

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

October 16, 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. 18 **REDUCING RISK & SPEND IN THE GLOBAL SUPPLY CHAIN: REVIEWING OPTIONS WITH A FOCUS ON FOREIGN TRADE ZONES.** Afternoon program and Happy Hour sponsored by the International Trade Association of Greater Chicago with the Chicago Customs Brokers & Forwarders Association. Presentation by **Thomas Cook**, Managing Director, Blue Tiger International, who will explore proven strategies for reducing risk and spend, including: First Sale; Consolidated Freight; Demand Planning; HTS Reviews; Alternative Sourcing & Near-sourcing; and Tariff Engineering, as well as an in-depth review of Foreign Trade Zones, from assessment to implementation. 3:00 – 6:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC & CCBFA Members - \$25; Non-members - \$50. For information & registration, please see: <https://www.eventbrite.com/e/reducing-risk-spend-in-the-global-supply-chain-tickets-733672041827>.
- 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/>.

Nov. 15 **GLOBAL MINIMUM TAX.** Luncheon program and Executive Briefing sponsored by the **International Trade Association of Greater Chicago.** The OECD's Base Erosion and Profit Shifting (BEPS 2.0) project and its imminent implementation by over 140 countries globally is the most material and fundamental change to the global international tax system ever. These changes will have many implications for U.S. multinationals and their suppliers, necessitating a reevaluation of data systems, structures and supply chains, tax obligations and approach to risk, controversy and more. Presentations by **Sam Barrett**, Managing Director, Operating Model Effectiveness and **Corey Carr**, Senior Manager, International Tax and Transaction Services, EY (Ernst & Young) who will discuss the impacts of the GMT on all companies and what your organization should be focusing on now to best prepare. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$50; Non-members - \$75. For information & registration, please see: <https://www.eventbrite.com/e/global-minimum-tax-tickets-728542870337>.

Of Note:

US Container Imports Still Rising, Topping pre-COVID Levels: *American Shipper* reports U.S. imports have been rising month on month since February. They were up sequentially yet again in September, according to data released Tuesday by Descartes Systems Group (NASDAQ: DSGX). Descartes said the U.S. imported 2,203,452 twenty-foot equivalent units in September. That's up 0.3% versus August and up 27% from the low point in February amid Chinese New Year.

Geographical Indications for Craft and Industrial Products: Council Gives Its Final Approval: The Council of the EU has adopted a [regulation](#) on geographical indication protection for craft and industrial products. This is the last step in the decision-making procedure. Once this regulation comes into force, the geographical indications (GI) of industrial products linked to the geographical area of production (such as Albacete cutlery, Bohemian glass, Limoges porcelain) will enjoy similar protection to regionally produced foods or beverages.

Business Plan in Eurasia/China: Call for Interest: Professor Trevor Gunn, Adjunct Professor, School of Foreign Service, Georgetown University & VP-International Relations, Medtronic, Inc. has issued this call for interest: *We are looking for clients who wish to advance their interests in Eurasia (Turkey, Ukraine, Moldova, 5 Central Asian countries, Azerbaijan, Armenia, Georgia, Belarus and Russia) or China. Specifically, those who could benefit from a "free" business and/or strategy/marketing plan for companies looking at advancing in the regions.* For further information or to submit a proposal, please contact Professor Gunn: gunnt@georgetown.edu.

TMF at Ports of Los Angeles and Long Beach to Increase 4.0% on Nov 1, 2023: The West Coast MTO Agreement (WCMTOA) [announced](#) that on November 1, 2023, the Traffic Mitigation Fee (TMF) at the Ports of Los Angeles and Long Beach will increase by 4%. The adjustment matches the combined 4% increase in longshore wage and assessment rates recently ratified in the coastwide contract between the International Longshore and Warehouse Union and the Pacific Maritime Association. Beginning November 1, the TMF will be \$35.57 per TEU (twenty-foot equivalent unit) or \$71.14 per forty-foot container. The TMF is charged on non-exempt containers. Containers exempt from the TMF include empty containers; import cargo or export cargo that transits the Alameda Corridor in a container and is subject to a fee imposed by the Alameda Corridor Transportation Authority; and transshipment cargo.

