

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

May 22, 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 & ACTIONABLE

- May 24 ***ATTN FOREIGN-OWNED U.S. OPS: HOW TO HIRE & RETAIN TOP U.S. TALENT.*** Luncheon program sponsored by the **International Trade Association of Greater Chicago** with the **Chicago International Trade Commissioners' Association**. Presentations by **Zachary Person**, Founder & Senior Project Manager, Borderless Business Solutions, and **Matthew R. Kissling**, Partner, Thompson Hine LLP who will discuss pro tips and key legal and managerial resources related to hiring and keeping top U.S. talent – taking into account the unique challenges faced by foreign-owned U.S. subsidiaries. 12:00 – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA.GC & CITCA Members - \$50; Non-members - \$75. For information & registration, please see: <https://www.eventbrite.com/e/attn-foreign-owned-us-ops-how-to-hire-retain-top-us-talent-tickets-626278093637>.
- Jun. 1 ***ATTN FOREIGN-OWNED U.S. OPS: HOW TO HIRE & RETAIN TOP U.S. TALENT.*** Virtual program sponsored by the **International Trade Association of Greater Chicago** with generous support from **Thorelli & Associaes**. Presentations by **Zachary Person**, Founder & Senior Project Manager, Borderless Business Solutions, and **Nathan T. Cutler**, Labor Attorney, Thorelli & Associates who will discuss pro tips and key legal and managerial resources related to hiring and keeping top U.S. talent – taking into account the unique challenges faced by foreign-owned U.S. subsidiaries. 12:00 – 1:00 p.m. CDT. ITA/GC Members - \$25; Non-members - \$50. For information & registration, please see: <https://www.eventbrite.com/e/attn-foreign-owned-us-ops-how-to-hire-retain-top-us-talent-tickets-621799959417>.

- Jun. 7 - ***NORTH AMERICAN LITHUANIAN BUSINESS FORUM (NALB FORUM)***. Event sponsored by the Ministry of Foreign Affairs, Republic of Lithuania; supported by the **International Trade Association of Greater Chicago**. The Forum's goal is to highlight the strong business ties between Lithuania and North America and emphasize the importance of connecting transatlantic commerce leaders in dialogue and partnership. Main topics: Possibilities for North American companies to scale in European Union through investments in Lithuania; Expansion of Lithuanian companies discovering North America's markets. Featured sectors: life sciences, advanced manufacturing and services, startups, film and entertainment industries, transport and logistics. 8:00 a.m. – 5:30 p.m., The Union League Club of Chicago, 65 West Jackson Boulevard, Chicago. No fee; advance registration required. For information & registration, please see: <https://www.nalbforum.com/>.
- Jun. 16 ***DIVERSIFYING CHINA PRODUCTION AND SOURCING INTO SOUTHEAST ASIA AND INDIA***. Luncheon program sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Kyle Freeman**, Partner, Dezan Shira & Associates, Vietnam, who will benchmark risk, cost, and operational considerations for companies looking to move sourcing or production from China to SEA and/or India and discuss how companies can enter and expand in these markets. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont. ITA/GC Members - \$50. Non-members - \$75. For information & registration, please see: <https://www.eventbrite.com/e/diversifying-china-production-and-sourcing-into-southeast-asia-and-india-tickets-637599295657>.

Of Note:

U.S.-Taiwan Trade Initiative: Late on May 18 the Office of the U.S. Trade Representative announced that the United States and Taiwan, under the auspices of the American Institute in Taiwan (AIT) and the Taipei Economic and Cultural Representative Office in the United States (TECRO), have concluded negotiations on the U.S.-Taiwan Initiative on 21st Century Trade. The first agreement under the initiative covers the areas of customs administration and trade facilitation, good regulatory practices, services domestic regulation, anticorruption, and small and medium-sized enterprises. The negotiated text is [here](#).

fDi Report 2023: Just dropped, the [fDi Report 2023](#) provides a unique glimpse into the fraying global order. Based on data from fDi Markets, the proprietary database of fDi Intelligence that tracks cross border greenfield investment, the report takes readers on a unique journey through the paradigm shift that the Ukraine war has accelerated. For more, see May 24 webinar, The Global Investment Outlook in a World in Flux.

Uzbekistan Investment Outlook: The European Bank for Reconstruction and Development (EBRD) has released a video of its [Investment Prospectus](#) for Uzbekistan. In 2022 the EBRD invested almost US\$ 900 million in 26 projects in Uzbekistan, making it the leading recipient of its funding in Central Asia for the third year running. This is recognition of the country's growing investment attractiveness and favorable regulatory environment, which have allowed the Bank to finance a number of major projects, including some of the largest renewable energy projects in the region.

Guide to Doing Business with the Multilateral Development Banks: The U.S. Department of Commerce's (USDOC) International Trade Administration (ITA) has a Foreign Commercial Service 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. The MDB program resides in the USDOC's Advocacy Center and is led by the Senior Commercial Officer at 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](#) provides resources for U.S. companies looking to work with MDBs.

U.S. Chamber Launches Ukraine Business Initiative to Boost Reconstruction: On April 13 the U.S. Chamber announced the Ukraine Business Initiative, a first-of-its-kind platform for companies to engage with senior American and Ukrainian policymakers to help Ukraine recover and rebuild after the war is won. A successful reconstruction effort will be an enormous and complex undertaking that will require multi-year engagement and international coordination. The scale of financial needs is daunting, at a cost upwards of \$500 billion. The [Initiative](#) creates a unique platform for companies to engage with senior policymakers from Ukrainian, U.S., and European governments as Ukraine starts to rebuild.

WTO, World Bank, WEF Launch Joint Effort to Provide Tailored Trade and Climate Analysis: The World Trade Organization, the World Bank Group and the World Economic Forum recently launched “[Action on Climate and Trade](#)” (ACT), a new initiative that aims to help participating developing economies, including least-developed countries, use trade to meet their climate change mitigation and adaptation goals. The new initiative, which starts with a pilot phase, will focus on working with participating developing economies to develop climate-related analysis specific to their trade circumstances. ACT will provide participating developing economies with tailored insights so that they can plan for the impacts of climate change on trade, leverage opportunities for climate action and trade growth, and define areas of collaboration with trade partners.

