

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

September 11, 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

Oct. 20 **NAVIGATE TURBULENCE IN THE GLOBAL MARKETPLACE.** 8th Annual Global Small Business [Hybrid] Forum sponsored by Associated Bank and Foley & Lardner with partnership support from the: **International Trade Association of Greater Chicago**; GlobeTrade; Women Entrepreneurs Grow Global; and others. Speakers include: **Laurel Delaney**, President, GlobeTrade.com; **Lori Novak**, VP, Foreign Exchange, Associated Bank; **Ellen Wheeler**, Partner, Foley & Lardner; **Marc Schulman**, President, Eli's Cheesecake; **Angie Kappel**, VP, Foreign Exchange, Associated Bank; **Donald Lloyd**, Senior VP, Capital Markets, Associated Bank; **Tom Dustman**, International Sales Director, Sunnen Products Company; **Cathy Koch**, Founder and CEO, K-TEC Systems; **Bill McHenry**, President, Widgeteer, Inc.; **Susan Walters-Flood**, Chief Operating Officer, The Planting Hope Company. 8:00 – 11:30 a.m., Foley & Lardner, 321 North Clark Street, 30th Floor, Chicago. In-person - \$75; Virtual - \$20. For information & registration, please see: <https://globalsmallbusinessforum.com/>.

Of Note:

China Going Global Investment Index 2023: This year's edition of the Economist Intelligence Unit's [*China Going Global Investment Index*](#) ranks 80 economies across nearly 200 indicators to identify opportunities and risk for Chinese firms and investors looking to expand globally. EIU's report, available in both English and Chinese, explores the most attractive investment destinations for Chinese investors and identifies economies with high operational and financial risk, and cooling bilateral relations with China.

The High Cost of Global Economic Fragmentation: As reported in the *IMF Blog*, in a shock-prone world, economies must be more resilient – individually and collectively. Cooperation is critical, but greater protectionism could lead to fragmentation, and even split nations into rival blocs just as fresh shocks expose the global economy's fragility. There are signs cooperation is faltering. As the [*Chart of the Week*](#) shows, new trade barriers introduced annually have nearly tripled since 2019 to almost 3,000 last year.

Handbook on Measuring Digital Trade: In response to growing demand for coherent and comparable data on digital trade, the OECD, WTO and IMF produced the first edition of the Handbook on Measuring Digital Trade in 2019. The Handbook formalized for the first time a statistical definition of digital trade which focuses on the nature of the transaction: “digital trade is all international trade that is digitally ordered and/or digitally delivered.” Building on the first edition, the IMF, OECD, UNCTAD and WTO have produced a second edition of the [Handbook on Measuring Digital Trade](#), published in 2023 which provides clarifications on the concepts and definitions related to digital trade, and to the guidelines on how to operationalize them.

Expand Bilateral Trade between Malaysia and the U.S.: Bilateral trade between Malaysia and the U.S. has expanded tremendously in the past 5 years. As U.S. companies are diversifying their sourcing, Malaysia External Trade Development Corporation (MATRADE), the National Trade Promotion Agency of Malaysia, is helping U.S. companies in sourcing from capable manufacturers in Malaysia for a number of products and services: electrical & electronics; furniture; medical disposables; F&B; creative contents; etc. Malaysia is renowned for its diverse range of high-quality products, compliance to international standards and track record as a reliable trading nation. Contact MATRADE New York Office at +1-212-682-0232 or newyork@matrade.gov.my for more information on sourcing from Malaysia. <https://www.youtube.com/watch?v=5sTOY86yF3o>

Africa’s Operational Risk Outlook: As operational risk scores for African countries continue to worsen, the Economist Intelligence Unit’s latest report outlines some scenarios that could lead to a further deterioration of the outlook for the region. Download the report [here](#) (it’s free!). This report assesses the possible effects of: High levels of public debt and inflation; A severe El Niño; The continent’s poor infrastructure outlook; Intensified internal displacement and intra-regional migration.

Better Trade Tool: Launched recently by the Bureau of International Labor Affairs (ILAB), the [Better Trade Tool](#) empowers users to advance efforts in supply chain transparency as well as strategic sourcing priorities. This innovative tool integrates existing reporting developed by the ILAB with U.S. import trade data, including Harmonized Tariff Schedule codes. The Better Trade Tool is intended to serve as a resource for users interested in learning about labor exploitation risks in global supply chains. Consider adding the Better Trade Tool to your compliance, sourcing, trade, and supply chain toolbox. The Better Trade Tool search feature enables users to select a specific country, good, type of labor exploitation, and year from the respective dropdown lists. The default view presents data for all countries, goods, and labor exploitations.

U.S. Establishes USMCA Dispute Panel on Mexico’s Agricultural Biotechnology Measures: On August 17, U.S. Trade Representative Katherine Tai announced that the United States is establishing a [dispute settlement panel](#) under the United States-Mexico-Canada Agreement (USMCA) regarding certain Mexican measures concerning biotech corn. The United States is challenging measures set out in Mexico’s February 13, 2023 decree, specifically the ban on use of biotech corn in tortillas or dough, and the instruction to Mexican government agencies to gradually substitute – i.e., ban – the use of biotech corn in all products for human consumption and for animal feed. Mexico’s measures are not based on science and undermine the market access it agreed to provide in the USMCA.

United States-Taiwan Initiative on 21st-Century Trade First Agreement Implementation Act: Signed into law by President Biden on August 7, the [bill](#) expresses the approval of Congress for the June 1, 2023, agreement regarding trade between the United States and Taiwan. The [bill](#) also imposes requirements on the negotiations of certain further trade agreements between the United States and Taiwan. (The June 1, 2023, agreement, which addresses issues such as customs administration and regulatory practices, is the first of several expected agreements under the United States-Taiwan Initiative on 21st-Century Trade.)

CFIUS – A Growing Quagmire for Cross-Border Deals: Takeaways from CFIUS’s Annual Report for 2022: On July 31, the Committee on Foreign Investment in the United States (CFIUS) released its annual report providing statistics for calendar year 2022. This report shows that the CFIUS process is becoming more difficult to negotiate in a timely and predictable manner and, in some cases, transactions can get bogged down in the CFIUS quagmire for several months. Winston & Strawn’s CFIUS attorneys have reviewed the report and provided a complete list of [key takeaways](#).

EXIM Updates Country Limitation Schedule: The new CLS may be accessed on-line on August 3, 2023 at: <http://www.exim.gov/tools-for-exporters/country-limitation-schedule>. The CLS indicates where EXIM is “open for cover” and where EXIM is “off-cover.” The “open for cover” designation refers to the possibility, rather than the certainty of EXIM support in particular cases. Where the CLS presents an X mark, EXIM is “off-cover,” and is therefore not willing to consider approval of routine transactions. These “off-cover” determinations are due to economic and/or political risks associated with the country.