World Trade Report 2023 - Re-globalization for a Secure, Inclusive and Sustainable Future: Published by the World Trade Organization, this year's [World Trade Report](#) examines how re-globalization – or increased international cooperation – could address the three major challenges facing today's global economy: national and economic security, poverty alleviation and environmental sustainability. Global problems need global solutions, meaning that today's world needs more cooperation, not less. A reinvented multilateral trading system overseen by the WTO has an important role to play in this process.

Doing Business in India: ITA/GC Member Nexdigm has just released the 2023 edition of [Doing Business in India: A Guide to Business, Tax, and Regulatory Environment](#). This comprehensive publication is thoughtfully assembled to provide invaluable guidance to prospective international investors embarking on their journey into the Indian market. Within its pages, you will find an exploration of a wide range of topics offering a comprehensive overview of India's business, tax, and regulatory environment. It also analyzes recent policy changes that may have the potential to impact investment decisions.

Announcing the U.S. Special Representative for Ukraine’s Economic Recovery: On September 14, President Biden announced the [appointment](#) of Penny Pritzker as the U.S. Special Representative for Ukraine’s Economic Recovery. In this role, she will work with the Ukrainian government, the G7, the EU, international financial institutions, international partners, and one of our great assets – the American private sector – to help forge Ukraine’s future as a prosperous, secure, European democracy. Special Representative Pritzker will drive efforts to shape donor priorities through the Multi-Agency Donor Coordination Platform to align them with Ukraine’s needs and to galvanize international partners to increase their support for Ukraine.

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.

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=5sT0Y86yF3o>

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.

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](#).

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.

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.”

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Oct. 16 ***U.S.-BRAZIL COMMERCIAL DIALOGUE: CYBERSECURITY & TRADE.*** Webinar, hosted by the U.S. Department of Commerce and the Brazilian Ministry of Development, Industry, Trade & Services, will include presentations from government representatives from the United States and Brazil who will: Discuss the relevance of cybersecurity policies for small and medium-sized enterprises (SMEs); Address the challenges unique to this group of businesses, particularly related to capacity building with limited resources; Highlight the resources, programs, and initiatives their respective organizations offer to SMEs seeking to improve their cybersecurity awareness, overcome hurdles in managing cybersecurity risks, and develop cost-effective solutions. 8:00 – 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://forms.office.com/pages/responsepage.aspx?id=8oPRoXtsmk251F8vMbP3gNJRGHBJBjNGnF3GDQWXp8NUNjdBNTMyNFA4VEgwQVdUNlowQVRLVFVZMC4u>.

Oct. 16 ***COMPLYING WITH NEW U.S. LAWS ON INVESTMENT IN CHINA.*** Webinar, sponsored by ChinaEdge, features a discussion with experts on the newest restrictions set on investment in China. Panelists include: **Feifei Ren**, Counsel in the International Department of Miller & Chevalier Chartered; **Isaac Stone Fish**, founder and CEO of Strategy Risks Corp.; **Matthew Rabinowitz**, Partner at Pillsbury, Winthrop Shaw Pittman LLP; **Bob Guterma** (Moderator), SupChina’s Chief Operating Officer. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://events.thechinaproject.com/event/complying-with-new-u-s-laws-on-investment-in-china/?utm_campaign=10.9%20Events%20newsletter&utm_medium=email&utm_source=Mailjet.

Oct. 16 ***EXPORT CONTROLS & COMPLIANCE.*** Webinar, sponsored by the World Trade Research Institute, will cover U.S. export controls including Export Administration Regulations, ITAR, and Trade Sanctions. 10:00 – 11:00 a.m. CDT. Fee: \$69. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ek05ek2ac0153f52&oseq=&c=&ch=>.

