

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

March 25, 2024

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.

Of Note:

2024 Registering for the EXIM Annual Conference? ITA/GC member, Louise Kern (louise@glo-bis.com), is extending GloBIS' 10% conference discount to all ITA/GC members. GloBIS is a proud stakeholder partner for the Export-Import Bank of the United States' (EXIM) [2024 Annual Conference](#), taking place June 6-7 in Washington, DC. The conference will bring together prominent figures from small businesses, multinational corporations, think tanks and government to discuss global trends in trade and finance. Conference attendees can meet one-on-one with EXIM specialists and other agencies to learn about trade financing tools and network with business leaders, government representatives and global banking deal makers. Secure your spot now to enjoy discounted early bird registration. Plus, benefit from an additional 10% discount using GloBIS' exclusive code: **GLOBIS2024** on the final payment screen. Visit the conference website today to learn more and [register to attend](#).

Import Certificates to be Required for All Organic Products: New mandatory data reporting requirements for imports of organic products into the United States go into effect on March 19, 2024. Under the USDA Agricultural Marketing Service's (AMS) Strengthening Organics Enforcement (SOE) Program, foreign exporters of most organic products must obtain an NOP Import Certificate from their local organic certifier. Even if you don't import organic merchandise, you may still be affected by these new mandates. *ST&R Trade Report* includes a useful analysis [here](#).

USTR Releases President Biden's 2024 Trade Policy Agenda and 2023 Annual Report: The Office of the United States Trade Representative has released President Biden's [2024 Trade Policy Agenda and 2023 Annual Report](#) to Congress, which details USTR's work to advance President Biden's trade agenda. The President's 2024 Trade Policy Agenda stands up for workers' rights and sustainable trade practices, supports U.S. farmers, ranchers, fishers, and food manufacturers, bolsters supply chain resilience, addresses unfair policies and practices, and advances inclusive, durable trade policy through expanded engagement.

20th Malaysia International Halal Showcase: The global Halal food industry alone is expected to hit almost US\$4 trillion by 2028 as it expands at an 11.25% annual rate over the next few years. MATRADE – the Malaysian Trade Agency - will organize the 20th Malaysia International Halal Showcase (MIHAS) from September 17-20, 2024 in Kuala Lumpur, Malaysia. "We are inviting US and Canadian companies to leverage on this event as a platform for them to source for Halal products and services or to use this event as a launching pad for their Halal products and services in making their way into the Halal global market," said Ms. Nyae Ayup, Trade Commissioner, MATRADE New York. For more information on MIHAS and other sourcing/opportunities to reach the Halal market through Malaysia, please contact the New York office of MATRADE at 212-682-0232 or newyork@matrade.gov.my.

Request for Comments on Promoting Supply Chain Resilience: On March 7 the Office of the United States Trade Representative (USTR) published a [notice](#) in the *Federal Register* seeking input to inform the development of trade and investment policy initiatives that promote supply chain resilience. In outlining a new trade policy vision promoting resilience, the notice explains that resilient supply chains provide a range of sourcing options; adapt, rebound, and recover with agility following shocks; uphold labor rights and environmental protections; and strengthen the U.S. manufacturing base and workforce. To help achieve these objectives, the notice seeks information on developing sector-specific policy tools, strengthening domestic manufacturing and services, collaborating with like-minded trading partners and allies, and measuring resilience, among other topics. Due date for submission of written comments: April 22, 2024.

USTR Releases Annual Report on China's WTO Compliance: Just released, “this [report](#) details the breadth and scale of China’s non-market policies and practices and the serious harm that they cause to workers, businesses, and industries in the United States and around the world. It is a stark reminder that the members of the international trading system must continue to work together to defend our shared interests against these many harmful policies and practices, particularly in sectors targeted by China’s industrial plans,” said USTR Katherine Tai.

Introduction to Doing Business in Asia 2024 Guides: The Introduction to Doing Business guides by Asia Briefing, a publishing subsidiary of Dezan Shira & Associates, have been updated for the latest regulatory changes in 2024 for [China](#), [Vietnam](#), [India](#), and [ASEAN](#) (Southeast Asia). Each guide covers the main compliance requirements your business will need to fulfil, as well as a corporate establishment walk-through for each country or region. The guides are free to download.

2023 Trade Data Now Available: The U.S. Department of Commerce’s (USDOC) Industry and Analysis team collects trade data and provides market research tools for U.S. exporters. Data from all of 2023 is now available for use. See the [2023 ITA Annual Trade Infographic](#).

