. government-led trade mission and business development forum. Organized by the U.S. Commercial Service, Trade Winds will feature meetings with U.S. commercial diplomats from over 20 countries in Southeast Asia and beyond, plus exciting conference programming, and plenty of networking. Qualified U.S. businesses may customize their trade mission experience with optional business-to-business matchmaking meetings with pre-screened buyers, agents, distributors or joint-venture partners in Thailand as well as Singapore, Philippines, Vietnam (March 9-10) and Indonesia and Malaysia (March 15-16). For information & registration, please see: <https://www.trade.gov/trade-winds>.
- Mar. 14 **WORKING EFFECTIVELY WITH JAPANESE.** Webinar, sponsored by Japan Intercultural Consulting, will address the following topics: *Japanese communication style; Why Japanese tend to be vague/indirect - how to interpret what they mean; Why Japanese don't give a lot of feedback; Overcoming the language barrier; How to confirm whether you've been understood correctly; How decisions are made in Japanese organizations; Why Japanese avoid risk; How to get your ideas accepted by a Japanese organization; How to make meetings with Japanese more effective; How to build strong working relationships with Japanese; How to behave appropriately at meals and other social situations; What to keep in mind if you travel to Japan for business; What most bothers Japanese about the Americans they work with.* 8:00 a.m. – 3:00 p.m. CDT. Fee: \$295. For information & registration, please see: <https://eventsframe.com/e/mrwkzlzFBK/working-effectively-with-japanese/>.
- Mar. 14 **SANCTIONS & ANTIBOYCOTT.** Webinar, sponsored by Star USA, will discuss trends in sanction creation, antiboycott actions, and enforcement priorities, Including: Recent government enforcement actions; Red Flags; Resources. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://starusa.org/events/sanctions-antiboycott/?utm_medium=email&utm_campaign=2023%20Trade%20Webinars%20-%20January&utm_content=2023%20Trade%20Webinars%20-%20January+CID_7f772260b2a1c935f96cd04306c8706b&utm_source=Email%20marketing%20software&utm_term=Learn%20More.
- Mar. 16 **IMPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Overview of the Harmonized Tariff Schedule of the U.S.; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-webinar-5/>.
- Mar. 21 **TARIFF CLASSIFICATION.** Class, sponsored by the Global Training Center, will cover: *Structure of the HTS; Difference between HTSUS and Schedule B; Tariff classification of products for imports and exports; General Rules of Interpretation (GRI); General Notes; How to apply for and use U.S. Customs classification rulings.* 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$645. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-chicago-il/>.
- Mar. 21 **EXPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-4/>.
- Mar. 22 **USMCA THE MODERNIZED NAFTA.** Class, sponsored by the Global Training Center, will cover: *USMCA Introduction; Definitions; A Closer Look at Origination; Finer Points of Origination; USMCA and Special Sectors; Origin Certification; USMCA in the Organization; Country of Origin for Marking Purposes; Article 2 USMCA's Effects on Temporary Entry, Duty Deferral and Duty Drawback.* 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$645. For information & registration, please see: <https://www.globaltrainingcenter.com/event/usmca-the-modernized-nafta-chicago-il/>.

