

# ILLINOIS INTERNATIONAL BUSINESS CALENDAR

**February 3, 2025**

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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](http://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](mailto: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.**

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**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*

**Feb. 4** **STATE OF PLAY: GLOBAL TRADE OUTLOOK 2025.** Special 25th Anniversary luncheon program sponsored by the **International Trade Association of Great Chicago**. Presentation by **Isabelle Icsó**, Senior Director, International Policy, U.S. Chamber of Commerce who will provide an overview of what to expect on trade policy in 2025, including issues related to U.S.-China relations, tariffs, the U.S.-Mexico-Canada Agreement, Congress and more. She will offer insights into how U.S. companies are approaching these issues and a state-of-play of both short and long-term implications in this space. 11:30 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$55; Non-members - \$75. For information & registration, please see: <https://www.eventbrite.com/e/state-of-play-global-trade-outlook-2025-tickets-1112884911729>.

### Of Note:

**Mexico Creates Nearshoring Incentives in Push for Regional Integration:** *Supply Chain Dive* reports Mexico's President Claudia Sheinbaum has launched a \$1.4 billion nearshoring [incentive package](#) designed to strengthen the country's role in regional supply chains. The majority of the funds will be awarded to companies investing in new fixed assets in the country; the remaining are set aside for training and innovation incentives.

**Foresight Africa 2025-2030:** This [special edition](#) of *Foresight Africa* – the flagship annual report of the Africa Growth Initiative at Brookings – extends its focus from one year to five and offers cutting-edge insights and actionable strategies from heads of government, global institutions, continental and multilateral institutions, as well as leading Brookings scholars and other high-profile policymakers, business figures, and civil society leaders.

**Shipping Companies Continue to Divert from Suez Canal Despite Cautious Optimism:** Despite a recent pledge from the Yemeni Houthis to ease hostilities against vessels in the Gulf of Aden and Red Sea, major shipping companies have made it clear that they are not in a hurry to resume routes through the Suez Canal, [reports Egypt Today](#). Global shipping companies including Maersk, CMA CGM, and Abu Dhabi National Oil Company are not prepared to risk sailing through the region and Suez Canal yet. Since the conflict began in late 2023, Suez Canal revenues have dropped by 60-70%.

**The Space Economy Is Projected to Reach \$1.8 Trillion by 2035:** McKinsey & Company estimates [the global space economy](#) will be worth \$1.8 trillion by 2035 (accounting for inflation), up from \$630 billion in 2023. This figure includes both “backbone” applications – such as those for satellites, launchers, and services like broadcast television or GPS – and what we term “reach” applications – those for which space technology helps companies across industries generate revenues.

**China’s Deep Drill Project: A Quest for Deep-Earth Energy Resources:** China has launched an [ambitious initiative](#) to develop world-leading drilling technologies and equipment, aiming to secure its energy future and explore the Earth’s deep interior, reports the *South China Morning Post*. As part of a national megaproject, the initiative will see the development of China’s first 15,000-metre (49,200-foot) ultra-deep intelligent drilling rig. The project is led by the Chinese Academy of Geological Sciences in collaboration with multiple universities, research institutions and enterprises.

**Goods Subject to Tariffs May Lose 321 De Minimis Treatment in Proposed Rulemaking:** As reported by Crowell & Moring, on January 21, 2025, U.S. Customs and Border Protection (CBP) published a notice of proposed rulemaking that would make goods subject to tariffs under Sections 232, 201, and 301 ineligible for the de minimis duty exemption under the Section 321 Program, which allows imported shipments not exceeding \$800 to enter the United States duty-free. Currently, CBP processes approximately 4 million de minimis shipments per day. The [proposed rules](#) address administrative pressures faced by CBP to effectively enforce trade laws, particularly with identifying high-risk shipments of illegal drugs and counterfeit goods.

**Top 10 Industrial Growth Opportunities for 2025:** Frost & Sullivan’s growth experts have identified 10 pivotal opportunities that will shape industrial success in 2025. The industrial sector is undergoing rapid transformation, driven by groundbreaking advancements in AI, sustainability solutions, edge computing, and immersive technologies like the Industrial Metaverse. Download the report for [free](#).

**Illinois Declares Soybean as Official State Bean:** On January 6, 2025, the Illinois Legislature passed [HB 4439](#) which designates the soybean as Illinois’ official state bean. Illinois is the No. 1 soybean-producing state in the nation with over 10 million acres of soybeans planted each year, accounting for 16 percent of the total U.S. soy production. HB 4439 acknowledges the contribution of the 43,000 hardworking soybean farmers across the state who feed and fuel the world.

**Silicon Island: Assessing Taiwan’s Importance to U.S. Economic Growth and Security:** This [brief](#) from the Center for Strategic & International Studies Economics Program and Scholl Chair in International Business analyzes Taiwan’s role in U.S. economic security and provides a policy roadmap to approach geopolitical and economic challenges facing the island. It argues that policymakers must walk the line between propping up Taiwan’s production and defensive capabilities, encouraging its growing participation in the U.S. tech ecosystem, and supporting its investments into third nations given current gaps in the U.S. economy.

**Heads of WTO, WCO Sign Agreement to Boost Cooperation on Trade and Customs Matters:** The WTO and the World Customs Organization (WCO) signed a [Memorandum of Understanding](#) (MoU) on 21 January to enhance cooperation and collaboration on customs-related matters. Under the MoU, the two organizations agree to identify opportunities to collaborate on customs-related topics, and coordinate their participation, in external fora. They also agree to collaborate on the delivery of technical assistance and capacity building in areas of common interest, including the implementation of grants provided through the Trade Facilitation Agreement Facility to support members in the implementation of the WTO’s Trade Facilitation Agreement.

**EXIM Issues New Country Limitation Schedule:** EXIM has issued a new [Country Limitation Schedule](#) (CLS), effective January 15. The CLS indicates where EXIM is “open for cover” and where EXIM is “off-cover.” The “open for cover” designation refers to the possibility, rather than the certainty of EXIM support in particular cases. Where the CLS presents an X mark, EXIM is “off-cover,” and is therefore not willing to consider approval of routine transactions. These “off-cover” determinations are due to economic and/or political risks associated with the country.

**2025 Defense Export Handbook:** The International Trade Administration’s (ITA) Office of Transportation and Machinery (OTM) is pleased to announce a new comprehensive handbook designed to assist companies in the U.S. defense industry to navigate the complexities of exporting their products to foreign markets. The [Defense Export Handbook](#) is divided into six main parts. It begins with an overview of defense trade, cataloging the range of laws, government strategy documents, policies, regulations, and multilateral export control regimes that govern defense trade. The handbook also describes how to pursue defense trade, outlining the differences between the processes for foreign military sales (FMS) and direct commercial sales (DCS).

**Indonesia Joins BRICS:** On January 7, Indonesia became the first Southeast Asian nation to formally join BRICS, an intergovernmental bloc consisting of countries from the Global South. In a [blog post](#) for the Center for Strategic & International Studies, Lauren Mai explains the BRICS were formed in 2009 by Brazil, Russia, India, and China, with South Africa joining one year later. The bloc recently opened for expansion, accepting additional members Egypt, Ethiopia, Iran, and the United Arab Emirates in 2024.