Pirate Attacks Are at Their Lowest in 30 Years: Ed Gresser reports in his [PPI's Trade Fact of the Week](#): From 2000 to 2014, International Maritime Bureau was reporting between 300 and 500 pirate attacks per year. The 115 attacks in 2022 were the lowest in its records, down nearly 75% from the 439 reported in 2012. The largest reason for this drop is the near-elimination of attacks off the Horn of Africa, after the suppression of Somalia’s industrial-scale pirate fleet by an international naval consortium, Combined Task Force 151, between 2012 and 2015. Attacks in Southeast Asia and West Africa, always more opportunistic and smaller scale than the Somali pirate industry, have also declined.

Annual Report on the U.S. Manufacturing Economy: 2023: Recently released by the National Institute on Standards & Technology (NIST), this [report](#) provides an overview of the U.S. manufacturing industry with three aspects of U.S. manufacturing considered: (1) how the U.S. industry compares to other countries; (2) the trends in the domestic industry; and (3) the industry trends compared to those in other countries. The study provides aggregate manufacturing industry data and industry subsector data to develop a quantitative depiction of the U.S. manufacturing industry.

EU-New Zealand Free Trade Agreement: The Council of the EU on November 27 adopted a decision on the conclusion of a [free trade agreement](#) (FTA) between the EU and New Zealand. This decision clears the path, on the EU side, for the entry into force of the agreement. Once New Zealand also completes its legal requirements and procedures, the agreement can enter into force, probably in early 2024. The FTA will liberalize and facilitate trade and investment, as well as promote a closer economic relationship, which will open significant economic opportunities for companies and consumers on both sides.

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.

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.

- Mar. 25 ***THE U.S.-COLOMBIA 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 this exciting opportunity. 10:00 – 11:00 a.m. CDT. Fee: \$79. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ekan0tzge30b6ab4&oseq=&c=&ch=>.
- Mar. 25 ***EBRD PROCUREMENT DATABASES TUTORIAL FOR U.S. COMPANIES.*** Webinar, sponsored by the U.S. Commercial Service, will describe best practices in EBRD's two procurement databases - ECEPP and SMART. 10:30 – 11:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.teams.microsoft.com/event/b4e5956b-678c-4837-ac6d-dc17419724b8@172f4752-6874-4876-bad5-e6d61f991171>.
- Mar. 26 ***STRATEGIES FOR PROTECTING AND ENFORCING INTELLECTUAL PROPERTY IN CHINA: WHAT ILLINOIS BUSINESSES NEED TO KNOW.*** Program organized by the U.S. Patent and Trademark Office's Office of Policy and International Affairs in collaboration with the U.S. Commercial Service Chicago, the Illinois District Export Council, and the offices of U.S. Representative Raja Krishnamoorthi and Malcolm X College. Experts from the U.S. government, IP attorneys, and local businesspeople will share their insights on how U.S. rights holders can protect and enforce their IP in China and the United States. Topics will include: *What small and medium-sized businesses need to know about protecting all types of IP in China; IP developments in China: Challenges and opportunities in a shifting IP environment; Enforcing IP rights, in both China and the United States, against infringement originating in China; U.S. government resources for U.S. companies; Rewards and challenges of doing business in China: The Illinois experience.* 8:30 – 5:00 p.m., Malcolm X College, 1900 West Jackson Boulevard, Chicago. No fee; advance registration required. For information & registration, please see: <https://www.uspto.gov/about-us/events/strategies-protecting-and-enforcing-intellectual-property-china-what-illinois>.
- Mar. 26 ***MASTERING THE MARKET – MEXICO.*** Webinar, sponsored by the U.S. Commercial Service's Global Advanced Manufacturing Team, will feature country and industry experts, success stories, and key events. Seasoned trade professionals will equip you with strategies to grow sales, mitigate risks, and lower costs in these top markets. U.S. Manufacturers will learn how to continue to position their firms in an ever-changing international environment, the importance of supply chains, and how to stay savvy in established markets. 10:00 a.m. CDT. Fee: \$25. For information & registration, please see: <https://events.trade.gov/en/MasteringtheMarket-Germany/>.
- Mar. 26 ***SINGAPORE 2023 RECAP & 2024 OUTLOOK – UPDATES & OPPORTUNITIES.*** Webinar, sponsored by Dezan Shira & Associates, will guide you through: Key Economic Highlights Analyzed: Economic Performance 2023; Overview of GDP Growth to Key Industry Trends; Policy Landscape: Impact of Government Initiatives in 2023, and Regulatory Changes Prospects for 2024; 2024 Business Outlook: Anticipated Economic Trends, Policy Shifts, and Emerging Opportunities; Gain valuable insights to strengthen your business decisions in Singapore's business environment. 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://register.gotowebinar.com/register/2244165242451506782?source=flyer&_cldee=G9WjNDYoNsjFtDOuyb93fUDZNmBmtTLg-XM-1kJfbYxtb47VIEIHjSn-7S5VvTVI&recipientid=lead-e5937e5c404ae911a993000d3aa306f0-cdddf04a08924a87a15584ea671db85c&utm_source=ClickDimensions&utm_medium=email&utm_campaign=Intl.%20N.%20America%20Desk%202024&esid=05cb4009-85d7-ce11-904d-000d3aa08d08.
- Mar. 26 ***INTRODUCTION TO CUSTOMS AUDITS: WHAT TO EXPECT.*** Webinar, sponsored by Sandler, Travis & Rosenberg, will discuss current CBP audit methods and what importers may expect. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: [https://www.strtrade.com/training/events/upcoming-webinars/customs-audits-101-what-to-expect-\(1\)](https://www.strtrade.com/training/events/upcoming-webinars/customs-audits-101-what-to-expect-(1)).