- Mar. 22 **INCOTERMS® 2020**. Webinar, sponsored by the Global Training Center, will cover: *Trade Terms for Domestic and International Transactions; Incoterms® 2020 Product Transportation and Risk of Loss; Terms for Any Mode; Maritime Terms; Costing Methods; Case Studies; Mistakes Made: Court Cases Involving Incoterms® Rules*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-webinar-12/>.
- Mar. 23 **IMPORTING PROCEDURES**. Class, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Overview of the Harmonized Tariff Schedule of the U.S.; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security*. 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$645. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-chicago-il/>.
- Mar. 23 **DOING BUSINESS IN SOUTHEAST ASIA: DISCOVERING THAILAND, INDONESIA, MALAYSIA, VIETNAM, AND THE PHILIPPINES**. Webinar sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Emilia Linardakis**, a successful entrepreneur and SME with +20 years of international experience in global education training and global strategy, who will describe what cultural issues should be kept in mind and the significant differences between these countries. She will also discuss etiquette and communication patterns in business. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://tadclc.bdifocus.com/Training/TrainingDetails.aspx?tid=591>.
- Mar. 24 **IMPORTING 201**. Class, sponsored by the Global Training Center, will cover: *The Legal Requirement for Compliance; The Types of CBP Audits and Enforcement; Responding to CBP Audit Inquiries with a Focus on the FAR; Long before the Audit: Preparing Your Company for Regulatory Enforcement; Trusted Trader/ISA; Policy and Procedure Manual*. 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$645. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-201-chicago-il/>.
- Mar. 24 **COUNTRY OF ORIGIN**. Webinar, sponsored by the Global Training Center, will focus on: *International Definition of Country of Origin; CBP Definition of Country of Origin; FTC Rules on Country of Origin; Substantial Transformation; Country of Origin & Section 232/301 duties*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/country-of-origin-webinar-5/>.
- Mar. 27 - **AMCHAM KENYA BUSINESS SUMMIT & TANZANIA B2B (NAIROBI, KENYA & DAR ES SALAAM,**
Apr. 5 **TANZANIA)**. The Illinois Office of Trade & Investment is organizing a trade mission. ISTEP funds may be available to defray expenses. For information, please contact: sam.ntum@illinois.gov.
- Mar. 27 - **EXECUTIVE LED BUSINESS DEVELOPMENT TRADE MISSION TO KENYA (WITH OPTIONAL**
30 **STOP IN TANZANIA)**. This mission, led by the United States Department of Commerce, International Trade Administration, coincides with the American Chamber of Commerce Kenya's Regional Business Summit that brings together key government and business leaders from East Africa – Kenya, Ethiopia, Rwanda, Tanzania, Uganda, and the Democratic Republic of the Congo. Learn about Kenya's new economic plan, current and prospective government projects, and present their products and solutions that can help the government achieve its economic goals. For information, please contact: larry.tabash@trade.gov; for an application, please see: <https://emenuapps.ita.doc.gov/ePublic/TM/3N1G>.
- Mar. 28 **INTERNATIONAL LOGISTICS**. Webinar, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-webinar-13/>.

- Mar. 29 **TARIFF CLASSIFICATION.** Webinar, sponsored by the Global Training Center, will cover: *Structure of the HTS; Difference between HTSUS and Schedule B; Tariff classification of products for imports and exports; General Rules of Interpretation (GRI); General Notes; How to apply for and use U.S. Customs classification rulings.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-webinar-3/>.
- Mar. 30 **USMCA THE MODERNIZED NAFTA.** Webinar, sponsored by the Global Training Center, will cover: *USMCA Introduction; Definitions; A Closer Look at Origination; Finer Points of Origination; USMCA and Special Sectors; Origin Certification; USMCA in the Organization; Country of Origin for Marking Purposes; Article 2 USMCA's Effects on Temporary Entry, Duty Deferral and Duty Drawback.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/usmca-the-modernized-nafta-webinar-11/>.
- Apr. 11 - **EDUCATION TRADE MISSION TO BRAZIL.** The U.S. Commercial Service is leading this mission to 15 three cities in Brazil: São Palo, Fortaleza, and Salvador. This mission seeks to connect new to export U.S. Higher Educational Institutions (HEIs), including minority serving institutions such as Historically Black Colleges and Universities, to university/institution partners, foundations, education consultants, and potential students in Brazil. The program will include embassy briefings, one-on-one appointments with potential partners, and networking and cultural events in each of the three cities to recruit Brazilian students to the United States and facilitate partnerships between U.S. and Brazilian education institutions. For information & an application, please contact: Jennifer.Woods@trade.gov.
- Apr. 11 **IMPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Overview of the Harmonized Tariff Schedule of the U.S.; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-webinar-6/>.
- Apr. 12 **LETTERS OF CREDIT.** Webinar, sponsored by the Global Training Center, will cover: *Introduction/Decision Criteria; Letters of Credit as Method of Payment; Review of L/C Procedure as Exporter and as Importer; Look at Various Types of L/C's; Special Types of Letters of Credit; Uniform Customs and Practice for Documentary Credits – Rules of the Articles and Note on Each Article; Transaction Review – Export; Transaction Review – Import; Case Study On An Export Letter Of Credit; Non-Traditional Payment Methods.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/letters-of-credit-webinar-7/>.
- Apr. 12 **ACCESS AFRICA NOW: GHANA.** Third of an 8-part webinar series, sponsored by the U.S. Commercial Service, will present a uniquely comprehensive look at the promise of the African continent for U.S. exporters. Features include: Market information; opportunities and challenges; Direct interaction with on-the-ground U.S. Department of Commerce staff who can assist you in entering sub-Saharan Africa markets; Stories from U.S. companies that have succeeded on the continent; Ample opportunity to ask questions of the staff and companies; Insights on why U.S. Information & Communications Technology, Health Care Technology, and Design & Construction products and services are so in demand throughout Africa. 11:00 a.m. CDT. Fee for the series: \$200. For information & registration, please see: <https://www.trade.gov/access-africa-now-webinar-series>.
- Apr. 13 **INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR).** Webinar, sponsored by the Global Training Center, will cover: *The international traffic in arms regulations and United States Munitions List; Registration with the State Department; ITAR technical data controls; ITAR licenses; Compliance and enforcement; Regulation of brokering activities.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/itar-webinar-5/>.