National Export Strategy 2023: Just released, the [National Export Strategy](#) (NES) outlines actions that the U.S. Government is pursuing to better equip American companies and workers to compete globally and grow through international trade. The report highlights government programs and resources to assist U.S. businesses – including small and medium enterprises, historically underrepresented businesses, and those new to exporting – overcome barriers to trade. The Strategy outlines export promotion actions and activities in several sectors, including: Climate and clean technology solutions; Manufacturing; Travel and tourism; International education; Global infrastructure development; Agriculture, fish, and forestry; Seafood industries.

WTO Issues New Edition of World Tariff Profiles: On July 6 the WTO issued the 2023 edition of “[World Tariff Profiles](#)”, an annual publication providing comprehensive information on tariffs imposed on imports by over 170 countries and customs territories. The report – jointly prepared with the International Trade Centre and the United Nations Conference on Trade and Development (UNCTAD) – also provides data on non-tariff measures, such as anti-dumping actions, countervailing duties and safeguard measures. One-page profiles provide an overview of each economy's tariffs broken down by product group. The profiles also show the tariffs imposed by its main trading partners.

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.

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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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. 11 **THE U.S.-COLOMBIA FREE TRADE AGREEMENT.** Webinar, sponsored by the World Trade Research Institute, will explain the details of the U.S. Trade Agreement with Colombia and how you can take advantage of this exciting opportunity. 10:00 – 11:00 a.m. CDT. Fee: \$69. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejy43dxm2ad18d0a&oseq=&c=&ch=>.

- Sep. 12 ***ENCRYPTION EXPORT CONTROLS: HOW U.S. EXPORT CONTROLS ON ENCRYPTION AFFECT 99% OF COMPANIES ENGAGED IN EXPORT TRANSACTIONS.*** Webinar sponsored by Content Enablers and Export Strategies, will go through the basics of classifying items that could fall within Category 5 Part II of the Commerce Control List; it will also review export licensing requirements for these items, including NLR and License Exception ENC. 12:00 p.m. CDT. Fee: \$185. For information & registration, please see: <https://contentenablers.com/live-events/webinars/encryption-export-controls/>.
- Sep. 12 ***CUSTOMS RECORDKEEPING 101: WHAT YOU NEED TO KNOW.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will explain the burdens and requirements of recordkeeping under U.S. customs laws and how those required to keep records can best meet their obligations. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: [https://www.strtrade.com/training/events/upcoming-webinars/customs-recordkeeping-101-what-you-need-to-know-\(2\)](https://www.strtrade.com/training/events/upcoming-webinars/customs-recordkeeping-101-what-you-need-to-know-(2)).
- Sep. 12 ***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. 2:00 – 3:00 p.m. CDT. Fee: \$69. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejyhdsdfg88d59fd2&oseq=&c=&ch=>.
- Sep. 12 ***TRADE WAR: CAUSES, CONDUCT, AND CONSEQUENCES OF SINO-AMERICAN CONFRONTATION.*** Webinar sponsored by the Kansas University Trade War Lab. Presentation by Dr. **Raj Bhala**, the Brenneisen Distinguished Professor at the University of Kansas School of Law, who will present a full-length legal and interdisciplinary analysis of the U.S.- China trade war based on five years of research. 3:00 – 4:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://docs.google.com/forms/d/e/1FAIpQLSes-BK3OcH6zliNUMU8WLGmfA4TJ9zp6p5VAghGwDbZ1PEb3w/viewform>.
- Sep. 12 ***HONG KONG MEDICAL TECHNOLOGIES: GERIATRIC, PHYSICAL THERAPY/REHAB AND CHRONIC DISEASE.*** Webinar, sponsored by the U.S. Commercial Service, will provide insights on these healthcare sub-sectors in Hong Kong and Macau. Key local industry speakers and potential distributors share insights for doing business in this region. 7:00 p.m. CDT. Fee; \$25. For information & registration, please see: <https://www.trade.gov/hong-kong-pitchbook?anchor=content-node-t14-field-lp-region-1-1&utm=def5020020d46dda776bd543cbe0521ea945df75ed0dfb6d1f17509c76340cdad04fb4d0d40af1cd18789d04cca206e0281c0121f050b496cef399129b8d42add46d045181e21cc5cd52313f616359da4414218002c70866082aef31f3d9fb&companyNick=TradeGov&eventNick=HongKongMedicalTechnologiesWebinarGeriatricPhysica>.
- 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. 13 ***INTRODUCTION TO INCOTERMS®.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will help procurement, finance, compliance, and legal professionals develop a working understanding of the terms to know when and how to use them more effectively. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/introduction-to-incoterms>.