- Mar. 26 ***GLOBAL ECONOMIC OUTLOOK***. BABC Speaker Series sponsored by the British-American Business Council. Presentation by **Carl Tannenbaum**, Chief Economist, Northern Trust. 5:00 – 7:00 p.m., Northern Trust, 50 South LaSalle Street, Miami Room, Chicago. BABC Members - \$55; Non-members - \$80. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eka7ax7d839c7a2c&oseq=&c=&ch=>.
- Mar. 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: \$79. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ekan0tys7e832f06&oseq=&c=&ch=>.
- Mar. 27 ***ENERGY DISTRIBUTION & TRANSMISSION PROJECTS AT THE INTER-AMERICAN DEVELOPMENT BANK***. Webinar, sponsored by the U.S. Commercial Service in coordination with the Inter-American Development Bank (IDB), will discuss the energy challenges and priorities in the region, as well as the projects in energy distribution and transmission that the IDB is developing and financing. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.gcc.teams.microsoft.com/event/9e6af0e2-9df4-4f4f-bdf3-421a1e07e2ac@a1d183f2-6c7b-4d9a-b994-5f2f31b3f780/registration>.
- Mar. 27 ***DOING BUSINESS IN INDONESIA 2024: ELECTIONS, INDUSTRY TRENDS & CAPITAL CITY RELOCATION***. Webinar, sponsored by Dezan Shira & Associates, will cover the following key topics: Recap of Indonesia's Economic Performance; Implications of the 2024 general election results for businesses; Key Industry Trends for 2024; Insights into the development of Indonesia's new capital city, Nusantara. 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://register.gotowebinar.com/register/2718011873069527386?source=flyer&_cldee=G9WjNDYoNsjFtDOuyb93fUDZNmBmtTLg-XM-1kJfbYxtb47VIEIHjSn-7S5VoTVI&recipientid=lead-e5937e5c404ae911a993000d3aa306f0-cdddf04a08924a87a15584ea671db85c&utm_source=ClickDimensions&utm_medium=email&utm_campaign=Intl.%20N.%20America%20Desk%202024&esid=05cb4009-85d7-ee11-904d-000d3aa08d08.
- Mar. 28 ***SCHEDULE B AND HTS CODES - CLASSIFYING YOUR PRODUCTS FOR INTERNATIONAL SHIPPING***. Webinar, sponsored by the World Trade Research Institute, will cover details of these codes and the general rules of interpretation. 10:00 – 11:00 a.m. CDT. Fee: \$79. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eka7va303d169bb5&oseq=&c=&ch=>.
- Apr. 2 ***USING FTZs AND BONDED WAREHOUSES IN THE AGE OF RE-SHORING***. Webinar, sponsored by Sandler, Travis & Rosenberg, explores how FTZs and bonded warehouses are used, how to set them up and operate them, and how to determine their practicality and effectiveness for your business. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/using-ftzs-and-bonded-warehouses-in-the-age-of-re-shoring>.
- Apr. 3 ***RUNNING A SUSTAINABLE GLOBAL BEAUTY BRAND: 7 LESSONS IN 7 YEARS***. Webinar sponsored by Women Entrepreneurs Grow Global. Presentation by **Abena Boamah-Acheampong**, CEO, Hanahana Beauty who will discuss: How to prioritize your growth and your self-care; How no is better than nothing and the why behind it; How sustainable can be expensive but overcome; How to build a beauty brand business with intention. 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://womenentrepreneursgrowglobal.org/2024/06/running-a-sustainable-global-beauty-brand-7-lessons-in-7-years-with-abena-boamah-acheampong/?utm_source=rss&utm_medium=rss&utm_campaign=running-a-sustainable-global-beauty-brand-7-lessons-in-7-years-with-abena-boamah-acheampong&mc_cid=6099abb74c&mc_cid=6499c7d108.