**Exim Board Approves Supply Chain Resiliency Initiative:** The Export-Import Bank of the United States (EXIM) Board of Directors on January 8 approved a bold new financing tool designed to strengthen U.S. supply chains, reduce reliance on the People’s Republic of China (PRC) for critical minerals and rare earth elements, and safeguard American jobs. The [Supply Chain Resiliency Initiative](#) (SCRI) provides targeted financing to develop projects that secure critical minerals and rare earth elements, essential for transformative technologies like battery storage and semiconductors, from trusted international partners.

**Mexico Increases Tariffs, Revises Import Program in Blow to U.S. Apparel Import Industry:** Mexican President Claudia Sheinbaum has issued a decree that, effective December 20, 2024, introduced measures to protect the Mexican textile and apparel industries while addressing compliance challenges under the country’s IMMEX program, reports [ST&R Trade Report](#). These changes, which represent a significant shift in Mexico’s trade and manufacturing landscape, will result in increased import costs for affected goods, and may require importers (particularly those fulfilling U.S. e-commerce orders from Mexico) to adjust their supply chains and manufacturing processes.

**Export Solutions Roadmap:** The U.S. Commercial Service’s Export Solutions Roadmap offers online resources and tools to unlock the knowledge exporters need to begin, grow, and finance international sales. For new and experienced exporters, the [Global Business Navigator Chatbot<sup>Beta</sup>](#) uses artificial intelligence (AI) to answer your questions on the exporting process and the resources available for exporters.

**ASCM Chapter at NEIU Seeks Opportunities for Factory Site Visits:** The Association for Supply Chain Management at Northeastern Illinois University is looking for opportunities to make student site visits to local factories. For information, please contact Susanne Pawlikowski ([S-Pawlikowski-Sosa@neiu.edu](mailto:S-Pawlikowski-Sosa@neiu.edu)).

**Tariff Act of 1930:** The Progressive Policy Institute’s Ed Gresser reminds us of the effects of Smoot-Hawley and offers three [perspectives](#) on the 2023 U.S. \$3 trillion export sector: Exporters, he writes, are the “cannon fodder” of trade wars – the unwitting front-line conscripts who lose sales, output, and jobs first when the targets retaliate. Cautiously unsealing statistics buried for a century in the 1936 edition of the Almanac of Statistical Extracts, here’s how they fared after the U.S. government’s last such venture, the “Tariff Act of 1930”:

1929	\$5.24 billion
1930	\$3.85 billion
1931	\$2.42 billion
1932	\$1.61 billion

**Latin America: The World’s Copper Stronghold:** Copper is a vital input for many of the technologies required for the modern economy. While Latin America mines 46% of global copper, China has secured most of this critical offtake. This new [report](#) from the Center for Strategic & International Studies (CSIS) explores how existing U.S. policy frameworks and financial instruments can be leveraged to strengthen hemispheric mineral partnerships and secure copper supply chains closer to home.

**EXIM Announces Launch of U.S. States & Territories Guides:** The Export-Import Bank of the United States has announced state export credit insurance guides highlighting the positive impact exporting can have on state economies. The [guides](#) cover all 50 states and five American territories, featuring the top export markets, industries and goods exported among other data points, demonstrating the export opportunities that currently exist in each area. The guides outline the financing tools EXIM has available to small businesses looking to export and the ways they can be utilized to enhance and secure their exporting capabilities.

**Boomerang carnets® UK Releases Film on the Benefits of ATA Carnets:** Boomerang carnets® UK, in collaboration with ITN Business, proudly announces the premiere of its film as part of the ITN Business program *Transforming Logistics: Precision and Purpose*. The program, featuring industry insights and sponsored editorial profiles, includes a boomerang carnets UK [profile film](#) highlighting the advantages of ATA Carnets and their impact on global trade. The program debuted at the British International Freight Forwarders Association (BIFA) Business Leaders Forum on 10 October.

**Assessing the Most Improved Places for Doing Business:** The Economist Intelligence Unit's business environment rankings assess 91 indicators to give a comprehensive measure of the attractiveness of doing business in 82 countries and territories. Vietnam leads for the most improved business environment over the past 20 years, followed by Serbia and Romania, with countries in the Middle East and North Africa strongly benefiting from increased investment funding, economic growth and business confidence. Download the [summary report](#) for two decades worth of data and insights on markets to watch over the next five years.

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- Feb. 3 ***DUTIES AND TAXES: THE FULL LANDED COST.*** Webinar, sponsored by the World Trade Research Institute, will show you how to figure out the HS Codes for your products and will provide resources for calculating the duties, taxes, and other fees that might apply to your international shipment. 10:00 – 11:00 a.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/pqm2s5x>.
- Feb. 4 ***GLOBAL TRADE FORECAST: WHAT'S NEXT FOR INTERNATIONAL TRADE IN THE NEW ADMINISTRATION.*** Hybrid event sponsored by the International Trade Council of Greater Kansas City. Speakers include: **Brian Murphy**, Esq., Miller & Company P.C. and **Chance Pope**, Senior Director, International Business Development, Bestway International. 9:00 – 10:00 a.m. CST. ITCGKC Members – No fee; Non-members - \$15. For information & registration, please see: <https://itcgkc.org/event-5982468>.
- Feb. 4 ***REPORT LAUNCH: TEN POLITICAL RISKS FOR MEXICO IN 2025.*** Webinar, sponsored by the Mexico Institute at the Wilson Center, features a conversation with **Luis Carlos Ugalde**, founder and CEO of Integralia, to discuss their most recent report on the risk scenarios with the greatest potential to impact the business environment in Mexico. 9:00 – 10:30 a.m. CST. No fee; advance registration required. For information & registration, please see: [https://wilsoncenter.org.zoom.us/webinar/register/WN\\_Skr4-G9sSHKVcqMCXk7Nqw?utm\\_campaign=mi&utm\\_medium=email&utm\\_source=event&emci=dfe56bf1bdf-ef11-88f8-0022482a9579&emdi=7d5f2fde-21df-ef11-88f8-0022482a9579&ceid=233568#/registration](https://wilsoncenter.org.zoom.us/webinar/register/WN_Skr4-G9sSHKVcqMCXk7Nqw?utm_campaign=mi&utm_medium=email&utm_source=event&emci=dfe56bf1bdf-ef11-88f8-0022482a9579&emdi=7d5f2fde-21df-ef11-88f8-0022482a9579&ceid=233568#/registration).
- Feb. 4 ***AFRICA'S 2025 ECONOMIC OUTLOOK.*** Virtual program sponsored by the Corporate Council on Africa. Presentation by Dr. **Andrew Dabalen**, Chief Economist for Africa, World Bank Group who will provide a comprehensive analysis of factors shaping Africa's economic landscape, including geopolitical influences, market developments, and socio-economic challenges and opportunities. 9:30 – 10:45 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://events.corporatecouncilonafrika.com/2025AfricaEconomicOutlook>.
- Feb. 4 ***OPERATING IN U.S. FOREIGN TRADE ZONES.*** Webinar, sponsored by the World Trade Research Institute, will cover the basics including how FTZs work, and the benefits and rules for operating in an FTZ, helping your company evaluate the costs and benefits. 10:00 – 11:00 a.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/wkdjrs3>.
- Feb. 4 ***NAVIGATING TRADE TENSIONS (IS TIME RUNNING OUT ON THE USMCA?).*** Webinar sponsored by International Compliance Professionals Association. In this session, experts in international trade from each of these countries will outline the current threats and issues facing the North American trade landscape. They will explore how these challenges are perceived from different national viewpoints and the potential ramifications for each government involved. Topics: *An analysis of recent trade policies and the possibility of escalating tariffs; The implications of retaliatory measures on bilateral relations; How these trade tensions could impact businesses and consumers across North America; Diverse perspectives from industry experts.* 10:30 a.m. CST. ICPA Members - \$35; Non-members - \$75. For information & registration, please see: <https://web.cvent.com/event/ffb0956e-ee9-45d7-997a-f3a53c7b70f8/summary>.