- Sep. 13 **EXIM BANK & SBA RESOURCES FOR EXPORTERS.** Webinar, sponsored by AEDC- Arkansas Manufacturing Solutions, will discuss: Credit for foreign buyers; Loans for export working capital; STEP grants to globalize your website or attend tradeshow. 2:00 – 3:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/exim-bank-sba-resources-for-exporters-tickets-696130022637?aff=oddtcreator>.
- Sep. 13 **9TH ANNUAL CANADA-CHICAGO MENTORING PROGRAM (C2MP) FINAL PITCH DAY.** Event sponsored by the Consulate General of Canada in Chicago with MATTER and PointB. Over the past six months, five strategically selected Canadian startups were matched with a cohort of PointB mentors to help them refine their business development strategy for the U.S. market. During this in-person closing event, five featured startups – Careteam Technologies, Cerebra, Fluid Biomed, HealthEMe and Mikata Health – will present their final pitches and share what they’ve learned in the past six months. After each pitch, there will be the opportunity for members of the audience to ask questions. 3:30 – 6:00 p.m., 222 West Merchandise Mart Plaza, Suite 1230, Chicago. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/9th-annual-canada-chicago-mentoring-program-c2mp-final-pitch-day-registration-687463801737>.
- Sep. 13 **EUROPEAN PROFESSIONALS NETWORKING.** Event sponsored by the European chambers of commerce in Chicago. 5:00 – 7:00 p.m., DANK Haus German American Cultural Center, 4740 North Western Avenue, Chicago. Members - \$25; Non-members - \$35. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejqzdgzl2bcb5d53&oseq=&c=&ch=>.
- Sep. 14 **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 and cover the details of the changes and how U.S. companies can take advantage of the new export opportunities. 10:00 – 11:00 a.m. CDT. Fee: \$69. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejy43dy000a1928b&oseq=&c=&ch=>.
- Sep. 14 **COLOMBIA UAS AND C-UAS OPPORTUNITIES.** Webinar, sponsored by the U.S. Commercial Service, will provide an Overview of Procurement Needs for the Colombian Aerospace Force, National Police and Registration Process to the Colombian Aerospace Force Purchasing Agency – ACOFA. 10:00 – 11:30 a.m. CDT. Fee: \$25. For information & registration, please see: <https://events.trade.gov/TradeGov/CUASWebinarColombia-9884-1693408438/>.
- Sep. 14 **IMPORT TRADE COMPLIANCE CORRECTIVE ACTION DEMONSTRATIONS.** Webinar, sponsored by The World Academy, will address: *ACE portal participation scope and responsibilities; CF28 Letter of investigation recognition and response; CF29 Notice of actions recognition and response; Internal written controls development, management and amendments; Reasonable care demonstration of providing accurate and complete information to Broker; Supervision and control of import declaration data; Process remediation with supply chain partners internal controls; Procurement amendments for corrective actions; Contract terms amendments for corrective actions; Incoterms amendments for corrective actions; CBP communication response and commitment; Corrective action plan development and implementation strategies.* 12:00 – 1:00 p.m. CDT. Fee: \$95. For information & registration, please see: <https://www.theworldacademy.com/product-page/january-25-1-2pm-webinar-ctpat-risk-mgmt>.
- Sep. 15 **ASIAN DEVELOPMENT BANK (ADB) ROADSHOW – WISCONSIN.** Program sponsored by the Water Council and the U.S. Commercial Service Milwaukee. Led by Ambassador Chantale Wong, U.S. Executive Director to the Asian Development Bank, the event will provide companies the opportunity to dive further into the ADB procurement process and understand current opportunities for U.S. companies in the water and energy sectors. 8:30 a.m. – 4:00 p.m., Harley-Davidson Museum, Peace Room, 400 West Canal Street, Milwaukee, WI. Fee: \$125. For information & registration, please see: <https://thewatercouncil.regfox.com/asian-development-bank-roadshow-2023-wisconsin>.

- Sep. 17 - **TRADE MISSION TO CANADA AND MEXICO AND BUSINESS OPPORTUNITIES IN THE AMERICA'S 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>.
- Sep. 18 - **CYBERSECURITY BUSINESS DEVELOPMENT MISSION TO TAIWAN, SOUTH KOREA, AND JAPAN.** Led by the U.S. Department of Commerce, the purpose of the business development mission is to introduce U.S. firms to East Asia's information and communication technology (ICT) security and critical infrastructure protection markets, and to assist them in finding business partners and export their products and services to the region. This mission will also promote the tenets and adoption of the U.S. National Institute of Standards and Technology (NIST) Cybersecurity Framework globally. The business development mission is intended to include representatives from U.S. companies and U.S. trade associations with members that provide cybersecurity and critical infrastructure protection products and services. For information & an application (deadline: June 23), please see: <https://www.trade.gov/cyber-mission-asia>.
- Sep. 18 - **DESTINATION SHOWCASE (MADRID, LISBON) FOR THE LGBTQI+ TRAVELER.** This mission, sponsored by the U.S. Commercial Service, combines a U.S. Destinations Showcase, where participating U.S. cities can educate local travel representatives about the LGBTQI+-friendly features of their destinations, with an Educational Conference featuring IGLTA, whose mission is to provide information and resources for LGBTQI+ travelers and expand LGBTQI+ tourism globally by demonstrating its significant social and economic impact. Fee: \$2,750. For information & an application, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editNewReg.do?SmartCode=3S6J>.
- Sep. 19 **BUY AMERICA/BUY AMERICAN/TRADE AGREEMENTS ACT.** Webinar, sponsored by Star USA, will discuss the requirements of each program and their suitability for your business. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://starusa.org/events/baa/?utm_medium=email&utm_campaign=Trade%20Compliance%20of%20MA%20-%20August%20Free%20Webinar&utm_content=Trade%20Compliance%20of%20MA%20-%20August%20Free%20Webinar+CID_1a6f22c2de3e8f1b46c1ef9b6b3422ea&utm_source=Email%20marketing%20software&utm_term=Learn%20More.
- Sep. 19 **DISCOVER GLOBAL MARKETS EUROPE/EURASIA.** Discover Global Markets business development forum sponsored by the U.S. Department of Commerce. You will have the opportunity to: Gain market insights from U.S. commercial diplomats and industry experts based at U.S. Embassies in Europe and Eurasia; Participate in one-on-one meetings with U.S. government trade experts and other exporters; Hear from private sector thought leaders about emerging sectors, and regional strategies; Learn about EU policies and regulations relevant to your market growth. Speakers include: **Federico Bevini**, Commercial Specialist, U.S. Embassy Italy; **Rachel Duran**, Senior Commercial Officer, U.S. Embassy Serbia (Covers the Balkans); **Vidar Keyn**, Head of Section, U.S. Embassy Norway (Covers the Nordics); **Eli Lovely**, Commercial Officer, U.S. Consulate Türkiye – Istanbul; **Neil Pickett**, Senior Commercial Officer, U.S. Embassy Hungary (also covers Poland). 9:30 a.m. – 6:00 p.m., Digital Manufacturing and Cybersecurity Institute, 1415 North Cherry Avenue, Chicago. Fee: \$75. For information & registration, please see: <https://dgmeuropeil.itamatch.com/>