- Apr. 3 ***GETTING OVER THE FEAR OF GETTING IT WRONG AND STAYING RELEVANT IN A MULTICULTURAL WORLD.*** Webinar, sponsored by Multilingual Connections, will walk you through the risks and rewards of working across languages and cross-culturally. Speakers include **Carlos Hevia**, Business Development Director, Multilingual Connections and **Kristian Alomá**, Founder & CEO, Threadline. 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://zoom.us/webinar/register/WN_PZH7ek57T7CpOuCXP19rjw#/registration.
- Apr. 3 ***EXPORT ENFORCEMENT AUTHORITY – LEARNING FROM OTHERS’ MISTAKES.*** Webinar, sponsored by Sandler, Travis & Rosenberg, will analyze significant, recent client matters over the past year as examples (sanitized to preserve all aspects of client confidentiality, of course) and share trends and take-aways that will help exporters better assess areas of risk and opportunities for better internal controls and processes. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/export-enforcement-authority-learning-from-others-mistakes>.
- Apr. 4 ***FINTECH SOLUTIONS THAT EMPOWER YOUR B2B TODAY TO INCREASE ILLINOIS EXPORTS TO EUROPE.*** Webinar, sponsored by the Illinois Office of Trade & Investment, will explore the topic of payment processing and currency reconciliation, and how you can master digital payment processing for B2B in 2024. Speakers include: **Randy Rivera**, Founder & Principle, Keen Advisors; **Tansy Stevens**, Head of New Business, M2020 Europe Exhibition; **Jason Henrichs**, Chief Executive Officer, Alloy Labs Alliance; **Erik Howell**, Partner, Flagship Advisory Partners. 9:30 – 10:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://bit.ly/3UQaAwB>.
- Apr. 4 ***BRAZIL TAX/TARIFF SYSTEM AND EXCEPTIONS FOR AGRICULTURAL MACHINERY.*** Webinar, sponsored by the U.S. Commercial Service, is tailor-made for U.S. exporters of equipment and machinery for the agricultural sector: Dive into the fundamentals of Brazilian Customs; Receive guidance on export documentation; Save time and money by learning tips to avoid common and expensive mistakes; Get a better idea on how much your product could cost to your partners and customers in Brazil by learning how the duties and taxes are calculated. 10:00 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://events.trade.gov/en/BrazilTaxTariffSystemandExceptionsforAgriculturalM/>.
- Apr. 4 ***NEW HORIZONS: NAVIGATING THE FUTURE OF US-CHINA EDUCATIONAL EXCHANGES.*** Webinar, sponsored by the US Heartland China Association and China Institute in America, brings together leaders dedicated to expanding US-China educational exchanges for a timely discussion on the new opportunities and challenges ahead. 7:00 – 8:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://chinainstitute.org/events/new-horizons-navigating-the-future-of-us-china-educational-exchanges/>.
- Apr. 9 - 10 ***COMPLYING WITH U.S. EXPORT CONTROLS.*** Program sponsored by the Bureau of Industry & Security with the Missouri District Export Council. This program is led by BIS’s professional counseling staff and provides an in-depth examination of the Export Administration Regulations (EAR). The program will cover the information exporters need to know to comply with U.S. export control requirements on commercial goods, and other items subject to the EAR. We will focus on what items and activities are subject to the EAR, how to determine your export control classification number (ECCN), steps to take to determine the export licensing requirements for your item, when you can export or reexport without applying for a license, export clearance procedures and record keeping requirements, and guidance in applying this information. 8:30 a.m. – 5:00 p.m., Eric P. Newman Education Center, 320 South Euclid Avenue, St. Louis, MO. Fee: \$575 (by March 15; \$625 thereafter). For information & registration, please see: <https://www.eventbrite.com/e/complying-with-us-export-controls-tickets-774551714027>.