World Economic Outlook Shows Economies Facing High Uncertainty: Writing in the [IMF Blog](#), Mehdi Benatiya Andaloussi and Chiara Maggi report that the IMF’s latest World Economic Outlook forecasts that growth will slow from 3.4 percent last year to 2.8 percent this year. Growth is then expected to accelerate to 3 percent next year. Risks to the outlook are heavily skewed to the downside, with heightened chances of a hard landing. In a plausible alternative scenario with further financial sector stress, global growth would decelerate to about 2.5 percent in 2023. Looking further ahead, growth is expected to remain around 3 percent over the next five years. This baseline forecast of 3 percent five years ahead for 2028 makes it the lowest medium-term growth projection since 1990, and well below the average of 3.8 percent from the past two decades.

Geopolitics, Container Shipping Rates and an Ominous Sign from Taiwan: As Greg Miller reports in [FreightWaves](#), Contract rates on the short-haul run between China and Taiwan have surged since the beginning of this year, according to Xeneta. The culprit: geopolitical risk. “It’s quite fascinating: \$2,000 from China to Taiwan, the same as going across the biggest ocean in the world. One has to think about that,” said Erik Devetak, chief product and data officer for Xeneta, during a company presentation Tuesday. And while the China-Taiwan situation is a very specific case, geopolitical tensions are escalating globally. What’s happening in this ocean trade, if ever mirrored in a much larger lane, could have significant implications for future global supply chain costs.

USTR Releases 2023 National Trade Estimate Report on Foreign Trade Barriers: On March 31 the office of the USTR released the [2023 National Trade Estimate Report on Foreign Trade Barriers](#) (NTE Report), providing a comprehensive review of significant foreign barriers to U.S. exports of goods and services, U.S. foreign direct investment, and U.S. electronic commerce in key export markets for the United States. The NTE Report covers significant trade barriers in areas, including: (1) import policies; (2) technical barriers to trade; (3) sanitary and phytosanitary measures; (4) government procurement; (5) intellectual property protection; (6) services barriers; (7) barriers to digital trade and electronic commerce; (8) investment barriers; (9) subsidies, especially export subsidies; (10) competition; (11) state-owned enterprises; (12) labor; (13) environment; among others.

Trade Facilitation and Trade Enforcement Act Brings Sweeping Change: The Trade Facilitation and Trade Enforcement Act of 2015 (TFTEA) was the first law since the Department of Homeland Security's inception in 2003 to grant U.S. Customs and Border Protection (CBP) comprehensive authority to ensure a fair and competitive trade environment. This [article](#) reviews the history of the TFTEA and how it altered CBP’s authority to prohibit goods made with forced labor from entering the United States. Not only did TFTEA pave the way for a more stringent forced labor enforcement, but it also included sweeping changes for the CBP drawback program.

China Grants Billions in Bailouts as Belt and Road Initiative Falters: As reported in the Financial Times and elsewhere, China has significantly expanded its bailout lending as its Belt and Road Initiative blows up following a series of debt write-offs, scandal-ridden projects and allegations of corruption. The [study](#), published March 28, was conducted by researchers at AidData, World Bank, Harvard Kennedy School and Kiel Institute for the World Economy is the first known attempt to capture total Chinese rescue lending on a global basis. China granted \$104bn worth of rescue loans to developing countries between 2019 and the end of 2021, almost as large as the country’s bailout lending over the previous two decades.

United States and Japan Sign Critical Minerals Agreement: A USTR [Press Release](#) on March 28 notes that U.S. Trade Representative Katherine Tai and Japan’s Ambassador to the United States, Tomita Koji, signed a critical minerals agreement. The [Agreement](#) builds on the 2019 U.S.-Japan Trade Agreement and will strengthen and diversify critical minerals supply chains and promote the adoption of electric vehicle battery technologies. In particular, the Agreement memorializes the shared commitment of the United States and Japan with respect to the critical minerals sector to facilitate trade, promote fair competition and market-oriented conditions for trade in critical minerals, advance robust labor and environmental standards, and cooperate in efforts to ensure secure, transparent, sustainable, and equitable critical minerals supply chains.

Lithuania's Fintechs Defying Global Downturn with 80% Revenue Increase: Lithuania, the EU's largest fintech hub by licenses issued, sees aggregate banking income up 80% in 2022, employment up 19%, and one of the biggest ever A-rounds, according to the recently released 2022. [The Fintech Landscape in Lithuania 2022-23 Report](#) from Invest Lithuania. Elijus Čivilis, General Manager at Invest Lithuania, says: "While in 2022 global investment in fintech fell by almost a third, the Lithuanian fintech sector remained resilient. Put that together with an 80% increase in aggregate banking revenues and you have a picture of robust health and solid fundamentals. One of the key strengths of Lithuanian fintech is the tight-knit and lively community, which is further nurtured by the Vilnius TechFusion initiative."

USTR Releases 2023 Trade Policy Agenda and 2022 Annual Report: Ambassador Katherine Tai and the Office of the United States Trade Representative delivered [President Biden's 2023 Trade Policy Agenda and 2022 Annual Report to Congress](#). This report details USTR's work to implement the Biden Administration's trade priorities and advance an inclusive, worker-centered trade policy. Key elements of the 2023 Trade Policy Agenda and 2022 Annual Report include: Engaging with Key Trading Partners and Multilateral Institutions; Standing up for Workers' Rights; Accelerating Decarbonization and Promoting Sustainable Environmental Practices; Supporting U.S. Agriculture; Bolstering Supply Chain Resiliency; Re-Aligning the U.S.-China Trade Relationship; Promoting Confidence in Trade Policy Through Enforcement; Advancing Equitable, Inclusive, and Durable Trade Policy and Expanding Stakeholder Engagement.