- Oct. 17 ***EXPORT & IMPORT EDUCATION: MANAGING SUPPLY CHAINS AND THE REGULATORY ENVIRONMENT.*** Seminar sponsored by South Dakota Trade and the University of South Dakota's Beacom School of Business. Topics include: *Exploring the Global Marketplace: A Primer into General International Trade; Revolutionizing Supply Chains: Navigating 21st Century Trends and Innovations; Your Regulatory Role in the International Supply (Value) Chain.* 8:30 a.m. – 4:30 p.m., Avera Hall, University of South Dakota – Sioux Falls, 4801 North Career Avenue, Sioux Falls, SD. Fee: \$250. For information & registration, please see: <https://www.eventbrite.com/e/export-import-education-managing-supply-chains-and-the-regulatory-environment-tickets-719256033157>.
- Oct. 17 ***MANUFACTURING MONTH 2023 – TRADE TALK TUESDAY: CUSTOMS AND TARIFF CONSIDERATIONS (PRODUCT VALUATION).*** Third in a series of weekly webinars, sponsored by the Connecticut District Export Council and the U.S. Commercial Service Connecticut office, will provide practical tips on a variety of export-related topics. 10:00 – 10:20 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://trade.webex.com/webappng/sites/trade/webinar/webinarSeries/register/cd12dba6a7c541129ee8aa6ad23fd7a7>.
- 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. 17 ***REDUCING AND ELIMINATING 232, 301, AND OTHER DUTIES THROUGH TARIFF ENGINEERING.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will explore how to analyze your existing tariff exposure and the steps you can take to achieve the lowest duty rates available. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/reducing-and-eliminating-232-301-and-other-duties-through-tariff-engineering>.
- Oct. 17 ***PREPARING FOR GLOBAL E-COMMERCE.*** Webinar, sponsored by the World Trade Research Institute, will provide information you will need to complete international online sales and explain how to integrate that information in your sales fulfillment process. 2:00 – 3:00 p.m. CDT. Fee: \$69. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ek05ek36fba6e7ed&oseq=&c=&ch=>.
- 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 ***CHINA MEDICAL DEVICE WEBINAR WITH ADVAMED ACCEL FOR U.S. EXPORTERS.*** Program, sponsored by the U.S. Commercial Service, will cover market opportunities, reimbursement, market access requirements, IP considerations, and regulatory updates for small and medium-sized manufacturers. 10:00 – 11:05 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.trade.gov/ChinaMedicalDeviceWebinarwithAdvaMedAccelforUSexpo/>.
- Oct. 18 ***EXPORT COMPLIANCE BRIEFING.*** Luncheon program sponsored by the World Trade Center St. Louis in partnership with the Missouri District Export Council. Presentation by **Jennifer Schwesig**, Partner, Armstrong Teasdale LLP. 11:00 a.m. – 1:00 p.m., World Trade Center St. Louis, 120 South Central Avenue, Suite 1200, St. Louis, MO. Fee: \$30. For information & registration, please see: <https://worldtradecenter-stl.com/events-calendar/events/export-compliance-briefing/>.