- Apr. 9 ***STOPFAKES.GOV ROADSHOW***. Program, sponsored by the U.S. Patent and Trademark Office's Office of Policy and International Affairs with South Dakota Trade, will deliver critically important information about intellectual property to audiences that need it most -- start-ups, entrepreneurs, small and medium-sized businesses, independent creators, and inventors. The information is presented by experts from multiple government agencies whose missions advance stakeholders' intellectual property interests. It will feature on-site help with the copyright registration process and with recording marks with Customs to exclude counterfeit goods from entering the United States. Participants will also have opportunities to meet one-on-one with the presenters to discuss intellectual property issues of primary concern. 9:00 a.m. – 4:00 p.m., University of South Dakota, 4801 North Career Avenue, Room 245, Sioux Falls, SD. Fee: \$50. For information & registration, please see: <https://www.eventbrite.com/e/stopfakesgov-roadshow-tickets-858524448737>.
- Apr. 9 ***CRUCIAL COMPLIANCE UPDATES: WHAT'S ON YOUR RADAR?*** Annual trade compliance event sponsored by the Madison International Trade Association, University of Wisconsin E-Business Consortium and BDG International. Speakers include **Nicolas Guzman**, Partner, Faegre Drinker Biddle & Reath LLP, Chicago and **Ngosong Fonkem**, International Trade Attorney, Harris Sliwoski LLP. 11:30 a.m. – 2:00 p.m., UW Fluno Center, Skyview Room, 601 University Avenue, Madison, WI. MITA Members - \$50; Non-members - \$75. For information & registration, please see: <https://mita.mitatrade.org/ap/Events/Register/g1H6wmys2HyCo>.
- Apr. 9 ***INTRODUCTION TO TARIFF CLASSIFICATION: A STAPLE FOR COMPLIANCE***. Webinar, sponsored by Sandler, Travis & Rosenberg, will cover the basics of the classification process, and use CBP rulings and court decisions to help you effectively evaluate tariff classification and related considerations impacting trade remedies (232, 301, AD/CVD) with fresh, updated content for novice and experienced classifiers alike. 1:00 – 2:30 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/introduction-to-tariff-classification-a-staple-for-compliance>.
- Apr. 10 ***U.S. ENVIRONMENTAL TECHNOLOGIES TOP EXPORT MARKET RANKINGS TOOL***. Webinar, sponsored by the U.S. Commercial Service, will demonstrate how to utilize the tool as you're targeting markets that hold the most opportunity for your company and your products in 2024 and beyond. 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.trade.gov/en/USEnviroTechTEMRSeries/>.
- Apr. 10 ***CBP ORGANIZATION & OPERATIONS***. Webinar, sponsored by Sandler, Travis & Rosenberg, reviews CBP's basic operations as well as its organizational structure and various components. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/cbp-organization-and-operations>.
- Apr. 11 ***WHAT IS A "FIRST SALE" TRANSACTION AND WHAT DO YOU DO ABOUT IT?*** Webinar, sponsored by Braumiller Law Group PLLC, will cover: Identifying what is a first sale transaction; Customs guidance for first sale valuation; Court cases and rulings involving first sale valuation. 11:30 a.m. CDT. Fee: \$35. For information & registration, please see: https://www.bigmarker.com/braumiller-law-group-llc/What-is-a-First-Sale-transaction-and-what-do-you-do-about-it?show_live_page=true.
- Apr. 11 ***RECOVERING EMPOWERED OFFICIALS: A DAY IN THE LIFE***. Webinar sponsored by Content Enablers. Hear from five former empowered officials as they cover: ITAR empowered official regulatory requirements; The privileges of being an empowered official; The challenges of being an empowered official; The responsibilities of being an empowered official; Best practices when selecting your empowered official. 12:00 – 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/6782156493898372442?source=3+12+24+HS>.