USTR Releases Annual Report on China's WTO Compliance: On February 24 the Office of the United States Trade Representative released its [2022 Report to Congress on China's WTO Compliance](#), which details the Biden Administration's assessment of China's membership in the World Trade Organization. "More than 20 years after it acceded to the World Trade Organization, China still embraces a state-led economic and trade approach that runs counter to the open, market-oriented principles endorsed by all members of the organization," said Ambassador Katherine Tai. "China's approach makes it an outlier and continues to cause serious harm to workers and businesses in the United States and around the world. This report details the scale of China's non-market policies and practices and is a reminder that the international trading system must continue to work together to defend our shared interests against these harmful actions."

The U.S. Has 13,200 Fewer Small/Medium Business Exporters since 2016: Writing in the Progressive Policy Institute's [Trade Fact of the Week Blog](#), Ed Gresser notes four alarming trends based on the Bureau of Economic Analysis' most recent data: (1) Export share of U.S. GDP is down; (2) U.S. share of world exports is also down; (3) Most recent U.S. export growth in natural resources; (4) Fewer exporting businesses. He concludes, "With growth in 2021 and 2022 heavily driven by federal fiscal stimulus and the post-crisis consumer boom, some erstwhile U.S. exporters may simply have decided to concentrate on local customers for a while. And despite un-robust export figures in the second half of 2022, American manufacturers hired pretty enthusiastically and farmers got reasonably good income. Perhaps, with fiscal stimulus fading and consumers now pulling back, companies will return to exporting and the trade stats will improve in 2023."

Import/Export Certificate: Oakton 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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May 22 - **CYBER SECURITY BUSINESS DEVELOPMENT MISSION TO NEW DELHI AND MUMBAI, INDIA.**

26 The United States Department of Commerce, International Trade Administration (ITA), is organizing this mission to introduce U.S. firms to rapidly expanding markets for cyber security products and services in India. The mission will help participating firms and organizations gain market insights, make industry contacts, solidify business strategies, and advance specific projects, with the goal of increasing U.S. exports to India. By participating in the mission, U.S. companies will partake in customized, one-on-one, business appointments with pre-screened potential buyers, agents, distributors, and/or joint venture partners through which they may export their products and services to the region. The Mission will provide opportunities for participants to have policy and regulatory framework discussions with foreign government representatives to advance U.S. cyber security sector interests and it will provide participants with an opportunity to meet with local governments and/or associations, to foster long-term partnerships, and to share best practices. For information and an application (by April 13), please see: <https://www.trade.gov/cyber-mission-india>.

- May 23 ***GREEN TRADE INNOVATION AND INCENTIVES FORUM.*** Hybrid event, sponsored by U.S. Customs and Border Protection (CBP), is an opportunity for government personnel, members of the trade industry, research and academic experts, and NGOs to solicit and share ideas related to green trade innovation and incentivization of clean or sustainable supply chains and trade decarbonization. Details forthcoming. For information, please see: <https://www.cbp.gov/trade/green-trade-innovation-and-incentives-forum>.
- May 23 ***BECOMING A LICENSED CUSTOMS BROKER.*** Webinar, sponsored by Star USA, will describe the benefits of getting your Customs Broker license and give you a comprehensive guide to getting your license. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://starusa.org/events/becoming-a-licensed-customs-broker/?utm_medium=email&utm_campaign=CTPAT%20Trade%20Compliance%20-%20April%20Free%20Webinar&utm_content=CTPAT%20Trade%20Compliance%20-%20April%20Free%20Webinar+CID_8bf47fd301ff09a96a8db1b5d7a8d549&utm_source=Email%20marketing%20software&utm_term=Learn%20More.
- May 23 ***UNDERSTANDING U.S. CUSTOMS VALUATION IN THE BIOPHARMA AND LIFE SCIENCES INDUSTRY.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide an overview of basic U.S. customs law valuation principles and highlight specific areas for review relevant to the industry. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/understanding-u-s-customs-valuation-in-the-biopharma-and-life-sciences-industry>.
- May 24 ***THE GLOBAL INVESTMENT OUTLOOK IN A WORLD IN FLUX.*** Webinar, sponsored by fDi Intelligence, will discuss the outlook for global greenfield foreign direct investment as the fDi Report 2023 is launched. The webinar will discuss the report's latest findings and their implications for the global investment outlook. 6:00 – 6:45 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.bizzabo.com/489791/agenda>.
- May 24 ***UAE DEFENSE INDUSTRY: OPPORTUNITIES FOR COLLABORATION.*** Webinar, sponsored by the U.S. Commercial Service, will provide you with in-depth insights on current and future requirements, where to find procurement opportunities, and how to bid on available contracts. 9:00 – 10:15 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://trade.webex.com/webappng/sites/trade/meeting/register/d90bf0651b46463ab959f44c1a6731b0?ticket=4832534b0000000482e7f2fe21b5b0bd99d8206e3c0994b4273204cddbcb3f87b6469634d220f171×tamp=1683239293896&RGID=r9fb106383da59df0353d6ee09cdf17b2>.
- May 24 ***EXPORT CONTROLS AT TRADE SHOWS.*** Eighth of a 10-part Export Compliance webinar series sponsored by the U.S. Department of Commerce. U.S. Government and private sector experts will present on a multitude of export compliance topics. 12:00 – 1:15 p.m. CDT. Fee: \$35 (individually; \$300 for the series). For information & registration, please see: <https://www.trade.gov/vetsgoglobal?anchor=content-node-t7-field-lp-region-2-1>.
- May 24 ***ATTN FOREIGN-OWNED U.S. OPS: HOW TO HIRE & RETAIN TOP U.S. TALENT.*** Luncheon program sponsored by the **International Trade Association of Greater Chicago** with the **Chicago International Trade Commissioners' Association**. Presentations by **Zachary Person**, Founder & Senior Project Manager, Borderless Business Solutions, and **Matthew R. Kissling**, Partner, Thompson Hine LLP who will discuss pro tips and key legal and managerial resources related to hiring and keeping top U.S. talent – taking into account the unique challenges faced by foreign-owned U.S. subsidiaries. 12:00 – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA.GC & CITCA Members - \$50; Non-members - \$75. For information & registration, please see: <https://www.eventbrite.com/e/attn-foreign-owned-us-ops-how-to-hire-retain-top-us-talent-tickets-626278093637>.