- Feb. 4 **MASTER'S IN SUPPLY CHAIN MANAGEMENT.** Webinar, sponsored by the Georgetown University School of Continuing Studies, will describe the program formats, requirements and application process for their Master's in Supply Chain Management degree. 11:00 a.m. – 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: [https://scs.georgetown.edu/news-and-events/event/9836/supply-chain-management-webinar-2025-02-04?utm\\_source=freightwaves&utm\\_medium=eblast&utm\\_campaign=fy25-dmi-scm-eb-freight-db-event-html-wbr-20250121&dclid=CPjczIGih4sDFSnhGAId0IITsQ](https://scs.georgetown.edu/news-and-events/event/9836/supply-chain-management-webinar-2025-02-04?utm_source=freightwaves&utm_medium=eblast&utm_campaign=fy25-dmi-scm-eb-freight-db-event-html-wbr-20250121&dclid=CPjczIGih4sDFSnhGAId0IITsQ).
- Feb. 4 **STATE OF PLAY: GLOBAL TRADE OUTLOOK 2025.** Special 25th Anniversary luncheon program sponsored by the **International Trade Association of Great Chicago**. Presentation by **Isabelle Icsó**, Senior Director, International Policy, U.S. Chamber of Commerce who will provide an overview of what to expect on trade policy in 2025, including issues related to U.S.-China relations, tariffs, the U.S.-Mexico-Canada Agreement, Congress and more. She will offer insights into how U.S. companies are approaching these issues and a state-of-play of both short and long-term implications in this space. 11:30 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$55; Non-members - \$75. For information & registration, please see: <https://www.eventbrite.com/e/state-of-play-global-trade-outlook-2025-tickets-1112884911729>.
- Feb. 4 **HAS THE SLEEPING DRAGON WOKEN UP? A WORKSHOP ON U.S.-CHINA TECH COMPETITION AND COLLABORATION.** Hybrid event, sponsored by the Asia Society Northern California, will discuss methodologies for analyzing U.S.-China technology competition, including patent data, use of Chinese 5-year plans, large language models and AI, economic data, and how to assess scientific publications. Discussants include: **Jeff Alstott**, Director, Center for Technology and Security Policy; Senior Information Scientist; Professor of Policy Analysis, Pardee RAND Graduate School; **Phil Arvanitis**, Practice Director, Clarivate Center for IP and Innovation Research Intelligence Consulting; **Mark Cohen**, Senior Tech Fellow, Asia Society Northern California and the Asia Society Policy Institute; Suzanne Harrison, Principal, Percipience LLC and Chair Patent Public Advisory Committee at USPTO; **Barry Naughton**, So Kwan Lok Chair of Chinese International Affairs, School of Global Policy and Strategy, UC San Diego; **Ellie Sakhaee**, Manager, AI and Emerging Tech Policy, Google; **Glenn Tiffert**, Research Fellow, Hoover Institution; **Caroline Wagner**, Faculty, John Glenn College of Public Affairs, The Ohio State University. 11:30 a.m. – 3:00 p.m. CST. For information, please see: <https://asiasociety.org/northern-california/events/has-sleeping-dragon-woken-workshop-us-china-tech-competition-and-collaboration>; for registration, please call 415.421.8707.
- Feb. 4 **CANADA'S TRADE PREFERENCE PROGRAMS – MAJOR CHANGES FOR APPAREL & TEXTILES EFFECTIVE JAN. 1, 2025.** Webinar, sponsored by Sandler, Travis & Rosenberg, will discuss: *Canada's General Preferential Tariff and Least Developed Country Tariff programs prior to Jan. 1, 2025; Goals of Canada's revised GPT and LDCT schemes and the new General Preferential Tariff Plus scheme; Changes in beneficiary country coverage effective Jan. 1, 2025; Revised rules of origin effective Jan. 1, 2025; Revised direct shipment and other requirements effective Jan. 1, 2025; Expanded preferences for Caribbean apparel and textile products; Potential impact of these modifications.* 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/canada-s-trade-preference-programs-major-changes-for-apparel-textiles-effective-jan-1-2025>.
- Feb. 4 **TRUMP AND TRADE 2.0: TACTICS, TARIFFS, THREATS, AND TRANSFORMATION.** Webinar, sponsored by Thompson Hine, will review the new Administration's current and potential trade policies and personnel. Topics include: *tariffs; trade agreements (such as the USMCA); trade remedies; export controls; sanctions; and the Trump Administration officials leading these efforts.* 1:00 – 2:00 p.m. CST. No fee; advance registration required. For information & registration please see: <https://register.gotowebinar.com/register/959913677978325085>.

- Feb. 5 ***GOING ROGUE: WHEN CREATIVITY DRIVES INTERNATIONAL BUSINESS.*** Webinar sponsored by Women Entrepreneurs Grow Global. Presentation by **Lisa Bamford**, Director of Business Development and Global Marketing at Sciencix. 11:00 a.m. – 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: [https://womenentrepreneursgrowglobal.org/2025/01/08/going-rogue-when-creativity-drives-international-business/?utm\\_source=rss&utm\\_medium=rss&utm\\_campaign=going-rogue-when-creativity-drives-international-business&mc\\_cid=534d63578a&mc\\_eid=6499c7d108](https://womenentrepreneursgrowglobal.org/2025/01/08/going-rogue-when-creativity-drives-international-business/?utm_source=rss&utm_medium=rss&utm_campaign=going-rogue-when-creativity-drives-international-business&mc_cid=534d63578a&mc_eid=6499c7d108).
- Feb. 5 ***TARIFFS AND TRADE IN TURMOIL [MONTHLY UPDATE].*** Webinar, sponsored by Sandler, Travis & Rosenberg, will review the latest trade policy developments and offer predictions on what may happen in the near future with a focus on: U.S. tariffs on other countries; Retaliatory tariffs; the U.S.-Mexico-Canada Agreement 2026 renewal review; legislation that may impact tariffs. 1:00 – 1:30 p.m. CST. Fee: \$75. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/tariffs-and-trade-in-turmoil-monthly-update>.
- Feb. 6 ***SELECTUSA INVESTOR GUIDE: CHAPTER-BY-CHAPTER.*** Webinar, sponsored by SelectUSA, will present on the fourteen chapters of the SelectUSA Investor Guide. The Investor Guide is intended to be a first-step resource for companies interested in making business investments in the United States. To provide guidance, qualified service providers who regularly work with investors have authored chapters of this guide, which range from immigration, taxes, workforce, site selection, economic development incentives, and more. **8:00 – 9:00 a.m.** CST. No fee; advance registration required. For information & registration, please see: <https://events.gcc.teams.microsoft.com/event/bbb4b821-dda7-435d-9a19-9c2585a6d14f@a1d183f2-6c7b-4d9a-b994-5f2f31b3f780>.
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- Feb. 6 ***CRITICAL DETAILS OF CUSTOMS VALUATION.*** Webinar, sponsored by the World Trade Research Institute, will cover the finer details, rules, and terminology of customs valuation, which is especially important for unusual sales contracts, to help traders meet reasonable care obligations. 10:00 – 11:00 a.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/6t3were>.
- Feb. 6 ***CUSTOMS BROKER CONTINUING EDUCATION.*** Webinar, sponsored by Braumiller Consulting Group, will cover: *Background of program; Who it applies to; The education requirement; What qualifies; How to prove it.* 11:00 a.m. CST. Fee: \$45. For information & registration, please see: [https://www.bigmarker.com/braumiller-law-group-pllc/Customs-Broker-Continuing-Education?show\\_live\\_page=true](https://www.bigmarker.com/braumiller-law-group-pllc/Customs-Broker-Continuing-Education?show_live_page=true).
- Feb. 6 ***UNDERSTANDING THE NEW USMCA AUTOMOTIVE REGULATIONS & CERTIFICATION.*** Webinar, sponsored by Sandler, Travis & Rosenberg, will provide a comprehensive overview of the interim final rule amending U.S. Customs and Border Protection (CBP) regulations to implement the USMCA provisions related to automotive goods. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/understanding-the-new-usmca-automotive-regulations-certification>.