- 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. 18 ***REDUCING RISK & SPEND IN THE GLOBAL SUPPLY CHAIN: REVIEWING OPTIONS WITH A FOCUS ON FOREIGN TRADE ZONES.*** Afternoon program and Happy Hour sponsored by the International Trade Association of Greater Chicago with the Chicago Customs Brokers & Forwarders Association. Presentation by **Thomas Cook**, Managing Director, Blue Tiger International, who will explore proven strategies for reducing risk and spend, including: First Sale; Consolidated Freight; Demand Planning; HTS Reviews; Alternative Sourcing & Nearshoring; and Tariff Engineering, as well as an in-depth review of Foreign Trade Zones, from assessment to implementation. 3:00 – 6:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC & CCBFA Members - \$25; Non-members - \$50. For information & registration, please see: <https://www.eventbrite.com/e/reducing-risk-spend-in-the-global-supply-chain-tickets-733672041827>.
- Oct. 19 ***BUILDING EXPORT EXPERTISE.*** Breakfast program, sponsored by the Midwest International Trade Association, will focus on how U.S. firms can gain greater market access, fund development opportunities, get paid securely by international customers and ship goods efficiently. Speakers include: **Colby Angst**, Export Consultant, Nebraska Department of Economic Development; **Meredith Bond**, Director, U.S. Commercial Service – Omaha; **Matt Burke**, Director, Global Banking, First National Bank of Omaha. 8:00 – 11:30 a.m., Tiburon Golf Club & Banquet Facility, 10302 South 168th Street, Omaha, NE. MITA Members - \$25; Non-members - \$35. For information & registration, please see: <https://mitaonline.org/events/building-export-expertise/>.
- Oct. 19 ***DIGITAL TRADE, SUPPLY CHAINS, AND ECONOMIC SECURITY: PERSPECTIVES FROM TAIPEI AND WASHINGTON.*** Hybrid program sponsored by the Center for Strategic & International Studies. Topics include: *Enhancing the Digital Economy: Indo-Pacific Economic Framework and the US-Taiwan Initiative on 21st Century Trade; Diversifying and Building Resilient Supply Chains; Responding to Economic Coercion.* 8:00 a.m. – 3:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.csis.org/events/digital-trade-supply-chains-and-economic-security-perspectives-taipei-and-washington>.
- Oct. 19 ***UNDERSTANDING AND COMPLYING WITH NEW U.S. REQUIREMENTS WHEN DOING BUSINESS IN CHINA.*** Webinar, sponsored by the Minnesota International Business Council and Fredrikson & Byron, will feature the perspectives of experts with over 50 years of on-the-ground experience as long-term professionals in China. 8:00 – 9:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: [https://email.fredlaw.com/7/1766/landing-pages/registration-form-\(blank\).asp?sid=6e5d0e05-484a-4f11-a650-366785765af6](https://email.fredlaw.com/7/1766/landing-pages/registration-form-(blank).asp?sid=6e5d0e05-484a-4f11-a650-366785765af6).
- Oct. 19 ***NEARSHORING IN MEXICO: EVERYTHING YOU NEED TO KNOW ABOUT MANUFACTURING IN MEXICO.*** Program sponsored by Consejo Nacional de la Industria Maquiladora y Manufacturera de Exportación. Topics include: Nearshoring Trends, Doing Business in Mexico; Shelter Model; Cost Factors. 9:00 a.m. – 12:00 p.m., The La Salle, 208 South LaSalle Street, Chicago. No fee; advance registration required. For information & registration, please see: <https://sheltersmexico.org.mx/index.php/nearshoring-in-mexico-everything-you-need-to-know-about-manufacturing-in-mexico/?ss=Mailing>.
- Oct. 19 ***INTERNATIONAL SALES MASTERCLASS: AUDITING & PLANNING.*** Program sponsored by the International Trade Club of Chicago. Presentation by **Zach Selch**, Global Sales Mentor CEO. 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-5428817>.

- Oct. 19 ***SECTION 301 CHINA TARIFFS COUNTERMEASURES: LITIGATE, ADVOCATE, MITIGATE.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will help your company understand the three countermeasures and provide a roadmap for engagement to evaluate what paths might be most effective for your company. 1:00 – 1:30 p.m. CDT. Fee: \$50. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/section-301-china-tariffs-countermeasures-litigate-advocate-mitigate>.
- 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. 24 ***MANUFACTURING MONTH 2023 – TRADE TALK TUESDAY: CUSTOMS AND TARIFF CONSIDERATIONS (FTA'S QUALIFYING YOUR PRODUCT).*** Fourth in a series of weekly webinars, sponsored by the Connecticut District Export Council and the U.S. Commercial Service Connecticut office, will provide practical tips on a variety of export-related topics. 10:00 – 10:20 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://trade.webex.com/webappng/sites/trade/webinar/webinarSeries/register/cd12dba6a7c541129ee8aa6ad23fd7a7>.
- Oct. 24 ***EMERGING TECHNOLOGY OPPORTUNITIES IN SLOVENIA.*** Direct Line webinar sponsored by the Bureau of Economic & Business Affairs, U.S. Department of State. U.S. Ambassador **Jamie L. Harpoottian** leads a discussion highlighting opportunities in Slovenia's technology sector. State Secretary at the Ministry of the Economy, Tourism, and Sport **Matevž Frangež** will present the government's efforts to foster innovation and attract investment. **Gregor Rebolj**, cofounder of Silicon Gardens, one of Slovenia's largest investment funds, will discuss the potential and opportunities in the country's high-tech sector. 10:00 a.m. CDT. No fee; advance registration required by October 22. For information & registration, please see: <https://www.state.gov/direct-line-for-american-business/emerging-technology-in-slovenia/>.
- Oct. 24 ***TAPPING INTO ASIA-PACIFIC MARKET OPPORTUNITIES FOR ILLINOIS EXPORTERS.*** Webinar, sponsored by the Illinois Office of Trade & Investment, will offer market information with current trends for your export opportunities in the region. Additionally, Illinois exporters will share their go-to strategies and marketing activities in the region. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://illinois.webex.com/webappng/sites/illinois/meeting/register/416d9ca6a6434e6a8ef325881b64e0b7?ticket=4832534b000000064f66ae9497f965163ca7471aed5e781f653a60d9b2ef6d9fd1d5c6aca4d5057f0×tamp=1697156474256&RGID=rdded8135e65351a711e98c4ac50b084a3>.
- Oct. 25 ***STEPHEN LANDE ON SIX DECADES OF TRADE POLICYMAKING.*** Virtual event sponsored by the Washington International Trade Association. In discussion with **Stephen Lande**, President, Manchester Trade, are **Nicole Bivens Collinson**, Managing Principal, Operating Committee, and International Trade and Government Relations Practice Leader, Sandler, Travis & Rosenberg, P.A. and **Katrin Kuhlmann**, Visiting Professor of Law; Faculty Co-Director, Center on Inclusive Trade and Development, Georgetown Law; Member, Trade Advisory Committee on Africa, Office of the U.S. Trade Representative. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.wita.org/events/wita-spotlight-event-stephen-lande-on-6-decades-of-trade-policymaking/>.