- May 24 ***CBP RISK ANALYSIS AND SURVEY ASSESSMENT – THE CBP AUDIT TRANSFORMATION.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review the RASA process, the primary risk areas currently being targeted for RASA consideration, and how importers can better prepare to undergo a RASA or audit. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/cbp-risk-analysis-and-survey-assessment-an-audit-in-disguise>.
- 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 ***DOING BUSINESS WITH ITALIAN PORTS: VENICE & CHIOGGIA.*** Webinar, sponsored by the U.S. Commercial Service, will help you understand the status of the Italian ports market, key target sectors, upcoming tenders and government investments, and developing trends. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QFY>.
- May 25 ***INTRODUCTION TO EXPORTING.*** Webinar sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Kevin Kim**, Asia-Pacific Trade Specialist with Office of Trade and Investment, Illinois Department of Commerce & Economic Opportunity. 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>.
- May 25 ***FIVE YEARS OF EU'S GENERAL DATA PROTECTION REGULATION: IMPACT AND LESSONS LEARNED.*** Hybrid program, sponsored by the Cato Institute, will explore what lessons we can learn from the GDPR about benefit and consequences of data privacy regulation. Panelists include: **Nathan Lindfors**, Policy Director, Engine; **Lee Matheson**, Senior Counsel, Future of Privacy Forum; **Brandon Pugh**, Policy Director and Senior Resident Fellow, R Street Institute; **Jennifer Huddleston**, Technology Policy Research Fellow, Cato Institute. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://www.cato.org/events/five-years-eus-general-data-protection-regulation-impact-lessons-learned?utm_campaign=Cato%20Events&utm_medium=email&_hsmi=256809972&_hsenc=p2ANqtz--sVo8wno5KgKamQP1T05vdNgiOeuhor7Efh7eolCV3KBKIGu-wN9Ub2G7BsKIR43dkJJ7q9uAw9psonV5O1G78-WNyg&utm_content=256809972&utm_source=hs_email.
- May 25 ***FOREIGN CORRUPT PRACTICES ACT.*** Ninth of a 10-part Export Compliance webinar series sponsored by the U.S. Department of Commerce. U.S. Government and private sector experts will present on a multitude of export compliance topics. 12:00 – 1:15 p.m. CDT. Fee: \$35 (individually; \$300 for the series). For information & registration, please see: <https://www.trade.gov/vetsgoglobal?anchor=content-node-t7-field-lp-region-2-1>.
- May 25 ***INTERMEDIATE VALUATION: THE FAMILIAR FIVE – UNDERSTANDING STATUTORY ADDITIONS TO VALUE.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will not only acquaint attendees with basic U.S. customs law valuation principles but also reinforce and familiarize companies with the five statutory additions to value: packing costs, commissions, assists, royalties & license fees, proceeds of a subsequent resale. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/intermediate-valuation-the-familiar-five-understanding-statutory-additions-to-value>.

- May 25 ***CELEBRATING ASIAN PACIFIC AMERICAN HERITAGE MONTH: A FOCUS ON GLOBAL BUSINESS.*** Webinar sponsored by the Export-Import Bank of the U.S. in partnership with the Asian American Chamber of Commerce and the Fairfax County Economic Development Authority. This program aims to educate business owners about EXIM's financing tools and services, as well as strategies for successful exporting. 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/3516830374795/WN_3ZaTa_iHTjG_gVI-JWs9aQ?utm_campaign=F23%20-%20AAPI%20Month&utm_medium=email&_hsmt=258248928&_hsenc=p2ANqtz--YPAgwrghtr8GGIUga3Tdr601oIpnKPPDHOPYLRu5yvqh1FAbdhKoUR-YnK9y2HJpiXF9-KKofx1lw4vDEsRY9WfiA&utm_content=258066130&utm_source=hs_email#/registration.
- May 25 ***LA DORADA-CHIRIGUANA RAILWAY TENDER IN COLOMBIA.*** Webinar, sponsored by the U.S. Commercial Service, will provide insight to U.S. companies about railway opportunities in Colombia, including the tender for the 323-mile cargo corridor that will connect Colombia from the center to the north. 2:00 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QHD>.
- May 25 ***THE FUTURE FOR CLEAN ENERGY IN JAPAN.*** Program sponsored by the International Trade Club of Chicago and Masuda Funai. Speakers include: **Jin Yamaguchi**, Director, Japan External Trade Organization, New York; **Ryo Nasu**, GM, Japan Organization for Metals and Energy Security; **Mike Takagi**, Director General. NEDO <https://app.glueup.com/event/africa-day-2023-60-years-anniversary-celebration-78339/sponsors.html> - 644f3627558fb91f75a30e14 Office, Washington, D.C. 5:30 – 7:30 p.m., The Tavern Club, 333 North Michigan Avenue, 2nd Floor, Chicago. ITCC Members - \$25; Non-members - \$45. For information & registration, please see: <https://itcc.wildapricot.org/event-5276964>.
- May 25 ***AFRICA DAY'S 60TH-YEAR ANNIVERSARY CELEBRATION: BUILDING AFRICA WE WANT (AGENDA 2063: CELEBRATING 60TH YEAR ANNIVERSARY & LEVERAGING THE AFRICAN DIASPORA).*** Dinner and Town Hall sponsored by the: African Diaspora Sixth Region association; African Union; Africa Global Chamber of Commerce; Loyola University Chicago; Maria Hadden, 49th Ward Alderwoman. Keynote Speaker: H.E. **Hilda Suka-Mafudze**, Permanent Representative of Africa Union to the U.S. 6:00 – 9:00 p.m., Loyola University Chicago, McCormick Lounge, 1000 West Sheridan Road, Chicago. For information & registration, please see: <https://app.glueup.com/event/africa-day-2023-60-years-anniversary-celebration-78339/home.html>.
- May 29 - ***U.S. CHAMBER GREENTECH BUSINESS DELEGATION TO THE UNITED ARAB EMIRATES.***
 Jun. 1 Organized by the U.S. Chamber of Commerce and Certified by the U.S. Department of Commerce, the Business Delegation will spend approximately 2 days in Abu Dhabi and 2 days in Dubai meeting with relevant stakeholders in addition to business networking and cultural engagements. The U.S. Chamber will work to secure meetings with the following officials: COP28 President-Designate and Special Envoy for Climate Change; COP28 Director General; Minister of Climate Change and Environment; Minister of Energy and Infrastructure; President and CEO of the UAE Independent Climate Change Accelerators; Managing Director and Group CEO of Mubadala; CEO of Masdar; Chairman of Abu Dhabi Global Markets; Director General of the Abu Dhabi Fund for Development; Permanent Representative to the International Renewable Energy Agency; and more. For information & an application, please see: https://events.uschamber.com/greentechdelegation_uae_may2023.
- May 30 ***HOW TO WRITE AN EFFECTIVE EXPORT PLAN.*** Webinar, sponsored by the World Trade Research Institute, will describe all the aspects that go into an export plan and how to put them together for success in foreign markets. 10:00 – 11:00 a.m. CDT. Fee: \$69. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejqdbir8370cef65&oseq=&c=&ch=>.
- May 30 ***ASK A COMPLIANCE PROFESSIONAL.*** Last of a 10-part Export Compliance webinar series sponsored by the U.S. Department of Commerce. U.S. Government and private sector experts will present on a multitude of export compliance topics. 12:00 – 1:15 p.m. CDT. Fee: \$35 (individually; \$300 for the series). For information & registration, please see: <https://www.trade.gov/vetsgoglobal?anchor=content-node-t7-field-lp-region-2-1>.