- Apr. 11 **SECTION 301: WHERE ARE WE HEADING?** Webinar, sponsored by Sandler, Travis & Rosenberg, will examine how Section 301 works, its potential targets, and its future as an element of U.S. trade policy. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/section-301-where-are-we-heading>.
- Apr. 11 **HONG KONG SPRING RECEPTION.** Event sponsored by the Hong Kong Business Association of the Midwest with the Hong Kong Trade Development Council and the Hong Kong Economic & Trade Office New York. Presentation by **Christopher Hui**, Secretary for Financial Services and the Treasury of Hong Kong. 6:00 – 8:00 p.m., Union League Club of Chicago, 65 West Jackson Boulevard, 5th Floor, Chicago. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/hong-kong-spring-reception-tickets-856497335587>.
- Apr. 16 **FREE TRADE AGREEMENTS – STRATEGIES FOR UTILIZATION AND COMPLIANCE.** Webinar, sponsored by the International Compliance Professionals Association, will cover: Types of Trade Agreements; How to determine if a product “qualifies” under an FTA Rules of Origin or Classification under the Harmonized Tariff Schedule; Certificates of Origin; FTA Commercial Availability and Short Supply List. 10:30 a.m. – 12:00 p.m. CDT. ICPA Members - \$35; Non-members - \$75. For information & registration, please see: <https://web.cvent.com/event/eadf047-d280-45c4-bc1a-3385bb497942/summary?locale=en>.
- Apr. 16 **GREEN ALLIANCES: CULTIVATING US AND CHINESE CLIMATE LEADERSHIP ON FOOD AND AGRICULTURE.** Webinar, sponsored by the US Heartland China Association, will discuss possible paths forward for climate and food collaboration between the United States and China. We will also hear from leading professionals in agrifood sciences and agricultural studies. 7:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/5917108283409/WN_xFKSOJbgQEW8H-gS_o_BpQ#/registration.
- Apr. 16 **MALAYSIA DEFENSE INDUSTRY.** Webinar, sponsored by the U.S. Commercial Service, will provide you with in-depth insights on current and future requirements, how to bid on available contracts, local partnerships, and offset requirements. 7:30 – 9:00 p.m. CDT. Fee: \$37. For information & registration, please see: <https://events.trade.gov/en/TradeGov/Webinar-OpportunitiesintheSecurityandDefensesector/purchase.php>.
- Apr. 18 **CROSS-BORDER TRANSPORTATION AND LOGISTICS.** Breakfast & luncheon program sponsored by the US-Mexico Chamber of Commerce Midwest and the Traffic Club of Chicago. Keynotes: Amb. **Reyna Torres**, Consul General of Mexico in Chicago; Hon. **Madeleine Fequiere**, Consul General of Canada in Chicago. Panels will address: *Practitioners & Policy Makers: A Collaboration in the Cross-Border Environment*; *A View from the Bridge*; *Crossing the Border: How Carriers and Third Parties Support the Supply Chain*; *Decisions and Decision Makers: What Is the Why Behind Global Business?* 8:00 a.m. – 3:15 p.m., Baker & McKenzie, 300 East Randolph Drive, 50th Floor, Chicago. USMCoC & TCC Members - \$150; Non-members - \$250. For information & registration, please see: <https://www.usmccoma.org/>.
- Apr. 18 **EXPANDING IN THE US MARKET.** German American Chamber of Commerce Midwest SME Forum will explore the opportunities and challenges that businesses encounter as they navigate the dynamic landscape of the US market. 9:00 a.m. – 2:00 p.m., Itasca Country Club, 400 East Orchard Street, Itasca, IL. GACC Members - \$125; Non-members - \$160. For information & registration, please see: https://lp.constantcontactpages.com/ev/reg/ud8u7ch?source_id=2002f49d-ad3a-4563-a0f3-0122c52b524b&source_type=em&c=IQXeXxHnG9ISGE2Y3Qqa5S5WrefcHodvyKVVaCwpjLqT_pkhv2i2PJw==.