- Oct. 25 ***TAP INTO BUSINESS OPPORTUNITIES IN THE AMERICAS WATER MARKET.*** Webinar sponsored by the Illinois Office of Trade & Investment. Topics include: *Market overview of the water resources economy in the Americas; The emerging challenges facing communities throughout the Americas as they relate to the water sector; Opportunities for your company in “The Blue Economy.”* 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://bit.ly/3RrWuzO>.
- Oct. 25 ***VALUATION RESPONSIBLE CARE AND CONTROL DECLARATION MANAGEMENT FOR PURCHASED AND NON-PURCHASED GOODS.*** Webinar, sponsored by The World Academy, will delve into the essential practices of exercising the due diligence necessary to justify declared import values. Topics include: *Valuation Responsibilities of the Importer; Definitions of transaction value for customs purposes; Acknowledgment of corporate financial reporting of landed costs vs. value for customs purposes; Inclusions to entered value determinations; Exclusions from entered value determinations; No sale transaction valuation determinations; Incoterms and terms of sale influence on Customs reporting values; Valuation verification practices; Reliance on foreign suppliers’ cost and valuation determinations; Computation of value defense; Written procedural valuation controls management; Alignment with corporate finance professionals for transparency in CBP reporting.* 12:00 – 1:00 p.m. CDT. Fee: \$95. For information & registration, please see: <https://www.theworldacademy.com/product-page/valuation-responsible-care-and-control-declaration-management-for-purchased>.
- 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>.
- Oct. 26 ***HARMONIZED TARIFF SCHEDULE CLASSIFICATION.*** Webinar, sponsored by Braumiller Law Group, will provide a basic-to-intermediate understanding of the HTS (the U.S. version of the HS), with an eye towards providing practical knowledge and insights that will improve one’s classification skills and, as a result, protect an importer from the potential dangers of misclassification. 10:00 a.m. CDT. Fee: \$35. For information & registration, please see: https://www.bigmarker.com/braumiller-law-group-pllc/Harmonized-Tariff-Schedule-Classification?show_live_page=true.
- Oct. 26 ***DOING BUSINESS WITH THE UNITED NATIONS.*** Webinar, sponsored by the World Trade Research Institute, will offer an overview of the UN’s more than \$27 billion procurement market and share insights into the UN’s demand for goods and services and explain how to get started with UN procurement. 2:00 – 3:00 p.m. CDT. Fee: \$69. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ek05ek3tee128f89&oseq=&c=&ch=>.
- Oct. 26 ***CHICAGO PROPELLER CLUB NETWORKING EVENING WITH DRINKS.*** The Chicago Propeller Club is holding its first event aiming to kickstart maritime networking in the city and Great Lakes region. 4:00 – 8:00 p.m., South Branch Tavern & Grille, 100 South Wacker Drive Chicago. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/chicago-propeller-club-networking-evening-with-drinks-tickets-732938858857>.