- May 31 **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. CDT. Fee: \$79. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejqdbirm4bcb96dd&oseq=&c=&ch=>.
- May 31 **GENERATE EXPORT LEADS AND BUILD YOUR GLOBAL SALES PIPELINE – GO ONLINE**. Webinar, sponsored by IBT Online, will provide online basics and case studies. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://info.ibt.onl/grow-your-exports-webinar>.
- Jun. 1 **ITALY'S COMMERCIAL, DEFENSE AVIATION AND SPACE INDUSTRIES: OPPORTUNITIES FOR U.S. EXPORTERS**. Webinar, sponsored by the U.S. Commercial Service, provides an introduction to the next Aerospace & Defense Meetings Torino, November 28-30 in Turin. 10:00 – 11:15 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://trade.webex.com/webappng/sites/trade/meeting/register/b1f75a6794964f909351ae93657fd6bd?ticket=4832534b00000004586ab7c89647fae3fb29870025cea4d734d6657097ddac38b65134fe650673a3×tamp=1682611155164&RGID=r7f5c035224f99849cdb88c309a53c3e0>.
- Jun. 1 **ATTN FOREIGN-OWNED U.S. OPS: HOW TO HIRE & RETAIN TOP U.S. TALENT**. Virtual program sponsored by the **International Trade Association of Greater Chicago** with generous support from **Thorelli & Associates**. Presentations by **Zachary Person**, Founder & Senior Project Manager, Borderless Business Solutions, and **Nathan T. Cutler**, Labor Attorney, Thorelli & Associates who will discuss pro tips and key legal and managerial resources related to hiring and keeping top U.S. talent – taking into account the unique challenges faced by foreign-owned U.S. subsidiaries. 12:00 – 1:00 p.m. CDT. ITA/GC Members - \$25; Non-members - \$50. For information & registration, please see: <https://www.eventbrite.com/e/attn-foreign-owned-us-ops-how-to-hire-retain-top-us-talent-tickets-621799959417>.
- Jun. 1 **TIA BOND PROGRAM OVERVIEW**. Webinar, sponsored by Avalon Risk Management with TIA Bond, will discuss bond limits, underwriting, claims, Map-21 and benefits that you can receive by participating in the TIA Bond program. 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://tianet.zoom.us/webinar/register/WN_qT5AI7QJTt6xv0R5V-Mnaw#/registration.
- Jun. 1 **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. 2:00 – 3:00 p.m. CDT. Fee: \$69. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejqdbiurc98c760d&oseq=&c=&ch=>.
- Jun. 2 **EXPORTING TO BRAZIL**. Webinar, sponsored by the World Trade Research Institute, will cover the opportunities and challenges that companies may face in Brazil and will include strategies for entering the market. 10:00 – 1:00 a.m. CDT. Fee: \$69. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejqdbizyf0ba8094&oseq=&c=&ch=>.
- Jun. 5 - 9 **BRAZIL AND CHILE TRADE MISSION 2023**. Multi-sector mission, led by the Great Lakes St. Lawrence Governors & Premiers (GSGP), aims to assist small to medium-sized companies from the Great Lakes St. Lawrence region to export products and services to these important markets. Each mission participant will receive a customized schedule of B2B meetings to meet with prospective customers and business partners. Mission participants will also benefit from networking events and logistical support provided by the GSGP Brazil and Chile Trade Offices. Eligible Great Lakes companies can apply for State STEP grants to offset from 50 to 75% of participation fees. Registration Deadline: **March 31, 2023**. For information & registration, please see: <https://gsgp.org/projects/international-trade/trade-missions/brazil-and-chile-trade-mission-2023/>.