- Sep. 19 **PREPARING FOR A SUCCESSFUL CUSTOMS AUDIT.** Webinar, sponsored by the Madison International Trade Association, will address how to successfully navigate a Customs audit, including how to complete Customs' questionnaires, how to collect and validate requested records, and how to execute an appropriate Customs communication strategy. Speakers from FTI Consulting include: **Matthew Williams**, Senior Director; **Alison Jacobs**, Director; **Courtney Stiers**, Director. 12:30 – 2:00 p.m. CDT. MITA Members – No fee; Non-members - \$20. For information & registration, please see: <https://events.mitatrade.org/events/Details/preparing-for-a-successful-customs-audit-943152?sourceTypeId=Website>.
- Sep. 19 **OPERATING IN U.S. FOREIGN TRADE ZONES.** Webinar, sponsored by the World Trade Research Institute, will cover the basics including how FTZs work, and the benefits and rules for operating in an FTZ, helping your company evaluate the opportunity. 2:00 – 3:00 p.m. CDT. Fee: \$69. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejy43dy3df5b6156&oseq=&c=&ch=>.
- Sep. 20 **INTERNATIONAL NEGOTIATIONS.** Webinar, sponsored by the Iowa Economic Development Authority, offers a panel discussion with experienced international industry professionals who will share hands-on experiences of the art of international negotiation. They will discuss effective negotiation skills, cultural nuances, styles and strategies when working with international organizations and companies. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://www.iowaeda.com/events/451/?utm_source=newsletter&utm_medium=email&utm_content=International%20Negotiations&utm_campaign=intl-update-summer2023.
- Sep. 20 **CERTIFIED TRADE MISSION TO HONG KONG INFORMATIONAL MEETING.** Webinar, sponsored by IBS Global Consulting, will provide information on the Certified Trade Mission to Hong Kong (December 4-8) how participation in the trade mission can benefit your company and open doors to new business opportunities in Hong Kong and Mainland China. 9:00 – 10:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/certified-trade-mission-to-hong-kong-informational-meeting-tickets-711460115357?aff=oddtcreator>.
- Sep. 20 **FOREIGN EXCHANGE & CURRENCY RISK MANAGEMENT.** Webinar sponsored by the Illinois Manufacturers' Association. Presentation by **Angie Kappel**, CTP, Vice-President - Foreign Exchange, Associated Bank who will discuss: *Basics of the Foreign Exchange Market; How to properly read Exchange Rates; Why Foreign Currency Risk Management is important along with the fundamentals; Industry Best Practices – working in local currencies vs. U.S. dollars.* 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://illinoismanufacturersassociation.growthzoneapp.com/ap/Events/Register/ZP1g6yAr>.
- Sep. 20 **EXPORT GROWTH IN CHINA – GO ONLINE!** Webinar sponsored by IBT Online with the National Association of District Export Councils. Experts will discuss: The online environment of China; Search engine and social media marketing; Case studies, best practices – how companies are using online marketing tools today. 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://info.ibt.onl/nadec-grow-your-sales-china>.
- Sep. 20 **CROSS-CULTURAL COMMUNICATIONS & INTERNATIONAL PROTOCOL.** Webinar, sponsored by the Indiana District Export Council, will examine the fundamentals of cross-cultural communication strategies and international protocol and how this improves preparedness for international business success. 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/cross-cultural-communications-international-protocol-tickets-708753941117?aff=oddtcreator>.

- Sep. 20 **TECHNOLOGY SECURITY AND FOREIGN DISCLOSURE.** Webinar, sponsored by Content Enablers and Defense Trade Solutions, is designed to equip participants with essential knowledge and skills related to safeguarding sensitive technologies and managing TSFD in the context of international defense cooperation. Topics include: *TSFD in the context of DCS and FMS; TSFD processes; Identifying TSFD equities; Designing for exportability.* 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://contentenablers.com/live-events/webinars/technology-security-and-foreign-disclosure/>.
- Sep. 20 **APPAREL CLASSIFICATION SERIES: EVERYTHING BUT KNIT TOPS.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review a variety of apparel samples and discuss the specific features that U.S. Customs and Border Protection focuses on when determining the correct classification and duty rate. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/apparel-classification-series-everything-but-knit-tops>.
- Sep. 20 **CPTPP AND THE FUTURE OF TRADE IN THE INDO-PACIFIC.** Webinar sponsored by the Center for Strategic & International Studies. Presentations by Vangelis Vitalis, Deputy Secretary Trade and Economic, New Zealand Foreign Affairs and Trade and Crawford Falconer, Chief Trade Negotiation Adviser and Second Permanent Secretary, United Kingdom Department for Business and Trade, who will review New Zealand's host year of CPTPP, unpack the UK's accession into the free trade agreement, and discuss the future of trade in the Indo-Pacific. 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.csis.org/events/cptpp-and-future-trade-indo-pacific>.
- Sep. 21 **NAVIGATING THE NEW NORMAL IN IMPORT AND EXPORT TRANSPORTATION.** Breakfast program sponsored by the Midwest International Trade Association. Presentations by: **Kent Grisham**, President & Chief Executive Officer, Nebraska Trucking Association; **Steven Haywood**, Manager-International Intermodal, Union Pacific Railroad; **Adam Hill**, President and Chief Operating Officer, The Scarbrough Group; **Paul Lesnefsky**, Senior Key Account Executive, Ocean Network Express (North America) Inc. 8:30 – 11:30 a.m., Dvorak Law Group, 9500 West Dodge Road, Omaha, NE. MITA Members - \$35; Non-members - \$75. For information & registration, please see: <https://mitaonline.org/events/exporting-and-logistics-updates-after-covid/>.
- Sep. 21 **EU PRODUCT STANDARDS: HOW TO GET A CE MARK.** Webinar, sponsored by the World Trade Research Institute, will describe the complicated process that is required in order to sell your products in the European market. 10:00 – 11:30 a.m. CDT. Fee: \$115. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejy43dyc6d034700&oseq=&c=&ch=>.
- Sep. 21 **INTERNATIONAL SALES MASTERCLASS.** Program sponsored by the International Trade Club of Chicago. Presentation by **Zach Selch**, Global Sales Mentor CEO, who will look at: how to identify the right markets; understand the cultural differences that impact sales and sales management; how to build and run systems that drive international sales growth; and most importantly how to have engaged, competent and accountable channel partners in all of your target markets. 10:00 a.m. – 12:00 p.m., 333 North Michigan Avenue, 2nd Floor, Chicago. ITCC Members - \$100; Non-members - \$200. For information & registration, please see: <https://itcc.wildapricot.org/event-5387738>.
- Sep. 21 **EXPORT GRANTS AND TRADE FINANCE TO EXPAND GLOBALLY.** Webinar, sponsored by the U.S. Commercial Service, includes experts from the Export-Import Bank of the U.S., U.S. Small Business Administration, and U.S. Commercial Service who will provide practical finance and marketing tools and valuable insights to help you navigate the international marketplace. 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required by September 18. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QJG>.