- Feb. 6 **28TH ANNUAL CHINESE NEW YEAR DINNER AND CELEBRATION OF THE ARRIVAL OF THE YEAR OF THE GREEN SNAKE.** Event sponsored by the U.S.-China Chamber of Commerce. “Special Remarks” by The Honorable **Wang Baodong**, Consul General, Chinese Consulate Chicago. 5:30 – 8:30 p.m., Phoenix Restaurant, 2131 South Archer Avenue, Chicago. USCCC Members - \$65; Non-members - \$85. For information & registration, please see: <https://www.usccc.org/>.
- Feb. 7 **GLOBALIZE YOUR WEBSITE.** Webinar, sponsored by the World Trade Research Institute, will provide you with many tools and resources for updating your website and increasing your international sales. 10:00 – 11:00 a.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/xdar26x>.
- Feb. 7 **ANNUAL CHINESE NEW YEAR LUNCHEON CELEBRATING THE YEAR OF THE SNAKE.** Luncheon program sponsored by the Central Asian Productivity Research Center. Presentations by The Honorable **Wang Baodong**, Consul General Chicago, People’s Republic of China and **Fanfu Li**, Business Development Director, Wisconsin Economic Development Corp. 11:30 a.m., Evergreen Restaurant, 2411 South Wentworth Avenue, Chicago. CAPRC Members - \$35; Non-members - \$45. For information & registration, please contact: [lepinske@sbcglobal.net](mailto:lepinske@sbcglobal.net).
- Feb. 10 - **2025 WASHINGTON INTERNATIONAL TRADE CONFERENCE.** Hybrid event sponsored by the Washington International Trade Association. Among the topics: *Envisioning a New American Trade Consensus*; Tax and Tariffs; *USMCA Six Year Review*; *Renewing U.S. Global Leadership on Technology and Trade*; *Trade and Economic Security*; *Cleaving Together and Apart: The U.S. and China*; *Friend-shoring, Nearshoring, Reshoring and Industrial Policy*; *Are Coalitions of the Willing the Future of Trade?*; *What Keeps Senior Executives Up at Night?* Feb. 10: 12:00 – 4:00 p.m. CST; Feb. 11: 8:00 – 11:00 a.m. CST. Virtual Fee: \$200 (WITA Members); \$300 (Non-members). For information & registration, please see: <https://www.eventbrite.com/e/2025-washington-international-trade-conference-tickets-872043655047?utm-campaign=social&utm-content=attendeeshare&utm-medium=discovery&utm-term=listing&utm-source=cp&aff=ebdsshcopyurl>.
- Feb. 10 **ADVANCED EXPORT DOCUMENTATION.** Webinar, sponsored by the World Trade Research Institute, will review less common documents in international trade so that you're not surprised by unusual requests. 10:00 – 11:00 a.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/rcx4why>.
- Feb. 11 - **EXPO MANUFACTURA.** The Department of Commerce and Economic Opportunity's Office of Trade and Investment invites Illinois small businesses to exhibit in the Illinois Pavilion at Expo Manufactura 2025 in Monterrey, Mexico. Illinois companies who qualify for this mission will receive the following: Exhibit space; 25 - 75% partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics; Pre-qualified and scheduled B2B matchmaking (4 mtgs.); Interpreter services during the show and meetings. Fee: \$750. For information and an application, please contact: [chris.sedgwick@illinois.gov](mailto:chris.sedgwick@illinois.gov).
- Feb. 11 **CTPAT VALIDATIONS & REVAL.** Webinar, sponsored by Star USA, will explore what to expect during a validation, how to prepare, and how to maintain compliance throughout the revalidation cycle. Learn how to optimize your security practices and enhance your partnership with U.S. Customs and Border Protection (CBP). 9:00 – 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: [https://starusa.org/events/ctpat-validations-reval/?utm\\_medium=email&utm\\_campaign=Q1%20Newsletter&utm\\_content=Q1%20Newsletter+CID\\_383b9f81c8392e0beac4deb6f2ea987e&utm\\_source=Email%20marketing%20software&utm\\_term=Learn%20More%20%20Register](https://starusa.org/events/ctpat-validations-reval/?utm_medium=email&utm_campaign=Q1%20Newsletter&utm_content=Q1%20Newsletter+CID_383b9f81c8392e0beac4deb6f2ea987e&utm_source=Email%20marketing%20software&utm_term=Learn%20More%20%20Register).

- Feb. 11 ***SCHEDULE B AND HTS CODES - CLASSIFYING YOUR PRODUCTS FOR INTERNATIONAL SHIPPING.*** Webinar, sponsored by the World Trade Research Institute, will cover the details of the various classification codes and the general rules of interpretation to give you confidence in classifying your products for export or import. 10:00 – 11:00 a.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/7jbwqkd>.
- Feb. 11 ***BRAZIL AEROSPACE & DEFENSE MARKET.*** Webinar, sponsored by the U.S. Commercial Service, will provide U.S. aerospace and defense companies with a comprehensive introduction to the Brazilian Armed Forces' procurement process, an overview of their current priorities and programs, and a chance to meet key acquisition officials responsible for various program requirements. 11:00 a.m. CST. Fee: \$25. For information & registration, please see: <https://events.trade.gov/en/TradeGov/BrazilDefenseWebinar2025-9884-1734024140/purchase.php>.
- Feb. 11 ***AGRIBUSINESS TEAM: NATURAL PRODUCTS MARKET IN BRAZIL.*** Webinar, sponsored by the U.S. Commercial Service, provides an excellent opportunity for U.S. organization to connect and explore potential partnerships in Brazil. Participants will receive valuable insights into consumer trends, consumer preferences and growth opportunities in this expanding sector. Presentations include: **IQVIA** will present data from the Brazilian Pharmacy Channel, offering a comprehensive view of the vitamin, mineral and supplement market in the country; **Regularium**, a consulting firm specialized in Regulatory Intelligence in Brazil; Market overview from U.S. Commercial Service. 11:00 a.m. – 12:30 p.m. CST. <https://events.trade.gov/en/TradeGov/AgribusinessTeamNaturalProductsMarketinBrazil-Webi/>.
- Feb. 12 ***INTER-AMERICAN DEVELOPMENT BANK PUBLIC-PRIVATE PARTNERSHIPS (PPP) OPPORTUNITIES IN LATIN AMERICA AND THE CARIBBEAN.*** Webinar, sponsored by the U.S. Commercial Service and the Inter-American Development Bank. Learn about the role of the IDB in the development of PPP opportunities in Latin America and the Caribbean, as well as about upcoming projects and the upcoming PPP Americas conference in Lima, Peru in April 2025. 10:00 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://app.inevent.com/en/TradeGov/Inter-AmericanDevelopmentBankPublic-PrivatePartner/>.
- Feb. 12 ***UNDERSTANDING U.S. CUSTOMS VALUATION IN THE BIOPHARMA AND LIFE SCIENCES INDUSTRY.*** Webinar, sponsored by Sandler, Travs & Rosenberg, provides an overview of basic U.S. customs law valuation principles and highlights specific areas for review relevant to the industry. Topics include: *The World Customs Organization's Customs Valuation Agreement; Basic concepts of customs valuation; Valuation tools and resources; Primary methods of appraisalment; Meaning of "total payment" and "when sold for exportation to U.S."; Understanding the five statutory additions to value; Treatment of related party transactions; Best practices for conducting reviews and declared value corrections.* 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/understanding-u-s-customs-valuation-in-the-biopharma-and-life-sciences-industry>.
- Feb. 12 ***FINANCIAL SOLUTIONS TO SUPPORT INTERNATIONAL GROWTH.*** Program sponsored by the Madison International Trade Association. Industry experts will share insights into the variety of financial resources and tools available to the international trade community. Speakers include: **Bob Kraft**, Chairman and CEO, First Pathway Partners; **Bruce Glaub**, Principal, Trade Acceptance Group, Ltd.; **Keith Schlegel**, Export Finance Manager, Office of International Trade, U. S. Small Business Administration; **Fanfu Li**, International Market Development Director, Wisconsin Economic Development Corporation. 3:00 – 7:00 p.m., Global Water Center, 247 West Freshwater Way, Milwaukee, WI. MITA Members - \$30; Non-members - \$45. For information & registration, please see: <https://mita.mitatrade.org/ap/Events/Register/qWFOmx0ckCQCc>.