- Apr. 13 **OPPORTUNITIES IN THE TRANSPORTATION & ELECTROMOBILITY SECTOR IN THE SOUTHERN CONE REGION.** Webinar, sponsored by the U.S. Commercial Service, will describe how governments in the region are developing electromobility strategies as part of their efforts to lower carbon emissions. 12:00 – 1:15 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QD0>.
- Apr. 18 **EXPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-5/>.
- Apr. 19 **INCOTERMS® 2020.** Webinar, sponsored by the Global Training Center, will cover: *Trade Terms for Domestic and International Transactions; Incoterms® 2020 Product Transportation and Risk of Loss; Terms for Any Mode; Maritime Terms; Costing Methods; Case Studies; Mistakes Made: Court Cases Involving Incoterms® Rules.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-webinar-13/>.
- Apr. 24 - 27 **EXPOMIN (SANTIAGO, CHILE).** The Illinois Office of Trade & Investment is organizing a trade mission. ISTEP funds may be available to defray expenses. For information, please contact: chris.sedgwick@illinois.gov.
- Apr. 24 **TARIFF CLASSIFICATION.** Webinar, sponsored by the Global Training Center, will cover: *Structure of the HTS; Difference between HTSUS and Schedule B; Tariff classification of products for imports and exports; General Rules of Interpretation (GRI); General Notes; How to apply for and use U.S. Customs classification rulings.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-webinar-4/>.
- Apr. 25 **USMCA THE MODERNIZED NAFTA.** Webinar, sponsored by the Global Training Center, will cover: *USMCA Introduction; Definitions; A Closer Look at Origination; Finer Points of Origination; USMCA and Special Sectors; Origin Certification; USMCA in the Organization; Country of Origin for Marking Purposes; Article 2 USMCA's Effects on Temporary Entry, Duty Deferral and Duty Drawback.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/usmca-the-modernized-nafta-webinar-14/>.
- Apr. 26 **INTERNATIONAL LOGISTICS.** Webinar, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-webinar-14/>.
- Apr. 27 **CTPAT.** Webinar, sponsored by the Global Training Center, will cover: *Supply Chain Risk and Vulnerability; Hard and Soft Benefits of Securing the Supply Chain; Product transportation and risk of loss; CTPAT Pros and Cons; CTPAT Basics & Mechanics.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/ctpat-webinar-5/>.
- May 3 **EXPORT TO CANADA.** Webinar, sponsored by the Global Training Center, will focus on: *Doing business in Canada; To market, to market; Policers, PGAs, partners and providers; Expanding your markets: leaving the U.S.; Canadian import procedures; Special import considerations and duty reduction programs; NAFTA and other free trade agreements; BSCA enforcement; Other programs.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/export-to-canada-webinar-4/>.