- Sep. 22 ***EXPORTING TO KOREA DUTY-FREE***. Webinar, sponsored by the World Trade Research Institute, will explain the benefits of the U.S.-Korea Free Trade Agreement and provide details on taking advantage of this exciting opportunity. 10:00 – 11:00 a.m. CDT. Fee: \$69. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejy43dyf4070e511&oseq=&c=&ch=>.
- Sep. 25 - ***U.S. ENGLISH LANGUAGE VIRTUAL CONNECTION PROGRAM: LATIN AMERICA***. Virtual program sponsored by the U.S. Commercial Service. U.S.-based English language programs (intensive, pathway, and ESL support programs) will be able to schedule one-on-one virtual meetings with potential partners from across Latin America, including international agents, counselors, HR directors, and foreign government officials. Participants will promote their institution through 40-minute virtual meetings through the MyBusinessMatches platform. U.S. Commercial Service Diplomats and CS Education Specialists will participate in this program and will be available to advise U.S.-based English programs on market selection, education policy, landscape, and trends in students' preferences. EnglishUSA Members & Study-State Consortia Members - \$400; Non-members - \$550. For information & registration, please see: <https://www.englishusa.org/events/EventDetails.aspx?id=1757639&group=>.
- Sep. 26 ***NAVIGATING THE EU MEDICAL DEVICE REGULATION: FOR COMPANIES NEW TO EUROPE***. Webinar, sponsored by the U.S. Commercial Service and RQMIS, will introduce U.S. exporters to the Medical Device Regulation (MDR) that provides the EU legal framework for medical devices and outlines the responsibilities of the European Medicines Agency. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.trade.gov/TradeGov/NavigatingtheEUMedicalDeviceRegulation-Event1/>.
- Sep. 26 ***IMMEX – A 2023 REVIEW***. Webinar, sponsored by the International Compliance Professionals Association, will present information regarding customs regime, types of pedimentos, customs control for the temporary importation of goods, taxes, duties and fees, inventory control (Annex 24 and 30), VAT certification, notices from the government, USMCA article 2.5, ways to prevent or minimize sanctions and penalties, among other relative topics. 10:30 a.m. CDT. ICPA Members - \$25; Non-members - \$50. For information & registration, please see: <https://web.cvent.com/event/c6e0fb5b-d68b-425d-863a-1583da7567db/summary>.
- Sep. 26 ***U.S. EXPORT CONTROLS ON SEMICONDUCTORS***. Webinar, sponsored by Content Enablers and Export Strategies, will cover the new and revised texts of Category 3 of the Commerce Control List and the impact of the Foreign Direct Product Rule on chips and their components that are made outside the U.S. 12:00 p.m. CDT. Fee: \$185. For information & registration, please see: <https://contentenablers.com/live-events/webinars/us-export-controls-on-semiconductors/>.
- Sep. 26 ***COSMETIC FACILITY REGISTRATION: WHAT YOU NEED TO KNOW***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will help importers, exporters, and manufacturers of cosmetic products better understand the major requirements of the new Modernization of Cosmetics Regulation Act. 1:00 – 1:30 p.m. CDT. Fee: \$50. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/cosmetic-facility-registration-what-you-need-to-know>.
- Sep. 26 ***MARKET OPPORTUNITIES IN INDIA***. Webinar, sponsored by the World Trade Research Institute, will cover the opportunities and challenges of doing business in India and will include strategies for success. 2:00 – 3:00 p.m. CDT. Fee: \$69. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejy43dyifa2b6ec8&oseq=&c=&ch=>.

- Sep. 27 ***OPPORTUNITIES IN THE ENERGY SECTOR IN INDIA.*** Webinar organized by the U.S. Commercial Service in advance of an Executive-Led Clean EDGE and Environmental Technologies Business Development Mission to India, March 4-11, 2024. This informational webinar will highlight key opportunities for U.S. companies with key speakers from both U.S. and Indian private and public sectors who will provide more information about this Trade Mission, the Energy industry, and best practice for your company's success in India. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.trade.gov/en/IndiCleanEdgeEnergyWebinar/>.
- Sep. 27 ***AEROSPACE & DEFENSE SUPPLIER SUMMIT.*** Webinar, sponsored by the U.S. Commercial Service, will discuss the OEMs and Tier 1s that are expected to attend A&DSS 2024. The A&DSS is the only venue for the entire supply chain to connect with 100+ Boeing delegates and other OEMs through pre-arranged one-on-one meetings. In this webinar, hear directly from Boeing and the event organizer, and learn from past participants about their success. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://trade.webex.com/webappng/sites/trade/meeting/register/4c5446491a654e3f833f67da2b901b44?ticket=4832534b0000000454a9a4e7e78e1099f384a38e24682cc7e7e36666682970853840722718491908×tamp=1692311553041&RGID=r9ed476dd88d9119cd1b6cc4cac06c71d>.
- Sep. 27 ***ADVANCED CLASSIFICATION PART 3: ESSENTIALLY ESSENTIAL.*** Third of a four-part webinar series, sponsored by Sandler, Travis & Rosenberg, P.A., covers classifying combinations of all kinds. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/advanced-classification-part-3-essentially-essential>.
- Sep. 28 ***REDUCE EXPORT TAX, GROW YOUR INTERNATIONAL SALES ONLINE.*** Webinar, sponsored by IBT Online, will present: Strategies and opportunities for U.S. companies to save on tax burdens when exporting their products, including the Interest Charge Domestic International Sales Corporation (“IC-DISC”); How to make the internet work for you globally; The benefits of best-practice, optimally localized business development websites, and international online marketing; Case studies of 20%+ YoY export growth and ROI. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://info.ibt.onl/reduce-export-tax-grow-international-sales>.
- Sep. 28 ***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=a07ejy43dy1546c87fa&oseq=&c=&ch=>.
- Sep. 28 ***ATA CARNETS – HOW TO GROW, SAVE MONEY & SIMPLIFY CUSTOMS CLEARANCE ON TEMPORARY EXPORTS AND IMPORTS.*** Webinar sponsored by the: Illinois SBDC International Trade Center at Bradley University; Illinois Manufacturing Excellence Center; Illinois Department of Commerce & Economic Opportunity-Office of Trade & Investment; Greater Peoria Economic Development Council/FTZ #114. Presentation by **Kiel Ursin**, Carnet Specialist and Customer Service & Sales Representative, boomerang carnets. 12:00 – 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://bradley.zoom.us/meeting/register/tJApceChrDsuEtWkZILEH5WmvCHfVYg0DuwS#/registration>.
- Sep. 28 ***LAWFULLY IMPORTING AND EXPORTING ENDANGERED SPECIES.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide an overview of the international treaty on endangered species, U.S. laws and regulations, and how best to comply. 1:00 – 1:30 p.m. CDT. Fee: \$100. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/lawfully-importing-and-exporting-endangered-species>.