- Feb. 12 ***AUKUS: AEROSPACE & DEFENSE MARKET.*** Webinar, sponsored by the U.S. Commercial Service, will include senior leaders from the Department of State, the Department of Commerce, Australian Government, and Aerospace Industries Association who will discuss recent defense trade reforms that seek to bolster the trilateral partnership and better facilitate defense trade between Australia, the United Kingdom, and the United States. 4:00 – 5:00 p.m. CST. Fee: \$25. For information & registration, please see: <https://events.trade.gov/en/TradeGov/AUKUSWebinar2025-9884-1734024103/purchase.php>.
- Feb. 13 ***EXPORT OPPORTUNITIES IN THE MIDDLE EAST.*** Webinar, sponsored by the World Trade Research Institute, will cover key tips for selling into the region, avoiding pitfalls, and taking advantage of selling duty-free with FTAs. 10:00 – 11:00 a.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/g8hrcja>.
- Feb. 13 ***BEYOND BORDERS: NAVIGATING AFRICA'S EXPORT LANDSCAPE.*** Second in a series of webinars, sponsored by the U.S. Commercial Service, intended to support U.S. exporters by encouraging and enabling them to seriously explore Africa as a new market, providing insights and strategies that will help U.S. businesses overcome challenges and seize opportunities in this dynamic region, as well as learning more about the various resources available that can assist them in expanding their operations into Africa. 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: [https://us02web.zoom.us/webinar/register/WN\\_Psur3UW-Q\\_-Mxu9vqSv3rw#/registration](https://us02web.zoom.us/webinar/register/WN_Psur3UW-Q_-Mxu9vqSv3rw#/registration).
- Feb. 13 ***GET YOUR GAME FACE READY!*** Networking event sponsored by the International Air Cargo Association of Chicago. Play 18 holes of mini golf. 6:00 – 9:00 p.m., Puttshack, 1828 Oakbrook Center, Oakbrook, IL. IACAC Members - \$55; Non-members - \$65. For information & registration, please see: <https://iacac.com/event/iacac-at-puttshack-oakbrook/>.
- Feb. 18 ***EXPORTING TO AUSTRALIA: WHAT YOU NEED TO KNOW.*** Webinar, sponsored by the World Trade Research Institute, will cover advantages and opportunities for exporting to Australia and how to sell duty-free through the U.S. – Australia Free Trade Agreement. 10:00 – 11:00 a.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/jtpp6w2>.
- Feb. 19 ***EXPLORE SALES TO THE DOMINICAN REPUBLIC.*** Webinar, sponsored by the World Trade Research Institute, will describe market opportunities and challenges, including details of the trade agreement and how to sell duty-free to this exciting new market. 10:00 – 11:00 a.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/w7wnvju>.
- Feb. 20 ***COMPLIANCE ACROSS THE CONTINENTS: A DETAILED LOOK AT SOCIAL ACCOUNTABILITY IN INTERNATIONAL TRADE.*** Program, sponsored by the International Trade Council of Greater Kansas City, will address: *Supplier Code of Conduct; Factory Audits; 3rd Party Audit Organizations (SGS, BV, Intertek, UL etc.); Different commonly accepted standards of SMETA and brand audits; General Scope, Time, Cost, etc. of Audits.* 9:00 – 10:00 a.m., Design Resources Inc, 7007 College Boulevard, Suite 500, Overland Park, KS. ITCGKC Members – No fee; Non-members - \$15. For information & registration, please see: <https://itcgkc.org/event-6025047/Registration>.
- Feb. 20 ***INTERNATIONAL GOVERNMENT PROCUREMENT.*** Webinar, sponsored by the World Trade Research Institute, will teach you how to learn about foreign government opportunities and the assistance available for winning bids. 10:00 – 11:00 a.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/sdukj5e>.
- Feb. 20 ***APPAREL CLASSIFICATION SERIES: KNIT TOPS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, has updated content to take into consideration the HS2022 changes and will review U.S. Customs interpretation of the different types of knit upper body garments. 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-knit-tops>.