- May 4 **EXPORT TO MEXICO.** Webinar, sponsored by the Global Training Center, will cover: *An Overview of Mexico; Leaving the United States; Entering Mexico; Mexico Tariff Schedule; Non-tariff Regulations & Restrictions; Trade Promotions & Initiatives; Information Resources.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/export-to-mexico-webinar-4/>.
- May 9 - **SIAL (TORONTO, CANADA).** The Illinois Office of Trade & Investment is organizing a trade mission. ISTEP funds may be available to defray expenses. For information, please contact: chris.sedgwick@illinois.govv.
- May 9 **IMPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Overview of the Harmonized Tariff Schedule of the U.S.; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-webinar-8/>.
- May 10 **IMPORTING 201.** Webinar, sponsored by the Global Training Center, will cover: *The Legal Requirement for Compliance; The Types of CBP Audits and Enforcement; Responding to CBP Audit Inquiries with a Focus on the FAR; Long before the Audit: Preparing Your Company for Regulatory Enforcement; Trusted Trader/ISA; Policy and Procedure Manual.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-201-webinar-7/>.
- May 10 **ACCESS AFRICA NOW: NIGERIA.** Fourth of an 8-part webinar series, sponsored by the U.S. Commercial Service, will present a uniquely comprehensive look at the promise of the African continent for U.S. exporters. Features include: Market information; opportunities and challenges; Direct interaction with on-the-ground U.S. Department of Commerce staff who can assist you in entering sub-Saharan Africa markets; Stories from U.S. companies that have succeeded on the continent; Ample opportunity to ask questions of the staff and companies; Insights on why U.S. Information & Communications Technology, Health Care Technology, and Design & Construction products and services are so in demand throughout Africa. 11:00 a.m. CDT. Fee for the series: \$200. For information & registration, please see: <https://www.trade.gov/access-africa-now-webinar-series>.
- May 16 **COUNTRY OF ORIGIN.** Webinar, sponsored by the Global Training Center, will focus on: *International Definition of Country of Origin; CBP Definition of Country of Origin; FTC Rules on Country of Origin; Substantial Transformation; Country of Origin & Section 232/301 duties.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/country-of-origin-webinar-6/>.
- May 17 **EXPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms[®] 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-6/>.
- May 18 **INCOTERMS[®] 2020.** Webinar, sponsored by the Global Training Center, will cover: *Trade Terms for Domestic and International Transactions; Incoterms[®] 2020 Product Transportation and Risk of Loss; Terms for Any Mode; Maritime Terms; Costing Methods; Case Studies; Mistakes Made: Court Cases Involving Incoterms[®] Rules.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-webinar-14/>.