- Sep. 28 ***HOW KANSAS CITY LOGISTICS IS AN INTERNATIONAL PLAYER.*** 78th Annual Meeting of the International Trade Council of Greater Kansas City. Presentation by **Mike Bell**, Senior Vice President, Commercial Real Estate, Hunt Midwest. 5:30 – 8:00 p.m., KC Chamber Board Room, 30 West Pershing Road, Kansas City, MO. Non-members - \$75. For information & registration, please see: <https://itcgkc.org/event-5396190>.
- Sep. 29 - ***2023 VIRTUAL INTENSIVE TRADE SEMINAR – U.S. AND GLOBAL TRADE POLICY.*** Online series
 Oct. 3 of four events, sponsored by the Washington International Trade Association in partnership with the Institute for International Economic Policy at George Washington University, is geared toward individuals who want to learn how trade policy is made in Washington, DC. Over three days, speakers help attendees increase their professional knowledge by learning the nuts and bolts of trade policy directly from career trade policy professionals from across government, industry, and law. Series schedule: **Sep. 29** – 8:00 – 11:00 a.m. CDT; 12:00 – 3:00 p.m. CDT. **Oct. 2** – 8:00 – 11:00 a.m. CDT. **Oct. 3** – 8:00 – 11:00 a.m. CDT. WITA Members - \$200; Non-members - \$350. For information & registration, please see: <https://www.wita.org/events/2023-wita-virtual-intensive-trade-seminar/>.
- Sep. 29 ***HOW TO WRITE AN EFFECTIVE EXPORT PLAN.*** Webinar, sponsored by the World Trade Research Institute, will discuss 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=a07ejy43dyp34af8786&oseq=&c=&ch=>.
- Sep. 29 ***HTSUS CLASSIFICATION LINE REVIEW MANAGEMENT, DETERMINATION AND DEFENSE.*** Webinar, sponsored by The World Academy, will delve into the implementation of best practices and strategies aimed at facilitating a consistent HTSUS classification line review process. Topics include: *Scope of HTS Line Review Determination; New Product inclusion; Active vs. Inactive product determination practices; Product description library and electronic data access; Product knowledgeable specialist and product engineer role and support; Frequency of line-item reviews; Shared Database verifications; HTSUS determinations defense; Cross-reference risk areas-ADD/CVD/China 301/FTA; US Interpretation vs. Foreign Country Interpretation; Role of the Brokerage provider; Role with ISF management process; Written Standard Operational Procedure inclusion.* 12:00 – 1:00 p.m. CDT. Fee: \$95. For information & registration, please see: <https://www.theworldacademy.com/product-page/webinar-htsus-classification-line-review-management-determination-and-defense>.
- Oct. 4 - ***STUDENT RECRUITMENT TOURS IN INDIA.*** Simpld, in partnership with the U.S. Commercial
 13 Service, is leading this student recruitment tour to help U.S. educational institutions quickly build a network of reliable contacts throughout India and attract Indian students to the U.S. For information & registration, please see: <https://www.simpld.org/india>.
- Oct. 4 ***KOREAN-AMERICAN BEAUTY: BUILDING A DIRECT-TO-CONSUMER ENTERPRISE.*** Webinar sponsored by Women Entrepreneurs Grow Global. Presentation by **Alice Kim**, CEO, Elizabeth Mott and Hanalei Company, who will discuss: How to start a direct-to-consumer business; How to outsource employees globally; The ins and outs to e-commerce. 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://womenentrepreneursgrowglobal.org/2023/09/06/korean-american-beauty-building-a-direct-to-consumer-enterprise-with-alice-kim-october-4-2023/?utm_source=rss&utm_medium=rss&utm_campaign=korean-american-beauty-building-a-direct-to-consumer-enterprise-with-alice-kim-october-4-2023&mc_cid=5a2a4c17f0&mc_eid=6499c7d108.

- Oct. 4 ***ENVISIONING WEB3 AND VIRTUAL ASSETS: A DIALOGUE WITH HONG KONG REGULATORS.*** Webinar sponsored by the: Financial Services and the Treasury Bureau; Securities and Futures Commission; Hong Kong Monetary Authority. Presentations by: **Justin To**, Principal Assistant Secretary (Financial Services), Financial Services and the Treasury Bureau, Hong Kong Special Administrative Region Government; **Elizabeth Wong**, Director of Licensing and Head of Fintech Unit, Hong Kong Securities and Futures Commission; **Ernest Ho**, Head of Digital Finance, Monetary Management Department, Hong Kong Monetary Authority. 6:00 – 7:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.hketosf.gov.hk/events/web3-va/web3-registration.html>.
- Oct. 5 ***NAVIGATING THE EU MEDICAL DEVICE REGULATION: FOR COMPANIES WITH KNOWLEDGE OF THE EU MDR.*** Webinar, sponsored by the U.S. Commercial Service and RQMIS, is a detailed EU MDR presentation specifically for companies with knowledge of the EU. This will help you understand the forces behind the regulation and the current implementation strategy, and learn the certification process, time commitment and resources needed to be successful. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.trade.gov/TradeGov/NavigatingtheEUMedicalDeviceRegulationEvent2/>.
- Oct. 5 ***EDUCATION MARKET BRIEF – SUB-SAHARAN AFRICA.*** Webinar, sponsored by the U.S. Commercial Service, will focus on opportunities in the eight sub-Saharan markets where the U.S. Commercial Service has a presence: Angola, Ethiopia, Ghana, Kenya, Mozambique, Nigeria, South Africa, Tanzania. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.trade.gov/en/TradeGov/EducationMarketBrief-Sub-SaharanAfrica-9884-169161/form.php>,
- Oct. 9 - 12 ***ENGINEERING AND MANUFACTURING MISSION TO THE CZECH REPUBLIC.*** Sponsored by the Consulate General of the Czech Republic in Chicago and CzechTrade Office Chicago, participants will: Attend the biggest international Engineering Fair in Central Europe; Visit the facilities of the key Czech engineering giants and manufactures; Meet the representatives of the top Central European technical universities and R&D institutions; Meet the decision makers, influencers and dignitaries from the Ministry of Industry and Trade, Association of Engineering Technology and U.S. Embassy Prague. For information, please contact: Monika Bokšová (monika_boksova@mzv.cz).
- Oct. 9 ***NAVIGATING CHINA'S ANTI-ESPIONAGE LAW, EXIT BAN AND DATA TRANSFER RESTRICTIONS.*** Webinar, sponsored by Artisan Business Group, will unpack the complexities of China's Anti-Espionage Law, exit bans, and cross-border data transfer regulations. 10:00 a.m. – 12:00 p.m. CDT. Fee: \$19. For information & registration, please see: <https://chinanewlaws.eventbrite.com>.
- Oct. 10 ***CTPAT SUPPLY CHAIN SECURITY.*** Webinar, sponsored by Star USA, will interpret the revised requirements and explore the steps you can take towards certification and successful implementation. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://starusa.org/events/ctpat-scs/?utm_medium=email&utm_campaign=Trade%20Compliance%20of%20MA%20-%20August%20Free%20Webinar&utm_content=Trade%20Compliance%20of%20MA%20-%20August%20Free%20Webinar+CID_1a6f22c2de3e8f1b46c1ef9b6b3422ea&utm_source=Email%20marketing%20software&utm_term=Learn%20More.
- Oct. 10 ***MASTERING THE CURRENT GLOBAL SUPPLY CHAIN LANDSCAPE.*** Luncheon program sponsored by the Madison International Trade Association. Presentation by **Matt Dollard**, Principal, Management Consulting Practice, RSM US LLP, who will share issues and challenges in global supply chain his clients are still facing internationally in 2023. 11:30 a.m. – 2:00 p.m., Fluno Center, 601 University Avenue, Madison, WI. MITA Members - \$50; Non-members - \$75. For information & registration, please see: <https://events.mitatrade.org/events/Details/mastering-the-current-global-supply-chain-landscape-950685?sourceTypeId=Website>.