- Feb. 21 ***ANNUAL CHINESE NEW YEAR LUNCHEON CELEBRATING THE YEAR OF THE SNAKE.*** Luncheon program sponsored by the Central Asian Productivity Research Center. Presentation by The Honorable **Wang Boadong**, Consul General Chicago, People's Republic of China. 11:30 a.m., China One Buffet, 1210 North Bequette Street, Dodgeville, WI. CAPRC Members - \$35; Non-members - \$45. For information & registration, please contact: [lepinske@sbcglobal.net](mailto:lepinske@sbcglobal.net).
- Feb. 25 ***DOING BUSINESS WITH THE UNITED NATIONS.*** Webinar, sponsored by the World Trade Research Institute, will explain how to get started with UN procurement, give tips for winning UN tenders, and provide resources for support. 11:00 a.m. – 12:00 p.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/cedszn8>.
- Feb. 26 ***NAVIGATING GLOBAL SHIFTS: STRATEGIC SOURCING AND TARIFF IMPACTS FOR MANUFACTURERS.*** Webinar, sponsored by Plante Moran, will dissect operational and sourcing strategies across North America, Mexico, and Southeast Asia. Whether you're evaluating your supply chain or have already decided to relocate, this program will help you better understand the unique benefits and challenges within each region. 9:00 – 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: [https://event.on24.com/wcc/r/4803541/6AC4D63F90D9A5BF1777AE6C4BFC346A?partnerref=PERSP&utm\\_content=CTA&mkt\\_tok=OTQ2LUNUWS02MDEAAAGYDwhAgh\\_d\\_BS92y2BBv-5kqk\\_F\\_rsNFNdBv4VaY9Y-wOqeZviyNBiPx2z2c8xwUXNgyQTV4h9bf\\_2Brip9vpG2fccGYoiX7qSCvJJcx4gepk](https://event.on24.com/wcc/r/4803541/6AC4D63F90D9A5BF1777AE6C4BFC346A?partnerref=PERSP&utm_content=CTA&mkt_tok=OTQ2LUNUWS02MDEAAAGYDwhAgh_d_BS92y2BBv-5kqk_F_rsNFNdBv4VaY9Y-wOqeZviyNBiPx2z2c8xwUXNgyQTV4h9bf_2Brip9vpG2fccGYoiX7qSCvJJcx4gepk).
- Feb. 26 ***INCOTERMS 2020.*** Webinar, sponsored by the World Trade Research Institute, will cover the basics of Incoterms including the most recent updates from 2020. 11:00 a.m. – 12:00 p.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/28npfeq>.
- Feb. 27 ***SPACEWAVES 2025: THE FUTURE OF SPACE EXPLORATION AND COMMERCIALIZATION.*** Webinar, sponsored by Astronomy, FLYING, and FreightWaves, will explore how the mix of technological advancements, commercial interests, and geopolitical considerations will come together to shape our future in space. Speakers include: **Joe Dant**, Acting Deputy Project Manager, John F. Kennedy Space Center; **Casey Dreier**, Chief of Space Policy; **Jen Milczarski**, Astronaut; **Thomas Zurbuchen**, Astronomer. No fee; advance registration required. For information & registration, please see: <https://www.bigmarker.com/s/spacewaves-25/home>.
- Feb. 27 ***BUILD AMERICA, BUY AMERICA ACT: UNDERSTANDING THE WAIVER PROCESS.*** Webinar, sponsored by Baker Tilly, will cover the three categories of project-specific waivers, outline the waiver application process and detail the necessary information for submitting a waiver request. 12:00 – 12:45 p.m. CST. No fee; advance registration required. For information & registration, please see: [https://webinars.bakertilly.com/baker-tilly/Build-America-Buy-America-Act-Understanding-the-waiver-process?utm\\_source=all&utm\\_medium=email&utm\\_campaign=Construction-Advisory-022725-BABAA-waivers-webinar](https://webinars.bakertilly.com/baker-tilly/Build-America-Buy-America-Act-Understanding-the-waiver-process?utm_source=all&utm_medium=email&utm_campaign=Construction-Advisory-022725-BABAA-waivers-webinar).
- Feb. 27 ***EXPORT COMPLIANCE STRATEGIES IN A SHIFTING U.S. TRADE AND NATIONAL SECURITY POLICY LANDSCAPE.*** Webinar, sponsored by the Professional Association of Exporters and Importers, features legal experts who will provide comprehensive guidance on navigating complex compliance requirements and understanding recent regulatory updates. Topics: *Overview of recent export control regulations; Discussion of recent sanctions actions; Anticipated regulatory shifts under the new Trump administration; Compliance requirements for U.S. company affiliates and subsidiaries globally; Update on foreign direct investment trends and regulations; Practical strategies for maintaining compliance in shifting regulatory environments.* 1:00 – 2:30 p.m. CST. PAEI Members – No fee; Non-members - \$75. For information & registration, please see: <https://www.paei.org/paei-events/6156/>.
- Feb. 27 ***CHICAGO PROPELLER CLUB NETWORKING EVENING WITH DRINKS.*** Event speakers & sponsors include: Chicago Propeller Club; Illinois International Port District; Aderco; Intact. 3:00 – 5:30 p.m., DoubleTree by Hilton Hotel Chicago – Alsip, 5000 West 127th Street, Alsip, IL. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/chicago-propeller-club-networking-evening-with-drinks-tickets-1207281243699>.

- Feb. 27 ***SPEED SOCIAL: WHERE VISIONARIES MEET VETERANS.*** Sponsored by the International Trade Council of Greater Kansas City, this event promises to bring young professionals and seasoned international business leaders together for an evening of networking. 4:30 – 6:00 p.m., Port KC, 110 Berkley Plaza, Kansas City, MO. ITCGKC Members – No fee; Non-members - \$15. For information & registration, please see: <https://itcgkc.org/event-6026768/Registration>.
- Mar. 2 - 8 ***GDEI TRADE MISSION TO INDIA, SINGAPORE, AND HONG KONG.*** Organized by the U.S. Department of Commerce, International Trade Administration, this Global Diversity Export Initiative (GDEI) is focused on expanding export opportunities for U.S. businesses that are founded, led, operated, or owned by members of underserved communities from industries with growing potential in India, Singapore, and Hong Kong, but is open to all export-ready U.S. companies. The mission is horizontal, with various sectors represented, based on best prospects for U.S. companies in the region, such as: Information and Communication Technology (ICT) sector and subsectors; Cybersecurity; Smart City Infrastructure and Technology Solutions; Artificial Intelligence and Cloud Computing; Finance and FinTech; Healthcare & Biotechnology; Clean Energy; Environmental Technology; and Critical and Emerging Technologies. For information & an application (deadline: **January 15**), please see: <https://events.trade.gov/TradeGov/GDEITradeMissiontoIndiaSingaporeandHongKong/>.
- Mar. 3 - 6 ***MOBILE WORLD CONGRESS (BARCELONA, SPAIN).*** Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion at the Mobile World Congress 2025. This show presents a unique opportunity for Illinois companies that manufacture mobile information and communication technology components and devices, as well as system applications and software developers, to launch new products to a global audience with a particular focus on cutting edge solutions for AI, SG, IoT, blockchain and quantum computing. Illinois companies who qualify for this mission will receive the following: Exhibit space; One gold pass per company to access all the speaker sessions and high-level networking events; 25 - 75% partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion through social media. Participation Fee: \$1,750. For information & an application, please contact Riccardo Navon: [riccardo.navon@illinois.gov](mailto:riccardo.navon@illinois.gov).
- Mar. 4 ***WORKING EFFECTIVELY WITH JAPANESE.*** Webinar, sponsored by Japan Intercultural Consulting, will address: *Japanese communication style; Why Japanese tend to be vague/indirect – how to interpret what they mean; Why Japanese don't give a lot of feedback; Overcoming the language barrier; How to confirm whether you've been understood correctly; How decisions are made in Japanese organizations; Why Japanese avoid risk; How to get your ideas accepted by a Japanese organization; How to make meetings with Japanese more effective; How to build strong working relationships with Japanese; How to behave appropriately at meals and other social situations; What to keep in mind if you travel to Japan for business; What most bothers Japanese about the Americans they work with.* 8:00 a.m. – 3:00 p.m. CST. Fee: \$325. For information & registration, please see: <https://www.eventzilla.net/e/working-effectively-with-japanese-online-seminar-2138640445>.
- Mar. 4 ***10TH ANNUAL WOMEN IN INTERNATIONAL BUSINESS EVENT.*** Sponsored by the International Trade Council of Greater Kansas City, the event includes a cocktail hour, followed by a buffet dinner and a panel discussion from some of the leading influencers of international trade in Kansas City. Panelists include: **Anh Sirridge**, VP of Global Procurement & Compliance, Design Resources, Inc.; **Melissa Miller**, Director, World Trade Center-KC; **Melissa Birch**, Associate Professor of International Business, Provost's Fellow for International and Global Engagement, University of Kansas. 5:00 – 7:30 p.m., Greater Kansas City Chamber of Commerce, 30 West Pershing Road, Suite 301, Kansas City, MO. ITCGKC Members - \$55 (by February 18; \$65 thereafter); Non-members - \$70 (by February 18; \$80 thereafter). For information & registration, please see: <https://itcgkc.org/event-6039898>.