- Oct. 27 ***TRADE & NATIONAL SECURITY: CHINA AND OUTBOUND INVESTMENT IN THE CROSSHAIRS.*** Webinar, sponsored by the Washington International Trade Association, will discuss the Biden Administration's recent Executive Order regarding certain US outbound investments to China in semiconductors and microelectronics, quantum information technologies, and artificial intelligence that present national security concerns. Speakers include: **Peter Harrell**, Non-Resident Fellow, Carnegie Endowment for International Peace, and former Senior Director for International Economics and Competitiveness, National Security Council at the White House; **Emily Kilcrease**, Senior Fellow and Director of the Energy, Economics, and Security Program, Center for a New American Security; **Clay Lowery**, Executive Vice President, Research and Policy, Institute of International Finance; former Assistant Secretary for International Affairs at the U.S. Treasury Department, and Director of International Finance at the National Security Council at the White House. 8:00 – 9:00 a.m. CDT. WITA Members – No fee; Non-members - \$10. For information & registration, please see: <https://www.eventbrite.com/e/trade-national-security-china-and-outbound-investment-in-the-crosshairs-tickets-733484340407?aff=oddtcreator>.
- Oct. 27 ***THE PANAMA-U.S. FREE TRADE AGREEMENT.*** Webinar, sponsored by the World Trade Research Institute, will explain the details of the agreement and how you can take advantage of these opportunities. 10:00 – 11:00 a.m. CDT. Fee: \$69. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ek05ek4pfbf0e361&oseq=&c=&ch=>.
- Oct. 30 ***WIN CONTRACTS AT THE WORLD BANK.*** Webinar, sponsored by the World Trade Research Institute, will show you how to find out about World Bank projects and how your company can win contracts at the World Bank. 10:00 – 11:00 a.m. CDT. Fee: \$69. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ek05ek5nb662a3dd&oseq=&c=&ch=>.
- Oct. 31 ***MANUFACTURING MONTH 2023 – TRADE TALK TUESDAY: CUSTOMS AND TARIFF CONSIDERATIONS (FTA'S DOCUMENT ORIGIN AND COO).*** Last in a series of weekly webinars, sponsored by the Connecticut District Export Council and the U.S. Commercial Service Connecticut office, will provide practical tips on a variety of export-related topics. 10:00 – 10:20 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://trade.webex.com/webappng/sites/trade/webinar/webinarSeries/register/cd12dba6a7c541129ee8aa6ad23fd7a7>.
- Oct. 31 ***MERGERS, ACQUISITIONS, AND DIVESTITURES AND ITAR COMPLIANCE.*** Webinar, sponsored by Content Enablers, will examine the export compliance considerations companies should have when undergoing MA&D, how to assess a company's compliance status, and how export compliance is affected by MA&D. 12:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/244906753191407449?source=HS1>.
- Nov. 1 - 3 ***GREEN TECH MISSION TO TÜRKIYE.*** The U.S. Chamber of Commerce's U.S.-Türkiye Business Council will lead a business mission to Türkiye to meet with new government officials including Minister of Trade, Minister of Treasury and Finance, Minister of Health, Minister of Defense, Minister of Energy, Minister of Environment, Minister of Industry and Technology and Vice Minister of Türkiye. The mission will feature a Green Tech track of specialized meetings focused on energy transition, adaptation technologies and clean-green tech, and meetings with key Minister of the sectors. For information & an application, please see: https://events.uschamber.com/turkiyebusinessmission?utm_source=sfmc&utm_medium=email&utm_campaign=% AdditionalEmailAttribute1%&utm_term=20230922_U.S.-Turkiye_Business_Council_Business_Mission_Invite&utm_content=9/25/2023.
- Nov. 2 ***WHEN IS AN ASSIST NOT AN ASSIST?*** Webinar, sponsored by Braumiller Law Group PLLC, will cover: Definition of additions to value; Real-world examples; Explore how to declare assists to CBP. 11:30 a.m. – 12:30 p.m. CDT. Fee: \$35. For information & registration, please see: https://www.bigmarker.com/braumiller-law-group-llc/When-is-an-Assist-not-an-Assist?show_live_page=true.