- Oct. 10 ***EMERGING TECHNOLOGIES UPDATE: NEW OR RECENTLY REVISED U.S. EXPORT CONTROLS.*** Webinar sponsored by Content Enablers and Export Strategies, will cover: *High Performance Computing; Quantum Computing and Quantum Cryptography; Artificial Intelligence; Supercomputers.* 12:00 p.m. CDT. Fee: \$185. For information & registration, please see: <https://contentenablers.com/live-events/webinars/emerging-technologies-update/>.
- Oct. 11 ***SELL ONLINE GLOBALLY: ECOMMERCE BEST-PRACTICES FOR EXPORTERS.*** Webinar, sponsored by IBT Online and the National Association of District Export Councils, will discuss: The Global ecommerce environment – Best practice, optimally optimized sales-centric localized business development websites; B2B International Online Marketing for Exporters; Case studies – how companies are using digital tools to sell online today. 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://info.ibt.onl/nadec-ecommerce-best-practices-exporters>.
- Oct. 17 ***U.S. EXPORT CONTROLS AND COMPLIANCE FOR U.S. ACADEMIC AND RESEARCH INSTITUTIONS – A REFRESHER.*** Webinar, sponsored by the U.S. Commercial Service, hosts BIS officials who will present on the Export Administration Regulations to include license requirements, deemed exports, and the elements of an effective export compliance plan. 12:00 – 1:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=4Q99>.
- Oct. 18 ***ASIA MARKET UPDATE.*** Webinar, sponsored by the Iowa Economic Development Authority, will assess the opportunities, strategies and tools for success in Asia. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://www.iowaeda.com/events/452/?utm_source=newsletter&utm_medium=email&utm_content=Asia%20Market%20Update&utm_campaign=intl-update-summer2023.
- Oct. 18 ***APPAREL CLASSIFICATION SERIES: ADVANCED TOPICS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review a variety of apparel samples and discuss the specific features that U.S. Customs and Border Protection focuses on when determining the correct classification and duty rate. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/apparel-classification-series-advanced-topics>.
- Oct. 20 ***NAVIGATE TURBULENCE IN THE GLOBAL MARKETPLACE.*** 8th Annual Global Small Business [Hybrid] Forum sponsored by Associated Bank and Foley & Lardner with partnership support from the: **International Trade Association of Greater Chicago**; GlobeTrade; Women Entrepreneurs Grow Global; and others. Speakers include: **Laurel Delaney**, President, GlobeTrade.com; **Lori Novak**, VP, Foreign Exchange, Associated Bank; **Ellen Wheeler**, Partner, Foley & Lardner; **Marc Schulman**, President, Eli's Cheesecake; **Angie Kappel**, VP, Foreign Exchange, Associated Bank; **Donald Lloyd**, Senior VP, Capital Markets, Associated Bank; **Tom Dustman**, International Sales Director, Sunnen Products Company; **Cathy Koch**, Founder and CEO, K-TEC Systems; **Bill McHenry**, President, Widgeteer, Inc.; **Susan Walters-Flood**, Chief Operating Officer, The Planting Hope Company. 8:00 – 11:30 a.m., Foley & Lardner, 321 North Clark Street, 30th Floor, Chicago. In-person - \$75; Virtual - \$20. For information & registration, please see: <https://globalsmallbusinessforum.com/>.
- Oct. 25 ***ADVANCED CLASSIFICATION PART 4: PREFERENTIAL CLASSIFICATIONS.*** Last of a four-part webinar series, sponsored by Sandler, Travis & Rosenberg, P.A., focuses on duty exemptions by classification. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/advanced-classification-part-4-preferential-classifications>.

- Nov. 7 **EXPORT SCREENING.** Webinar, sponsored by Star USA, will dig into the regulations and guidance from government agencies, and walk you through steps that you can take to shore up your screening activities. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://starusa.org/events/export-screening/?utm_medium=email&utm_campaign=Buy%20America%20%20Buy%20American%20-%20September%20Free%20Webinar&utm_content=Buy%20America%20%20Buy%20American%20-%20September%20Free%20Webinar+CID_176a75af9476aae197c541e807217e42&utm_source=Email%20marketing%20software&utm_term=Learn%20More.
- Nov. 12 - **U.S. AEROSPACE & DEFENSE TRADE MISSION TO ROMANIA AND POLAND.** Organized by the 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>.
- Nov. 12 - **TRADE MISSION TO CABO VERDE.** Led by the Honorary Consul from Cabo Verde to Illinois, you will visit business and government leaders, and experience the beautiful islands of Santiago and Sal. Participants will learn about the sustained and continuous growth of the Cape Verdean economy, strongly based on robust investment programs in infrastructure, reforms of public administration, modernization of the institutions, and the dynamics of sectors such as tourism, which makes Cape Verde an interesting trade and investment destination. Key opportunities are in the following sectors: Tourism, Renewable Energy, Blue Economy, Digital Economy, Manufacturing, Agribusiness Services, and the Creative Industry. For information and an application, please see: <https://www.surveymonkey.com/r/CaboVerde-Nov2023>.
- Nov. 13 - **FINANCIAL TECHNOLOGIES BUSINESS DEVELOPMENT MISSION TO ASIA.** Mission led by the U.S. Department of Commerce, will stop in Singapore and Tokyo with an optional stop in Seoul. The purpose of the mission is to expand opportunities for U.S. companies in the Indo-Pacific region at the intersection of financial services, financial technology, payments, reg fintech, and sustainable financial technology. This mission will also be part of delivering and advancing U.S. technology, standards and commercial interests in this vital region of the world. For information & an application, please see: <https://www.trade.gov/fintech-mission-asia>.
- Nov. 13 - **EXHIBIT WITH THE STATE OF ILLINOIS AT MEDICA 2023 (DÜSSELDORF, GERMANY).** Illinois small businesses are invited to join the Illinois Department of Commerce & Economic Opportunity, Office of Trade & Investment, Illinois Pavilion. Ideal participants include Illinois manufacturers and providers of: Laboratory, diagnostic, cleaning and testing equipment; Physiotherapy and orthopedic equipment; Surgical implants and joint replacements; Hospital disposables and consumer goods; Educational materials and training equipment; Information and communication technology. Qualifying companies will receive: Exhibit space; 25 – 75% partial reimbursement of lodging and airfare; B2B matchmaking. **Deadline: September 1.** For information & registration, please contact: zdenka.samson@illinois.gov.
- Nov. 15 **APPAREL CLASSIFICATION SERIES: RECREATIONAL PERFORMANCE OUTERWEAR.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., has updated content to take into consideration the HS2022 changes and will examine these classifications, which ones importers should never use (and why), and the new recordkeeping requirements for importers of these goods. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/apparel-classification-series-recreational-performance-outerwear>.