- Mar. 7 **2025 CONGRESSIONAL TRADE AGENDA.** Hybrid event sponsored by the Washington International Trade Association. Congressional Trade Leaders share their perspectives at this annual OFF-THE-RECORD discussion of the critical trade issues that Congress may address in the coming year. Speakers include: **Virginia Lenahan**, Chief Counsel, International Trade, U.S. Senate Committee on Finance, Democratic Staff; **Mayur Patel**, Chief Counsel, International Trade, U.S. Senate Committee on Finance, Republican Staff; **Josh Snead**, Republican Chief Trade Counsel, Trade Subcommittee, House Ways and Means Committee; **Alexandra Whittaker**, Democratic Chief Trade Counsel, Staff Director, Trade Subcommittee, House Ways and Means Committee. 8:30 – 10:00 a.m. CST. Virtual fees: WITA Members - \$30; Non-members - \$60. For information & registration, please see: <https://www.wita.org/events/2025-congressional-trade-agenda/>.
- Mar. 11 **WORKING EFFECTIVELY WITH JAPANESE.** Webinar, sponsored by Japan Intercultural Consulting, will address: *Japanese communication style; Why Japanese tend to be vague/indirect – how to interpret what they mean; Why Japanese don't give a lot of feedback; Overcoming the language barrier; How to confirm whether you've been understood correctly; How decisions are made in Japanese organizations; Why Japanese avoid risk; How to get your ideas accepted by a Japanese organization; How to make meetings with Japanese more effective; How to build strong working relationships with Japanese; How to behave appropriately at meals and other social situations; What to keep in mind if you travel to Japan for business; What most bothers Japanese about the Americans they work with.* 8:00 a.m. – 3:00 p.m. CDT. Fee: \$325. For information & registration, please see: <https://www.eventzilla.net/e/working-effectively-with-japanese-online-seminar-2138640387>.
- Mar. 11 **DIGGING INTO THE GRIS.** Webinar, sponsored by Star USA, delves into each GRI, providing a thorough understanding of each rule and its application. Topics include: In-depth exploration of the General Rules of Interpretation (GRIs); Avoiding common classification errors and pitfalls; Recent examples of GRI application by US Customs. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: [https://starusa.org/events/digging-into-the-gris/?utm\\_medium=email&utm\\_campaign=Q1%20Newsletter&utm\\_content=Q1%20Newsletter+CID\\_383b9f81c8392e0beac4deb6f2ea987e&utm\\_source=Email%20marketing%20software&utm\\_term=Learn%20More%20%20Register](https://starusa.org/events/digging-into-the-gris/?utm_medium=email&utm_campaign=Q1%20Newsletter&utm_content=Q1%20Newsletter+CID_383b9f81c8392e0beac4deb6f2ea987e&utm_source=Email%20marketing%20software&utm_term=Learn%20More%20%20Register).
- Mar. 13 **BEYOND BORDERS: NAVIGATING AFRICA'S EXPORT LANDSCAPE.** Third in a series of webinars, sponsored by the U.S. Commercial Service, intended to support U.S. exporters by encouraging and enabling them to seriously explore Africa as a new market, providing insights and strategies that will help U.S. businesses overcome challenges and seize opportunities in this dynamic region, as well as learning more about the various resources available that can assist them in expanding their operations into Africa. 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.usaexporter.org/events/beyond-borders-navigating-africas-export-landscape-session-1/>.
- Mar. 17 - 21 **SOUTHEAST EUROPE ENERGY TRANSITION & SECURITY: TRADE MISSION (BULGARIA, ROMANIA, SERBIA).** Led by Deputy Assistant Secretary of Commerce for Europe and Eurasia **David De Falco**, this trade mission will connect U.S. companies with potential partners and customers in Southeast Europe, where governments are investing in clean energy to achieve climate neutrality and enhance energy security. Participants will gain insights into market trends, establish valuable industry contacts, and develop market-entry or expansion strategies. The program includes tailored business appointments, meetings with industry leaders and government officials, and networking opportunities, all supported by U.S. Commercial Service teams. For information & application (deadline: **February 10**), please see: <https://app.inevent.com/en/TradeGov/SEEEnergyTM/>.



- Mar. 24 - ***DESIGN AND CONSTRUCTION (D&C) BUSINESS DEVELOPMENT MISSION TO SE ASIA (HONG KONG, TAIPEI, HO CHI MINH CITY)***. Sponsored by the U.S. Commercial Service, this mission will look into D&C subsectors such as safety, sustainable materials, retrofitting and refurbishment, construction robotics, automation, digitalization, Modular Integrated Construction (MiC), recycling, sustainable design and materials, and environmental tech. Delegates may have the opportunity to gain market insights, establish industry contacts, interact with government agencies, solidify business strategies, and advance specific projects. The mission may include group interactions with government agencies and leading trade associations, and potentially customized one-on-one business appointments with pre-screened potential agents, distributors, partners, and buyers. Networking events may provide introductions to government officials, industry leaders, and senior officials from the U.S. Consulate in Hong Kong, the American Institute in Taiwan (AIT), and the U.S. Consulate in Ho Chi Minh City, Vietnam. For information and an application (deadline: **December 31**), please see: <https://events.trade.gov/DesignConstructionMissiontoSEAsia/>.
- Mar. 26 ***AAEI TRADE MATTERS FLY-IN***. Hybrid event sponsored by the American Association of Exporters & Importers. This event will bring together trade compliance professionals and industry leaders to advocate for policies that promote secure, efficient, and responsible trade. By engaging directly with lawmakers and regulators, attendees can help shape policy that will have a major impact on your company and global supply chains. 8:00 – 11:45 a.m. CST. AAEI Members - \$399; Non-members - \$500. For information & registration, please see: <https://aaei.org/trade-matters-fly-in-2025/>.
- Apr. 6 - ***SOUTH KOREA TRADE MISSION***. The Great Lakes St. Lawrence Governors & Premiers (GSGP) is leading a multi-sector trade mission to Seoul, South Korea. The goal of this mission is 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 South Korea Trade Office. For information & registration (deadline: **January 22**), please see: <https://gsgp.org/media/k5sdhmma/gsgp-south-korea-trade-mission-flyer.pdf>.
- Apr. 10 ***BEYOND BORDERS: NAVIGATING AFRICA'S EXPORT LANDSCAPE***. Last in a series of webinars, sponsored by the U.S. Commercial Service, intended to support U.S. exporters by encouraging and enabling them to seriously explore Africa as a new market, providing insights and strategies that will help U.S. businesses overcome challenges and seize opportunities in this dynamic region, as well as learning more about the various resources available that can assist them in expanding their operations into Africa. 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: [https://us02web.zoom.us/webinar/register/WN\\_oTmAql4JRwq2awiT6Tf-oA#/registration](https://us02web.zoom.us/webinar/register/WN_oTmAql4JRwq2awiT6Tf-oA#/registration).
- Apr. 29 - ***SIAL CANADA 2025***. Qualified Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion at the SIAL Canada 2025 trade show in Toronto, Canada. Companies selected to participate in the mission will receive the following, in accordance with ISTEP program eligibility guidelines: Exhibit space; 25 - 75% partial reimbursement of lodging and airfare costs; Briefing material; Pre-show promotion; Matchmaking assistance; Assistance with travel logistics. Fee: \$750. For information and an application, please contact: [chris.sedgwick@illinois.gov](mailto:chris.sedgwick@illinois.gov).
- May 1