- Nov. 2 ***ADVANCED VALUATION: UNDERSTANDING ASSISTS AND SUPPLEMENTAL PAYMENTS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will discuss how companies with complicated purchasing or valuation arrangements can accurately value and report these “assists.” 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/advanced-valuation-understanding-assists-and-supplemental-payments>.
- Nov. 3 ***INFRASTRUCTURE OPPORTUNITIES WITH THE CITY OF CALGARY, CANADA.*** Webinar, sponsored by the U.S. Commercial Service, will describe the infrastructure opportunities presently or soon to be available with the city of Calgary, Canada and how to bid on them. 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QFE>.
- Nov. 6 - 11 ***2023 U.S. CLEANTECH TRADE MISSION TO CHINA.*** Organized by the U.S. Department of Commerce’s International Trade Administration and the U.S. - China Cleantech Center, this trade mission has garnered attention and endorsement from various local governments and industry associations in China. The mission aims to enable U.S. companies to explore China's crucial cleantech market through customized business matchmaking events, with the goal of identifying potential business partners and nurturing the growth and engagement of U.S. companies in China. The mission will include business conferences, presentations, and one-on-one matchmaking meetings with distinguished Chinese partners, investors, and industry executives meticulously selected to align with the objectives and aspirations of participating American companies. For information & an application, please see: <http://uschinacleantech.org/wp-content/uploads/2023/05/2023-US-Cleantech-Trade-Mission-to-China-1.pdf>.
- 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. 7 ***AN IN-DEPTH OVERVIEW OF CBP’S PRIOR DISCLOSURE PROCESS.*** Webinar, sponsored by Content Enablers, will provide a detailed overview of CBP’s prior disclosure process, including: Definition of a prior disclosure; CBP-28 and its’ connection to prior disclosure; Timing to submit prior disclosure; How CBP processes prior disclosures; CBP’s new prior disclosure timelines; Statute of limitation waivers. 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://contentenablers.com/live-events/webinars/an-in-depth-overview-of-cbp-prior-disclosure-process/>.
- Nov. 9 ***HOMELAND SECURITY (HIS) AND BUREAU OF INDUSTRY AND SECURITY (BIS) UPDATE (WITH FOCUS ON CHINA).*** Seminar sponsored by the Midwest Global Trade Association. Presentations by: **Katie M. Wespetal**; Special Agent; Department of Homeland Security, Immigration, and Customs Enforcement; **Ross D. Galow**, Special Agent, Bureau of Industry and Security, U.S. Department of Commerce; **Duncan J. McCampbell**, Associate Professor of Law and International Business, Metropolitan State University. 1:00 – 4:00 p.m., Toro Company, 8111 Lyndale Avenue South, Bloomington, MN. MGTA Members - \$95; Non-members - \$195. For information & registration, please see: <https://www.mgta.org/events/EventDetails.aspx?alias=BISHIS2023>.
- Nov. 12 - 17 ***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
18 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
20 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
16 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. 13 - **ACE EXPORTS COMPLIANCE**. Webinar sponsored by the South Florida District Export Council and
14 the U.S. Commercial Service. This two-day program brings together experts from the U.S. Census Bureau, Bureau of Industry and Security, OFAC, and U.S. Customs & Border Protection to provide training on export filing requirements. Topics include: *Foreign Trade Regulations (FTR) and an update on the latest regulatory changes; Commodity Classification (i.e., Schedule B) guidance and tips and the Global Market Finder; Export Reports feature in ACE to manage your company's filings and compliance; U.S. Export Controls Overview; Automated Commercial Environment (ACE)/Automated Export System (AES) Direct Filings*. 1:00 – 5:15 p.m. CST. Fee: 125 - \$840. For information & registration, please see: <https://www.eventbrite.com/e/ace-exports-compliance-webinar-tickets-670810561447?aff=oddtcreator>.
- Nov. 14 **AN EXECUTIVE SUMMARY OF U.S. EXPORT CONTROLS: THE BASIC STEPS AND HOW TO
PRIORITIZE TRADE COMPLIANCE FOR YOUR BUSINESS**. Webinar, sponsored by Content
Enablers, will deliver an executive-level overview of U.S. export controls and provide a road map for where to start, what to focus on, and how to allocate limited resources. Topics include: *Identifying the Trade Compliance Risk Areas for Your Business; Examining the Steps for Making Export Determinations; What Is “Required” versus a “Best Practice”; The Essential Elements of a Trade Compliance Program; Industry Best Practices*. 12:00 – 1:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://contentenablers.com/live-events/webinars/an-executive-summary-of-us-export-controls/>.
- Nov. 15 - **TRADE MISSION TO MILANO (ITALY)**. Sponsored by the Italian American Chamber of Commerce
17 Midwest, this mission is open only to the following professionals: architects, engineers, developers, agents, procurement agencies, general contractors, construction companies, importers and distributors, facility managers. The mission will visit: International Security and Fire Exhibition; Global Elevator Exhibition; Construction and Building Envelope Exhibition; Smart Building Expo. Selected participants will receive airfare, hotel, some transfers and some meals. For information & an application, please contact: fcalcinardi@iacc-chicago.com.