- 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>.
- Apr. 22 - ***ILLINOIS MULTI-SECTOR TRADE MISSION TO INDIA***. Illinois small businesses are invited to join
26 the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment on a multi-sector trade mission. Participants will receive a customized itinerary, including networking events and one-on-one pre-vetted meetings with potential distributors and business partners. Companies selected to participate in the mission will receive the following, in accordance with eligibility guidelines: Pre-scheduled B2B Matchmaking; 50% - 75% partial reimbursement of lodging and airfare costs; In-country briefing materials; logistics. For information & an application, please contact: kelly.hou@illnols.gov.
- Apr. 25 ***THE INS AND OUTS OF EXPORTING-PART 3: SMOOTH SAILING THROUGH EXPORT REGULATIONS***. Webinar, sponsored by the International Trade Council of Greater Kansas City, will provide an understanding of the basics of U.S. export compliance regulations. 10:00 – 11:00 a.m. CDT. ITCGKC Members – No fee; Non-members - \$15. For information & registration, please see: <https://itcgkc.org/event-5647723>.
- May 1 ***CYBERSECURITY MATURITY MODEL CERTIFICATE (CMMC)***. Second in a series of four hybrid
Cybersecurity programs (Mar. 7; Sept. 9; Dec. 11) sponsored by the U.S. Commercial Service Taiwan. The goal of this program is to introduce U.S. firms offering CMMC solutions and consulting services to senior officials from the Taiwan authorities and private sector representatives. The audience will include officials from Taiwan's Ministry of Defense, the Ministry of Digital Affairs, the Ministry of Economic Affairs, as well as representatives from local defense equipment and component manufacturers. 8:00 p.m. – 12:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://inevent.com/en/TradeGov/CybersecurityMarketonTaiwan-9884-1700492165/hotsite.php#agenda>.
- May 8 - ***U.S. ENVIRONMENTAL TECHNOLOGIES BUSINESS DEVELOPMENT MISSION TO IFAT AND EUROPE***. The United States Department of Commerce, International Trade Administration is
15 organizing this Mission to Munich, Germany. The Mission will promote U.S. exports in a range of environmental technology industries, including water and wastewater management, solid waste management and recycling, and air pollution monitoring and control. The Mission will introduce participants to commercial opportunities in the region and connect them with prospective partners, distributors, service providers, end-users, and foreign government decision makers who are seeking U.S. environmental solutions. For details & an application (**due December 15**), please see: <https://events.trade.gov/TradeGov/EnviroTechIFAT2024/>.
- 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.
15 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 14 ***MASTERING THE MARKET – INDIA***. Webinar, sponsored by the U.S. Commercial Service’s Global Advanced Manufacturing Team, will feature country and industry experts, success stories, and key events. Seasoned trade professionals will equip you with strategies to grow sales, mitigate risks, and lower costs in these top markets. U.S. Manufacturers will learn how to continue to position their firms in an ever-changing international environment, the importance of supply chains, and how to stay savvy in established markets. 10:00 a.m. CDT. Fee: \$25. For information & registration, please see: <https://events.trade.gov/en/MasteringtheMarket-Germany/>.
- May 27 - 30 ***ICT BUSINESS DEVELOPMENT MISSION TO SINGAPORE***. Led by the U.S. Department of 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. 4 - 7 ***EXHIBIT WITH THE STATE OF ILLINOIS AT EXPO PACK 2024, MEXICO CITY***. The Illinois Department of Commerce and Economic Opportunity Office of Trade and Investment invites Illinois small businesses to exhibit in the Illinois Pavilion at Expo Pack 2024 in Mexico City. Illinois companies who qualify for the mission will receive the following: Exhibit space within the Illinois pavilion; 25% - 75% partial reimbursement of lodging and airfare costs; Briefing materials; Pre-show promotion; Assistance with travel logistics; Interpreter services during the show. For information & registration (deadline: **March 8**), please contact: chris.sedgwick@illinois.gov.
- Jun. 8 - 14 ***BRAZIL AND CHILE TRADE MISSION***. The Great Lakes St. Lawrence Governors & Premiers is 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/>.
- Jun. 9 - 15 ***ILLINOIS MULTI-SECTOR TRADE MISSION TO CANADA (TORONTO & MONTREAL)***. The Illinois Office of Trade and Investment invites Illinois small businesses to join them on a multi-sector trade mission. Participants will receive a customized itinerary which will include networking events and one-on-one pre-vetted meetings with potential distributors and business partners. Companies selected to participate in the mission will receive the following, in accordance with eligibility guidelines: Pre-scheduled B2B matchmaking; 50% - 75% partial reimbursement of lodging and airfare costs; In-country briefing materials; Assistance with travel logistics. Fee: \$750. For information & an application, please contact: chris.sedgwick@illinois.gov.
- Jun. 11 ***FORGING PARTNERSHIPS. EMPOWERING COMMERCE***. U.S. Customs and Border Protection 2024 Trade Day sponsored by U.S. Customs and Border Protection, Chicago Field Office. Connect with CBP personnel, Chicago Field Office Trade Staff, and representatives from partnered government agencies to discuss today’s most relevant topics in importing and exporting. 8:30 a.m. – 4:30 p.m., Four Point by Sheraton, 10249 West Irving Park Road, Schiller Park, IL. No fee; advance registration required. For information & registration, please see: <https://www.surveymonkey.com/r/TradeDay2024>.