- May 25 **INTERNATIONAL LOGISTICS.** Webinar, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-webinar-15/>.
- May 25 **INTRODUCTION TO EXPORTING.** Webinar sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Kevin Kim**, a client-focused and result-driven international trade specialist at the Illinois SBDC and International Trade Center at the College of Lake County. This virtual workshop will provide you with a comprehensive overview of export requirements and procedures. Learn how to prepare for exporting and execute your export plan. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://tadclc.bdifocus.com/Training/TrainingDetails.aspx?tid=422>.
- Jun. 7 **LETTERS OF CREDIT.** Webinar, sponsored by the Global Training Center, will cover: *Introduction/Decision Criteria; Letters of Credit as Method of Payment; Review of L/C Procedure as Exporter and as Importer; Look at Various Types of L/C's; Special Types of Letters of Credit; Uniform Customs and Practice for Documentary Credits – Rules of the Articles and Note on Each Article; Transaction Review – Export; Transaction Review – Import; Case Study On An Export Letter Of Credit; Non-Traditional Payment Methods.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/letters-of-credit-webinar-8/>.
- Jun. 13 **IMPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Overview of the Harmonized Tariff Schedule of the U.S.; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-webinar-9/>.
- Jun. 14 **ACCESS AFRICA NOW: MOZAMBIQUE.** Fifth of an 8-part webinar series, sponsored by the U.S. Commercial Service, will present a uniquely comprehensive look at the promise of the African continent for U.S. exporters. Features include: Market information; opportunities and challenges; Direct interaction with on-the-ground U.S. Department of Commerce staff who can assist you in entering sub-Saharan Africa markets; Stories from U.S. companies that have succeeded on the continent; Ample opportunity to ask questions of the staff and companies; Insights on why U.S. Information & Communications Technology, Health Care Technology, and Design & Construction products and services are so in demand throughout Africa. 11:00 a.m. CDT. Fee for the series: \$200. For information & registration, please see: <https://www.trade.gov/access-africa-now-webinar-series>.
- Jun. 14 **OPPORTUNITIES IN THE DEFENSE AND SAFETY AND SECURITY SECTOR IN THE SOUTHERN CONE REGION.** Webinar, sponsored by the U.S. Commercial Service, will review each country's priorities. 12:00 – 1:15 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QD8>.
- Jun. 15 **INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR).** Webinar, sponsored by the Global Training Center, will cover: *The international traffic in arms regulations and United States Munitions List; Registration with the State Department; ITAR technical data controls; ITAR licenses; Compliance and enforcement; Regulation of brokering activities.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/itar-webinar-6/>.
- Jun. 19 - 25 **PARIS AIR SHOW (PARIS, FRANCE).** The Illinois Office of Trade & Investment is organizing a trade mission. ISTEP funds may be available to defray expenses. For information, please contact: sstead@illinoiseurope.com.

- Jun. 20 **INTERNATIONAL LOGISTICS**. Webinar, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-webinar-11/>.
- Jun. 21 - **FLORIDA INTERNATIONAL MEDICAL EXPOSITION (MIAMI)**. The Illinois Office of Trade & Investment is organizing a trade mission. ISTEP funds may be available to defray expenses. For information, please contact: chris.sedgwick@illinois.gov.
- Jun. 21 **INCOTERMS® 2020**. Webinar, sponsored by the Global Training Center, will cover: *Trade Terms for Domestic and International Transactions; Incoterms® 2020 Product Transportation and Risk of Loss; Terms for Any Mode; Maritime Terms; Costing Methods; Case Studies; Mistakes Made: Court Cases Involving Incoterms® Rules*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-webinar-15/>.
- Jun. 22 **EXPORTING PROCEDURES**. Webinar, sponsored by the Global Training Center, will cover: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-8/>.
- Jun. 22 **INFORMATION SESSIONS – SELL GLOBAL WITH EXPORTING ASSISTANCE SERVICES**. Webinar sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Kevin Kim**, a client-focused and result-driven international trade specialist at the Illinois SBDC and International Trade Center at the College of Lake County. Attend this virtual information session to learn about how your company can start selling its exportable products and services internationally. 10:00 – 10:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/information-sessions-sell-global-with-exporting-assistance-services-registration-200438245187>.
- Jun. 26 - **COLLISION (TORONTO, CANADA)**. The Illinois Office of Trade & Investment is organizing a trade mission. ISTEP funds may be available to defray expenses. For information, please contact: chris.sedgwick@illinois.gov.
- Jun. 26 **TARIFF CLASSIFICATION**. Webinar, sponsored by the Global Training Center, will cover: *Structure of the HTS; Difference between HTSUS and Schedule B; Tariff classification of products for imports and exports; General Rules of Interpretation (GRI); General Notes; How to apply for and use U.S. Customs classification rulings*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-webinar-7/>.
- Jun. 27 **USMCA THE MODERNIZED NAFTA**. Webinar, sponsored by the Global Training Center, will cover: *USMCA Introduction; Definitions; A Closer Look at Origination; Finer Points of Origination; USMCA and Special Sectors; Origin Certification; USMCA in the Organization; Country of Origin for Marking Purposes; Article 2 USMCA's Effects on Temporary Entry, Duty Deferral and Duty Drawback*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/usmca-the-modernized-nafta-webinar-15/>.
- Jun. 29 **CTPAT**. Webinar, sponsored by the Global Training Center, will cover: *Supply Chain Risk and Vulnerability; Hard and Soft Benefits of Securing the Supply Chain; Product transportation and risk of loss; CTPAT Pros and Cons; CTPAT Basics & Mechanics*. 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/ctpat-webinar-6/>.