- May 19 - **GENOMIC AND GENETIC TECHNOLOGIES TRADE MISSION TO GREECE, TÜRKIYE AND ITALY.**  
23 Mission, organized by the U.S. Department of Commerce, International Trade Administration, is open to eligible U.S. firms working on genomic and genetic technologies. Best prospects include companies engaged in: Next Generation Sequencing (NGS) R&D and test kit development; Whole Genome Sequencing (WGS); Whole Exome Sequencing (WES); Bioinformatics; Proteomics; RNA Therapeutics; Molecular Cytogenetics; Molecular Genetics; Cancer Genetics; Pharmacogenetics; Rare Diseases; Pre-natal Genetic Disorders; and Preimplantation Genetic Testing (PGT) for In-Vitro Fertilization. Mission participants will have the opportunity to gain an in-depth understanding of the three markets for their products, through hosted networking events and roundtable discussions with key government and industry leaders. Participants will also develop business prospects through vetted business-to-business matchmaking meetings and visits to leading research institutes and genetics labs. For information & an application (deadline: **January 31**), please see: <https://events.trade.gov/TradeGov/GenomicandGeneticTechnologiesTradeMissiontoGreeceT/>.
- Jun. 6 - **ILLINOIS TRADE MISSION TO INDONESIA (JAKARTA) AND MALAYSIA (KUALA LUMPUR).**  
14 Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment on a multi-sector trade mission to Indonesia and Malaysia. 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 ISTEP Program eligibility guidelines: Pre-scheduled B2B Matchmaking; 50% - 75% partial reimbursement of lodging and airfare costs; In-country briefing materials; Assistance with travel logistics. Fee: \$1,500. For information & an application, please contact: [kevin.kim@illinois.gov](mailto:kevin.kim@illinois.gov).
- Jun. 16 - **PARIS AIR SHOW.** Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to co-exhibit on the Illinois stand within the USA Pavilion at the Paris Air Show. It will provide an opportunity to meet up with all the key players in the aerospace industry, seize fresh commercial opportunities, present your expertise and innovations to the world, and form technological and industrial partnerships. Illinois companies selected for the mission will receive the following, in accordance with ISTEP program eligibility guidelines: Complimentary exhibit space; 25 - 75% partial reimbursement of lodging and airfare costs; Briefing material; Pre-show promotion; B2B matchmaking services. Participation Fee: \$1,200. Application Deadline: **March 7, 2025**. For information & application, please contact: [riccardo.navon@illinois.gov](mailto:riccardo.navon@illinois.gov).
- Jun. 24 **WORKING EFFECTIVELY WITH JAPANESE.** Webinar, sponsored by Japan Intercultural Consulting, will address: *Japanese communication style; Why Japanese tend to be vague/indirect – how to interpret what they mean; Why Japanese don't give a lot of feedback; Overcoming the language barrier; How to confirm whether you've been understood correctly; How decisions are made in Japanese organizations; Why Japanese avoid risk; How to get your ideas accepted by a Japanese organization; How to make meetings with Japanese more effective; How to build strong working relationships with Japanese; How to behave appropriately at meals and other social situations; What to keep in mind if you travel to Japan for business; What most bothers Japanese about the Americans they work with.* 8:00 a.m. – 3:00 p.m. CDT. Fee: \$325. For information & registration, please see: <https://www.eventzilla.net/e/working-effectively-with-japanese-online-seminar-2138640444>.
- Aug. 25 - **SOUTHERN CONE CLEAN TECH TRADE MISSION TO CHILE, URUGUAY, AND ARGENTINA.**  
29 Mission, organized by the United States Department of Commerce's International Trade Administration (ITA), will introduce U.S. companies to the dynamic Southern Cone region, whose governments are investing heavily in clean energy technologies to mitigate the negative effects of climate change. Targeted clean energy and environmental subsectors with substantial potential include: hydrogen and e-fuel technologies; water and sanitation (treatment & management); green transportation (hydrogen trucks, buses, shipping, rail, and passenger vehicles); and renewable/clean energy (solar, storage, and decarbonization technologies). For information & an application, please see: <https://events.trade.gov/TradeGov/SouthernConeCleanTechTradeMission/>.

- Sep. 9 **WORKING EFFECTIVELY WITH JAPANESE.** Webinar, sponsored by Japan Intercultural Consulting, will address: *Japanese communication style; Why Japanese tend to be vague/indirect – how to interpret what they mean; Why Japanese don't give a lot of feedback; Overcoming the language barrier; How to confirm whether you've been understood correctly; How decisions are made in Japanese organizations; Why Japanese avoid risk; How to get your ideas accepted by a Japanese organization; How to make meetings with Japanese more effective; How to build strong working relationships with Japanese; How to behave appropriately at meals and other social situations; What to keep in mind if you travel to Japan for business; What most bothers Japanese about the Americans they work with.* 8:00 a.m. – 3:00 p.m. CDT. Fee: \$325. For information & registration, please see: <https://www.eventzilla.net/e/working-effectively-with-japanese-online-seminar-2138640446>.
- Sep. 16 **WORKING EFFECTIVELY WITH JAPANESE.** Webinar, sponsored by Japan Intercultural Consulting, will address: *Japanese communication style; Why Japanese tend to be vague/indirect – how to interpret what they mean; Why Japanese don't give a lot of feedback; Overcoming the language barrier; How to confirm whether you've been understood correctly; How decisions are made in Japanese organizations; Why Japanese avoid risk; How to get your ideas accepted by a Japanese organization; How to make meetings with Japanese more effective; How to build strong working relationships with Japanese; How to behave appropriately at meals and other social situations; What to keep in mind if you travel to Japan for business; What most bothers Japanese about the Americans they work with.* 8:00 a.m. – 3:00 p.m. CDT. Fee: \$325. For information & registration, please see: <https://www.eventzilla.net/e/working-effectively-with-japanese-online-seminar-2138640386>.
- Sep. 21 - 26 **ADVANCED MANUFACTURING BUSINESS DEVELOPMENT MISSION TO TÜRKIYE AND POLAND.** Led by the U.S. Department of Commerce, this business development mission is to expand opportunities for U.S. companies in advanced manufacturing markets in Türkiye and Poland, with a focus on digital technologies and services, industrial automation, and precision machinery. The mission's primary goal will be to increase U.S. exports to each market by raising brand awareness of U.S. technology solutions in advanced manufacturing and identifying opportunities for commercial collaboration. The mission will help participating firms and trade associations gain market insights, make industry contacts, solidify business strategies, and advance specific projects and initiatives in the target markets. The mission is for U.S. firms and organizations that play a part in the Advanced Manufacturing industry, especially those with products in the following categories: Digital Technologies and Services; Industrial Automation; Precision Machinery. For information & an application, please see: <https://www.trade.gov/advanced-manufacturing-business-development-mission-turkiye-and-poland>.

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## 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](mailto:info@itagc.org); or visit: [www.itagc.org](http://www.itagc.org).

Follow the International Trade Association of Greater Chicago on LinkedIn:



## **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](http://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.