- Jun. 6 - ***U.S. BUSINESS MISSION TO KAZAKHSTAN.*** The U.S. Chamber of Commerce's U.S.-Kazakhstan Business Council will lead a business mission to Almaty and Astana, in partnership with the U.S. Department of Commerce and U.S. Mission in Kazakhstan. A broad range of U.S. companies are encouraged to join the delegation, from multinationals to SMEs, across a wide array of sectors, including but not limited to agriculture, chemicals, construction, construction materials, energy, finance, digital, healthcare infrastructure, logistics, manufacturing, and rare earth metals/mining. There are three relevant events taking place in Kazakhstan around these dates, around which the business mission will engage: President Tokayev's Foreign Investors' Council, Astana International Economic Forum, and the Astana International Financial Centre Finance Days. For information & registration, please see:
https://events.uschamber.com/kzmission?utm_source=sfmc&utm_medium=email&utm_campaign=%25%25_AdditionalEmailAttribute1%25%25&utm_term=04032023_Kazakhstan_Council_Business_Mission_Invite_with_Agenda.html&utm_content=4/3/2023.
- Jun. 7 - ***NORTH AMERICAN LITHUANIAN BUSINESS FORUM (NALB FORUM).*** Event sponsored by the Ministry of Foreign Affairs, Republic of Lithuania; supported by the **International Trade Association of Greater Chicago**. The Forum's goal is to highlight the strong business ties between Lithuania and North America and emphasize the importance of connecting transatlantic commerce leaders in dialogue and partnership. Main topics: Possibilities for North American companies to scale in European Union through investments in Lithuania; Expansion of Lithuanian companies discovering North America's markets. Featured sectors: life sciences, advanced manufacturing and services, startups, film and entertainment industries, transport and logistics. 8:00 a.m. – 5:30 p.m., The Union League Club of Chicago, 65 West Jackson Boulevard, Chicago. No fee; advance registration required. For information & registration, please see: <https://www.nalbforum.com/>.
- 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. 7 ***PAKISTAN'S PARTNERSHIP WITH THE U.S. MIDWEST FOR: OPPORTUNITIES IN BUSINESS, TRADE, INVESTMENTS, TOURISM, AND EDUCATION.*** Program sponsored by the Consul General of Pakistan Chicago and the Central Asian Productivity Research Center. Speakers include: **Tariq Karim**, Consul General of Pakistan, Chicago; Capt. **Shahid Naseer**, CEO, Shears International; **Jafer Hasnain**, Sea Spire Advisors LLC; Prof. **Harry Lepinske**, Chairman, CAPRC. 9:30 – 11:00 a.m., Pakistan Consulate General, 333 North Michigan Avenue, Suite 728, Chicago. No fee; advance registration required. For information & registration, please contact: Lepinske@sbcglobal.net.
- Jun. 7 ***HOW TO PREPARE FOR NEW CANADA, MEXICO, AND US FORCED LABOR AND SUPPLY CHAIN DUE DILIGENCE LAWS.*** Webinar, sponsored by ArentFox Schiff, Bennett Jones and Sánchez Devanny, will discuss the requirements in the USMCA region and best practices for a practical and effective supply chain diligence and compliance program. 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://ecomms.afslaw.com/s/0891163a68508ec4486aa72b64ff08ed755e523c/h=ff00ab93ac83267b27ec60f4ef49a9427c0a5f29>.

- Jun. 7 **TAKING ADVANTAGE OF USMCA: NEARSHORING IN NORTH AMERICA.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will focus on critical elements of USMCA, including rules of origin, new provisions, and enforcement mechanisms. It will also provide practical guidance to ensure your company is not only in compliance, but also audit-ready. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/taking-advantage-of-usmca-nearshoring-in-north-america>.
- Jun. 8 **BUSINESS OPPORTUNITIES IN CANADA AND MEXICO: AEROSPACE, DEFENSE AND SECURITY.** Webinar, sponsored by the U.S. Commercial Service, will discuss: key facts and trends about the Mexican and Canadian Aerospace, Defense, and Security markets; key initiatives including the Quebec Aerospace Strategy and the rise of greener aviation in Canada; how to approach the Mexican aerospace market, understanding the potential demand at main hubs around the country. 1:00 – 2:25 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QGB>.
- 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. 13 **EXPORT OPERATIONS 101.** Hybrid program sponsored by South Dakota Trade and University of South Dakota. This seminar provides a real-life, comprehensive understanding of what is involved in entering the world of global trade. It is designed for those who are new to exporting, taking participants through the entire process – from order inception to the delivery of goods to their destination. 8:30 a.m. – 4:30 p.m. (breakfast & lunch included). Fee: \$250 in person; \$230 virtual. For information & registration, please see: <https://www.eventbrite.com/e/export-operations-tickets-633599341687>.
- Jun. 13 **ROUTED EXPORT.** Webinar, Sponsored by Star USA, will explain the differences between routed and standard exports along with providing guidance on your role and how to properly avoid risk during a routed export transaction. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://starusa.org/events/routed-export/?utm_medium=email&utm_campaign=HTS%20Classification%20%20How%20to%20Be%20a%20Broker%20-%20May%20Free%20Webinars&utm_content=HTS%20Classification%20%20How%20to%20Be%20a%20Broker%20-%20May%20Free%20Webinars+CID_993f8f58dbec9a68623726839acaa4d7&utm_source=Email%20marketing%20software&utm_term=Learn%20More.
- Jun. 13 **BUILD AMERICA-BUY AMERICA – PART 2.** Second of a 3-part webinar series (May 9, July 11), sponsored by Braumiller Law Group, will review the Federal Acquisition Regulations, FARS and Defense Federal Acquisition Regulation, D-FARS – looking at their application by federal agencies, such as the Department of Commerce, the EPA, the Department of Agriculture, etc. 10:00 a.m. CDT. Fee: \$84 for the series; \$35 each. For information & registration, please see: https://www.bigmarker.com/series/build-america-buy-america/series_details.
- Jun. 13 **AI: SHAPING THE FUTURE – INSIGHTS AND STRATEGIES FOR SUCCESS.** Webinar, sponsored by IBT Online, will discuss: the different types of AI and their applications and benefits; AI strategies and how you can leverage AI in your marketing and sales process; how to measure the ROI of AI initiatives. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://info.ibt.onl/ai-shaping-the-future-of-marketing>.