- Nov. 15 **GLOBAL MINIMUM TAX.** Luncheon program and Executive Briefing sponsored by the **International Trade Association of Greater Chicago.** The OECD's Base Erosion and Profit Shifting (BEPS 2.0) project and its imminent implementation by over 140 countries globally is the most material and fundamental change to the global international tax system ever. These changes will have many implications for U.S. multinationals and their suppliers, necessitating a reevaluation of data systems, structures and supply chains, tax obligations and approach to risk, controversy and more. Presentations by **Sam Barrett**, Managing Director, Operating Model Effectiveness and **Corey Carr**, Senior Manager, International Tax and Transaction Services, EY (Ernst & Young) who will discuss the impacts of the GMT on all companies and what your organization should be focusing on now to best prepare. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$50; Non-members - \$75. For information & registration, please see: <https://www.eventbrite.com/e/global-minimum-tax-tickets-728542870337>.
- 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. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/apparel-classification-series-recreational-performance-outerwear>.
- Nov. 16 **IMPORT 101 – FREIGHT COSTS & AUDITS.** Virtual program sponsored by the International Trade Council of Greater Kansas City. Topics include: Overall Costs of Freight; What can change the rate? Volume/Location/Routing; Impact of Freight on Landed Cost. 10:00 a.m. CST. ITC Members – No fee; Non-members - \$15. For information & registration, please see: <https://itcgkc.org/event-5422840>.
- Nov. 29 **INCOTERMS® 2020 THEORY AND STRATEGIES.** Webinar sponsored by O'Meara & Associates. Presentation by **Arthur C. O'Meara**, ICC-Certified Incoterms® Instructor and Principal, O'Meara & Associates, who will delve into various strategies to effectively utilize Incoterms® rules. You'll learn how to navigate the complexities of international trade, minimize risks, and maximize profitability. 9:00 a.m. – 12:00 p.m. CST. Fee: \$400. For information & registration, please see: <https://www.eventbrite.com/e/incoterms-2020-theory-and-strategies-webinar-tickets-703694066897>.
- 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 & 9 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
27 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
15 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>.
- May 27 - ***ICT BUSINESS DEVELOPMENT MISSION TO SINGAPORE***. Led by the U.S. Department of
30 Commerce, this mission will be run in conjunction with the Asia Tech x Singapore 2024 (ATxSG 2024) trade show and forum. The purpose of the mission is to expand opportunities for U.S. companies in Singapore and the Southeast Asian region at the intersection of telecommunications services, 5G, SaaS applications, cybersecurity and the digital economy. This mission will also be part of delivering and advancing U.S. technology, standards and commercial interests in this vital region of the world. The objective is to identify, where appropriate and in line with U.S. policy objectives, trade promotion opportunities that will help cement U.S. technology organizations as global leaders in this rapid-growth industry, while also creating new commercial opportunities and encouraging strong regulation and supervision worldwide. For information & an application, Please see: <https://trade.gov/ict-business-development-mission-singapore>.
- Jun. 8 - ***BRAZIL AND CHILE TRADE MISSION***. The Great Lakes St. Lawrence Governors & Premiers is
14 leading this multi-sector trade mission 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. For information & registration, please see: <https://gsgp.org/projects/international-trade/trade-missions/brazil-and-chile-trade-mission-2024/>.

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

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