- Jul. 12 ***ACCESS AFRICA NOW: TANZANIA.*** Sixth of an 8-part webinar series, sponsored by the U.S. Commercial Service, will present a uniquely comprehensive look at the promise of the African continent for U.S. exporters. Features include: Market information; opportunities and challenges; Direct interaction with on-the-ground U.S. Department of Commerce staff who can assist you in entering sub-Saharan Africa markets; Stories from U.S. companies that have succeeded on the continent; Ample opportunity to ask questions of the staff and companies; Insights on why U.S. Information & Communications Technology, Health Care Technology, and Design & Construction products and services are so in demand throughout Africa. 11:00 a.m. CDT. Fee for the series: \$200. For information & registration, please see: <https://www.trade.gov/access-africa-now-webinar-series>.
- Jul. 13 ***OPPORTUNITIES IN THE HEALTHCARE SECTOR IN THE SOUTHERN CONE REGION.*** Webinar, sponsored by the U.S. Commercial Service, will describe priorities for Argentina, Chile and Uruguay. 12:00 – 1:15 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QD7>.
- Aug. 9 ***ACCESS AFRICA NOW: ANGOLA.*** Seventh of an 8-part webinar series, sponsored by the U.S. Commercial Service, will present a uniquely comprehensive look at the promise of the African continent for U.S. exporters. Features include: Market information; opportunities and challenges; Direct interaction with on-the-ground U.S. Department of Commerce staff who can assist you in entering sub-Saharan Africa markets; Stories from U.S. companies that have succeeded on the continent; Ample opportunity to ask questions of the staff and companies; Insights on why U.S. Information & Communications Technology, Health Care Technology, and Design & Construction products and services are so in demand throughout Africa. 11:00 a.m. CDT. Fee for the series: \$200. For information & registration, please see: <https://www.trade.gov/access-africa-now-webinar-series>.
- Sep. 13 ***ACCESS AFRICA NOW: ETHIOPIA.*** Last of an 8-part webinar series, sponsored by the U.S. Commercial Service, will present a uniquely comprehensive look at the promise of the African continent for U.S. exporters. Features include: Market information; opportunities and challenges; Direct interaction with on-the-ground U.S. Department of Commerce staff who can assist you in entering sub-Saharan Africa markets; Stories from U.S. companies that have succeeded on the continent; Ample opportunity to ask questions of the staff and companies; Insights on why U.S. Information & Communications Technology, Health Care Technology, and Design & Construction products and services are so in demand throughout Africa. 11:00 a.m. CDT. Fee for the series: \$200. For information & registration, please see: <https://www.trade.gov/access-africa-now-webinar-series>.

About the ITA/GC

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. The ITA/GC's focus is on practicality: on building knowledge and enabling relationships that help people do international business. While our scope of interest is diverse – all aspects of trading and commercial activity across all geographies and all industries – our work is simple: **to help others gain understanding that is personal, current and actionable.**

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.

About Barnes Richardson

Barnes Richardson (<http://www.barnesrichardson.com>) has been focused on international trade regulation and customs law since 1919. Our practice is global and includes matters originating both within and outside of the United States. We are a proud member of Meritas, an international group of law firms providing local, reliable, and efficient legal representation all over the world. We have provided customs or trade advice to over one-third of the manufacturers in the Fortune 100.

About MichaelSilver

MichaelSilver (www.michaelsilver.com) provides a full scope of accounting and assurance, tax consulting and compliance, and consulting services to a broad range of clients in a wide variety of industries in the U.S. and internationally. Global clients are served through the Firm's membership in GMN International, an association of legally independent accounting firms. MichaelSilver is committed to exceptional service and provides creative solutions to address the needs and goals of our clients. We continually operate in a manner that reflects our pillars: innovative, trusted, consultative, and energizing.