- Dec. 2 - ***TRANSPORTATION AND LOGISTICS TRADE MISSION TO SAUDI ARABIA***. Led by the U.S. 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>.
- Dec. 2 - ***INDIA TRADE MISSION***. Multi-sector mission led by the Great Lakes St. Lawrence Governors & Premiers (GSGP) to assist small to medium-sized companies from the Great Lakes St. Lawrence region to export products and services to this important market. Each mission participant will receive a customized schedule of B2B meetings with prospective customers and business partners. Mission participants will also benefit from networking events and logistical support provided by the GSGP India Trade Office. For information & registration, please see: <https://gsgp.org/projects/international-trade/trade-missions/india-trade-mission-2023/>.
- Dec. 4 - ***HONG KONG TRADE MISSION 2023***. In collaboration with the Hong Kong Trade Development Council (HKTDC) and the U.S. Commercial Service in Hong Kong, IBS Global Consulting is organizing a U.S. Department of Commerce Certified Trade Mission to Hong Kong during the 24th Hong Kong Forum, the annual flagship event of the Federation of Hong Kong Business Associations Worldwide. The Certified Trade Mission provides U.S. businesses with the latest technology trends, market insights, and information on doing business in Hong Kong and Mainland China. In addition to attending the Hong Kong Forum, Mission participants will participate in private, high-level meetings, including market briefings, business roundtables, and optional consultations, with government officials, leading business organizations, and business experts to learn first-hand about business opportunities in Hong Kong. Fee: \$1,095. For information & an application (Deadline: **September 30**), please see: <https://www.ibsglobalconsulting.com/hong-kong-trade-mission-2023>.
- Dec. 8 ***U.S. CHAMBER COP28 BUSINESS DELEGATION TO THE UNITED ARAB EMIRATES***. U.S. Department of Commerce Certified Trade Mission led by the U.S. Chamber of Commerce, participants will: Be invited to the premiere U.S. private sector event at COP28 on the evening of December 8th; Receive up-to-date information about thematic programming and opportunities at COP28 by participating in invitation-only informational webinars in the lead up to COP28; Be invited to participate in a briefing with the U.S. Department of Commerce's top official participating in COP28 – Under Secretary for International Trade Marisa Lago; Have your company profile included on a registry of U.S. companies attending COP28 that is shared with the UAE and U.S. Governments. \$500. For information & registration, please see: https://events.uschamber.com/uscc_uae_cop28delegation_dec2023.

- Feb. 12 - ***GDEI EDUCATION TRADE MISSION TO SOUTH INDIA.*** The U.S. Commercial Service in India, in collaboration with the U. S. Department of State, EducationUSA Chennai Advising Center in India, is organizing an Education Trade Mission to promote U.S. higher education in Bengaluru and four southern Indian secondary markets – Mangaluru, Manipal, Kochi, and Coimbatore. This Global Diversity Export Initiative (GDEI) Education Mission will target U.S. Higher Educational Institutions (HEIs) offering graduate programs and which are New-to-Export (NTE) or New-to-Market (NTM), such as Historically Black Colleges and Universities (HBCUs) and Minority Serving Institutions (MSIs), Study State Consortia (composed of colleges and universities, community programs, and similar entities representing education within U.S. states) and other government education stakeholders (e.g., Governor’s offices, state trade offices, economic development organizations, etc.) that are interested in connecting with local Higher Education Institutes (HEIs), and educational consultants, and will assist in recruiting Indian students from these markets to the United States. The mission will include Consulate and industry market briefings, one-on-one appointments with potential partners, and student fairs in Bengaluru, Mangaluru, Manipal, Kochi, and Coimbatore. For information & registration (Deadline: **December 15**), please see: <https://events.trade.gov/GDEIEducationTradeMissiontoSouthIndia/>.
- Mar. 4 - ***CLEAN EDGE AND ENVIRONMENTAL TECHNOLOGIES BUSINESS DEVELOPMENT MISSION TO INDIA.*** Organized by the U.S. Department of Commerce, this executive-led Clean EDGE (Enhancing Development and Growth through Clean Energy) mission includes stops in Delhi and Mumbai with an optional stop in Hyderabad or Chennai. The objective is to support the U.S. vision to grow sustainable and secure clean energy markets in India by promoting U.S. exports and removing trade barriers. Participants in the mission will be introduced to key stakeholders in India and assist U.S. companies in finding foreign business partners to export their products and services in India. The mission will include customized one-on-one business appointments with pre-screened potential buyers, agents, distributors, and joint venture partners. Participants will gain market insights, make industry contacts, and solidify business strategies with the primary goal of increasing U.S. exports of clean energy and environmental technologies, products, and services to India. For information & an application, please see: <https://www.trade.gov/clean-edge-and-enviro-tech-mission-india>.
- Apr. 20 - ***VIETNAM AND THE PHILIPPINES TRADE MISSION.*** Multi-sector mission led by the Great Lakes St. Lawrence Governors & Premiers (GSGP) to assist small to medium-sized companies from the Great Lakes St. Lawrence region to export products and services to this important market. Each mission participant will receive a customized schedule of B2B meetings with prospective customers and business partners. Mission participants will also benefit from networking events and logistical support provided by the GSGP Southeast Asia Trade Office. For information & registration, please see: <https://gsgp.org/media/xsqaxauh/gsgp-vietnam-philippines-trade-mission-flyer.pdf>.
- May 13 - ***ACCESS EUROPE AND EURASIA: EXPLORE BUSINESS OPPORTUNITIES IN TÜRKIYE AND BEYOND!*** Organized by the U.S. Commercial Service, this program will feature meetings with U.S. commercial diplomats from over 25 countries in Europe and Eurasia, exciting conference programming, and plenty of networking. Qualified U.S. businesses may customize their experience with optional business-to-business matchmaking meetings with pre-screened buyers, agents, distributors, or joint-venture partners in Türkiye (May 15) as well as Denmark or Romania, (May 9-10) and Poland or Italy (May 16-17). Fees vary. For information & registration, please see <https://www.trade.gov/trade-winds>.

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.