- Jun. 14 ***EXPORT OPERATIONS 201***. Hybrid program sponsored by South Dakota Trade and University of South Dakota. This seminar is geared toward participants with a working knowledge of exporting. The topics presented will provide an in-depth understanding of all aspects of exporting – from order inception to the delivery of goods to their destination – with a focus on many of the more complicated aspects of an export transaction. 8:30 a.m. – 4:30 p.m. (breakfast & lunch included). Fee: \$250 in person; \$230 virtual. For information & registration, please see: <https://www.eventbrite.com/e/export-operations-tickets-633599351717>.
- 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 ***RECRUITING INTERNATIONAL STUDENTS AND BUILDING PARTNERSHIPS FOR HBCUS***. Webinar, sponsored by the White House Initiative on International Affairs Cluster, will describe resources from the federal government that can assist your institution with international student recruitment and finding international partners. 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://forms.office.com/pages/responsepage.aspx?id=8oPRoXtsmk251F8vMbP3gOmcJDerpiNJp2YtBbEzUT5UNEtWSTFKNVNBTTNLOTdBRTRVTEU3OUICRS4u>.
- 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. 15 ***INFRASTRUCTURE AND MOBILITY OPPORTUNITIES IN MEXICAN STATES***. Webinar, sponsored by the U.S. Commercial Service, features representatives from Mexico's north, central, and south-east states who will present key infrastructure and mobility initiatives. 12:00 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QH9>.
- Jun. 16 ***A FIRESIDE DISCUSSION WITH U.S. AMBASSADOR TO CHINA NICHOLAS BURNS***. Hybrid event sponsored by the Center for Strategic & International Studies. CSIS Freeman Chair Jude Blanchette hosts a public fireside discussion with Ambassador Nicholas Burns on U.S.-China relations and his on-the-ground impressions as U.S. Ambassador to China. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.csis.org/events/fireside-discussion-us-ambassador-china-nicholas-burns>.

- Jun. 16 ***DIVERSIFYING CHINA PRODUCTION AND SOURCING INTO SOUTHEAST ASIA AND INDIA.*** Luncheon program sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Kyle Freeman**, Partner, Dezan Shira & Associates, Vietnam, who will benchmark risk, cost, and operational considerations for companies looking to move sourcing or production from China to SEA and/or India and discuss how companies can enter and expand in these markets. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont. ITA/GC Members - \$50. Non-members - \$75. For information & registration, please see: <https://www.eventbrite.com/e/diversifying-china-production-and-sourcing-into-southeast-asia-and-india-tickets-637599295657>.
- Jun. 19 - ***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. 20 ***WORKING WITH THE ASIAN DEVELOPMENT BANK 101***. Webinar, sponsored by the U.S. Commercial Service, is designed for U.S. manufacturers, suppliers, project developers, and consultants to learn how the ADB finances development projects and how U.S. companies can engage and work with the bank on opportunities. 10:00 a.m. – 12:00 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QE8>.
- 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. 27 ***AES REPORTING REQUIREMENTS – REVIEW OF KEY DATA ITEMS***. Webinar sponsored by the International Compliance Professionals Association and Braumiller Consulting Group. Presentation by Joe Cortez, Senior Trade Advisor, Braumiller Consulting Group. 10:30 a.m. CDT. ICPA Members - \$25; Non-members - \$ 50. For information & registration, please see: <https://web.cvent.com/event/3d70d1d8-5fcb-422e-a216-a99fb98f2ff3/regProcessStep1>.
- Jun. 28 ***FOREIGN MILITARY SALES AND ITAR COMPLIANCE***. Webinar, sponsored by Content Enablers & Defense trade Solutions, will take a deep dive into the FMS process and how it operates within the larger Arms Export Control Act environment, with a focus on how U.S. defense companies can leverage it to suit U.S. government foreign policy objectives and increase top-line revenue. 12:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/8349745608172452949?source=HS1>.
- Jun. 28 ***BUSINESS OPPORTUNITIES IN RENEWABLE ENERGY IN EL SALVADOR***. Webinar, sponsored by the U.S. Commercial Service, will inform U.S. companies of the renewable energy projects currently under development by the Government of El Salvador in the short, medium, and long term. 12:00 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QG4>.
- 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/>.
- Jun. 29 ***GETTING READY FOR INTERNATIONAL TRADE: HOW TO ENTER FOREIGN MARKETS AND PARTNER SELECTION***. Third in a five-part webinar series, sponsored by the Illinois SBDC International Trade Center at the Bradley University Turner Center for Entrepreneurship, details: the entry mode options from indirect exporting, to direct exporting and foreign direct investment; how 3PLs and FTZs can be leveraged to support market entry; the best methods to find overseas partners, both with and without travel; how to make partner selection decisions and which factors should be considered; how state and federal programs can make the process of finding great partners easier and faster. 12:00 – 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://bradley.zoom.us/meeting/register/tJ0tde6hqj4pGNAOmzkVUwXpAadOJXMfTL7b>.
- Jun. 29 ***HOW TO INTEGRATE INTO THE NORTH AMERICAN INDUSTRIAL SUPPLY CHAIN***. Webinar, sponsored by the U.S. Commercial Service, will describe how to integrate into the industrial supply chain across the United States, Canada and Mexico. 1:00 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QGF>.

- Jul. 11 ***BUILD AMERICA-BUY AMERICA – PART 3***. Last of a 3-part webinar series (May 9, June 13), sponsored by Braumiller Law Group, will provide a detailed and advanced review of more nuanced procurement issues, including the Trade Agreements Act, the recent Acetris court case, waivers, new OMB regulations, the definition of “manufactured” and substantial transformation, origin, COTS (commercially available and off the shelf items). 10:30 a.m. CDT. Fee: \$84 for the series; \$35 each. For information & registration, please see: https://www.bigmarker.com/series/build-america-buy-america/series_details.
- 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>.
- Jul. 19 ***GETTING READY FOR INTERNATIONAL TRADE: LEVERAGING RESOURCES FOR EXPORT SUCCESS***. Fourth in a five-part webinar series, sponsored by the Illinois SBDC International Trade Center at the Bradley University Turner Center for Entrepreneurship, will review resources for international trade data; highlight why you must understand the global Harmonized Code System used by countries to report their imports and exports; discuss the Illinois STEP grant program, which provides reimbursement for allowable international marketing expenses. 12:00 – 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://bradley.zoom.us/meeting/register/tJwudu2prDgiEtXtorOBC3skYswlh1dKVdKWv>.
- Jul. 20 ***BUSINESS OPPORTUNITIES IN CANADA AND MEXICO: AUTOMOTIVE AND TRANSPORTATION***. Webinar, sponsored by the U.S. Commercial Service, will discuss the top business opportunities for U.S. exporters in the automotive and transportation sectors in Canada and Mexico. 1:00 – 2:25 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QGG>.
- Aug. 2 - 4 ***2023 LGBTQI+ MEXICO EXECUTIVE MATCHMAKING FORUM***. Organized by the U.S. Commercial Service Mexico in partnership with the National LGBT Chamber of Commerce, this event will promote inclusion, economic development, and trade between both countries within the LGBTQI+ community. The forum participants will have the opportunity to engage in business-to-business appointments, each of which will be with pre-screened potential buyers, agents, distributors, or joint-venture partners in Mexico City. The forum will also include an evening reception that will feature a travel fair focused on LGBTQI+ friendly U.S. destinations. For information & an application, please see: <https://www.trade.gov/mexico-lgbt-trade-mission>.
- Aug. 2 ***GETTING READY FOR INTERNATIONAL TRADE: PUTTING IT ALL TOGETHER***. Last in a five-part webinar series, sponsored by the Illinois SBDC International Trade Center at the Bradley University Turner Center for Entrepreneurship, will discuss how to incorporate all the topics from the prior workshops to develop an export plan and the SBA Export Business Planner – an easy to use guide to facilitate the creation of an export plan. 12:00 – 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://bradley.zoom.us/meeting/register/tJ0scOmopj8uGtX4ZADP8qiHDYuT82kypehT>.