- Jul. 14 - ***ILLINOIS MULTI-SECTOR TRADE MISSION TO MEXICO***. The Illinois Office of Trade and Investment invites Illinois small businesses to join them on a multi-sector trade mission. Participants will receive a customized itinerary which will include networking events and one-on-one pre-vetted meetings with potential distributors and business partners. Companies selected to participate in the mission will receive the following, in accordance with eligibility guidelines: Pre-scheduled B2B matchmaking; 50% - 75% partial reimbursement of lodging and airfare costs; In-country briefing materials; Assistance with travel logistics. Fee: \$750. For information & an application, please contact: chris.sedgwick@illinois.gov.
- Jul. 15 ***INTERNATIONAL LOGISTICS***. Course sponsored by the Global Training Center. Managing Forwarders, Brokers & Carriers is the theme of this course. Learn to control your international shipments by directly coordinating your documents with transportation rules and procedures. Review the air and ocean transportation & documentation process. A comprehensive review of the roles of the forwarder and the customs broker. Learn the evaluation and selection process of the international forwarder, customs broker, and carrier. 8:30 a.m. – 4:00 p.m., DoubleTree Chicago- Arlington Heights. Fee: \$645. For information & registration, please see: <https://globaltrainingcenter.com/international-logistics-chicago-july-15-2024/>.
- Jul. 16 ***TARIFF CLASSIFICATION***. Course sponsored by the Global Training Center. Classification for import, export, FTA determination & clarification on Section 301 and Section 232. The classification & valuation of goods are major decisions! Critical information not only for duty purposes but also to determine whether goods are subject to quotas, restraints, embargoes, or other restrictions. 8:30 a.m. – 4:00 p.m., DoubleTree Chicago- Arlington Heights. Fee: \$645. For information & registration, please see: <https://globaltrainingcenter.com/tariff-classification-chicago-july-16-2024/>.
- Jul. 17 ***USMCA THE MODERNIZED NAFTA***. Course sponsored by the Global Training Center. This course is for those new to USMCA and for those already familiar with NAFTA. Learn what the new changes mean for you and how it will affect your current NAFTA process in this USMCA webinar. Special sectors will be discussed and covered. You may need to change your supply chain to continue to benefit under the new agreement. 8:30 a.m. – 4:00 p.m., DoubleTree Chicago- Arlington Heights. Fee: \$645. For information & registration, please see: <https://globaltrainingcenter.com/usmca-the-modernized-nafta-chicago-july-17-2024/>.
- Jul. 18 ***EXPORTING PROCEDURES***. Course sponsored by the Global Training Center. This course will provide an in-depth understanding of export regulations and procedures combined with a study of the appropriate documentation that will give you a valuable advantage in making your international trade business a success. Learn to comply with regulations to avoid violations, fines, fees, and delayed shipments. 8:30 a.m. – 4:00 p.m., DoubleTree Chicago- Arlington Heights. Fee: \$645. For information & registration, please see: <https://globaltrainingcenter.com/exporting-procedures-chicago-july-18-2024/>.
- Jul. 19 ***INCOTERMS® 2020***. Course sponsored by the Global Training Center. Take this class to understand when the transfer of risk moves from the Seller to the Buyer and who is responsible for insurance. It's important that you understand which Incoterm is best for your company. 8:30 a.m. – 12:00 p.m., DoubleTree Chicago- Arlington Heights. Fee: \$445. For information & registration, please see: <https://globaltrainingcenter.com/incoterms-2020-chicago-july-19-2024/>.

- Jul. 22 - ***ILLINOIS GROUP TRADE MISSION TO FARNBOROUGH AIR SHOW***. The Illinois Office of Trade & Investment invites Illinois small businesses to join them in a group trade mission to the world's largest airshow held in Farnborough, UK. Six key themes are at the heart of the show: Space, Defense, Sustainability, Innovation, Future Flight, and Workforce. Qualifying Illinois companies will receive: Co-exhibitor space within the Illinois booth; Business and government matchmaking; In-country briefings and networking; Personalized hands-on assistance from recruitment to final exhibition; 25 - 75% partial reimbursement of travel costs for hotel and airfare in accordance with guidelines; Organized group hotel accommodation and transportation to and from the fairgrounds. Fee: \$750. For information & an application (deadline: **April 12**), please contact: zdenka.samson@illinois.gov.
- Sep. 22 - ***TAIWAN UNCREWED AIRCRAFT SYSTEMS (UAS) AND COUNTER-UAS (C-UAS) BUSINESS DEVELOPMENT MISSION***. Led by the U.S. Department of Commerce, the objective of this mission is to advance U.S. national interests and focus on meeting Taiwan market demand for U.S. UAS and C-UAS commercial and defense solutions. Participating U.S. firms will explore market development opportunities, 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/aerospace-defense-trade-mission-taiwan>.

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.