- Aug. 6 - ***THE GLOBAL DIVERSITY EXPORT INITIATIVE BUSINESS MISSION TO SOUTH AFRICA, GHANA, AND OPTIONAL STOP IN NIGERIA.*** Sponsored by the U.S. Department of Commerce, this executive-led mission is focused on building commercial bridges between U.S. owned or led businesses from underserved communities and business communities in South Africa, Ghana, and Nigeria. **Industry sectors include: automotive, ICT, safety & security, and consumer products.** The mission will help participating firms and organizations gain market insights, make industry contacts, solidify business strategies, and advance specific projects, with the goal of increasing U.S. exports. By participating in an official U.S. industry delegation, rather than traveling on their own, U.S. companies will enhance their ability to secure meetings and gain greater exposure in these markets. For information & an application, please see: <https://www.trade.gov/global-diversity-export-initiative-mission-africa>.
- 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. 9 - ***HEALTHCARE TRADE MISSION TO SAUDI ARABIA.*** The United States Department of Commerce, International Trade Administration, is leading this Healthcare Trade Mission to Saudi Arabia - Riyadh, Dhahran, Jeddah. Participating U.S. firms will gain market insights, make industry and government contacts, solidify business strategies and advance specific projects with the goal of increasing U.S. healthcare product and service exports to this rapidly expanding market. The trade mission will include one-on-one business appointments with potential buyers, distributors, and joint venture partners. In addition, delegates will participate in meetings with relevant government authorities such as the Ministry of Health as well as with business groups like the Chamber of Commerce, who will address several topics like procurement, tenders, policies, and regulations. For information & an application (deadline: **June 20**), please see: <https://www.trade.gov/healthcare-trade-mission-saudi-arabia-2023>.
- Sep. 11 - ***CLINICAL WASTE MANAGEMENT MISSION TO INDONESIA AND MALAYSIA.*** The United States Department of Commerce, International Trade Administration (ITA), is organizing this mission to assist U.S. environmental technology, waste management, and medical waste sector exporters and ITA strategic partners in exploring market opportunities into Southeast Asia. The Mission will include matchmaking appointments, market briefings, policy-focused roundtables, and site visits to increase U.S. industry competitiveness and build relationships. Mission participants will gain firsthand knowledge of the selected Southeast Asian markets through business overviews and introductions to hospitals and clinical laboratories, government healthcare agencies, distributors, and others who could benefit from U.S. products and services. For information & an application (**by June 30**), please see: <https://www.trade.gov/clinical-waste-management-mission-indonesia-and-malaysia>.
- 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>.

- Sep. 17 -# **TRADE MISSION TO CANADA AND MEXICO AND BUSINESS OPPORTUNITIES IN THE AMERICA'S**
22 **CONFERENCE.** The United States Department of Commerce is organizing a trade mission to Canada and Mexico from September 17-22, 2023, that will include the *Business Opportunities in the Americas Conference* in Washington, DC on September 17-19. The Business Opportunities in the Americas Conference will focus on region-specific sessions, market entry strategies, export compliance, legal, logistics, disaster resilience and recovery and trade financing resources. The combination of the Trade Americas conference and customized business-to-business matchmaking appointments in ONE or TWO cities with pre-screened potential buyers, agents, distributors, or joint venture partners will provide participants with strategies for expanding their business throughout Canada and/ or Mexico. For information & an application, please see: <https://www.trade.gov/trade-mission-canada-and-mexico>.
- Nov. 12 - **U.S. AEROSPACE & DEFENSE TRADE MISSION TO ROMANIA AND POLAND.** Organized by the
17 U.S. Department of Commerce's International Trade Administration, the objective for this mission is to give U.S. companies an opportunity to provide aerospace and defense equipment, technology, and services to Romania and Poland. Participating U.S. firms will gain market insights, make industry contacts, solidify business strategies, and advance specific projects, with the goal of increasing U.S. exports and services in the aerospace and defense sectors. For information & an application, please see: <https://www.trade.gov/us-aerospace-defense-trade-mission-romania-and-poland>.
- Dec. 2 - **TRANSPORTATION AND LOGISTICS TRADE MISSION TO SAUDI ARABIA.** Led by the U.S.
5 Department of Commerce, participating U.S. firms will gain market insights, make industry and government contacts, solidify business strategies and advance specific projects with the goal of increasing U.S. smart/intermobility technology exports, as well as product and service exports to this rapidly expanding market. The trade mission will include one-on-one business appointments with potential buyers, distributors, and joint venture partners. In addition, delegates will participate in meetings with key government authorities and companies such as the Ministry of Transport and Logistics, the Specialized Integrated Logistics Zone, Saudi Arabia Railways and more, as well as with business groups like the Council of Saudi Chambers, who will address several topics like procurement, tenders, policies, and regulations. Mission participants will also connect with U.S. Government officials based in the region to discuss industry developments and opportunities. For information & an application, please see: <https://www.trade.gov/transportation-and-logistics-trade-mission-saudi-arabia>.

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.