

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

January 13, 2025

The *Illinois International Business Calendar* is published by the International Trade Association of Greater Chicago (ITA/GC). The *Calendar* is also available on our website: www.itagc.org. It is published every Friday, and available at no charge.

Inclusion Policy: As a public service to the international business community, we publish a listing of **international business events** for which we receive **written** notification, preferably by e-mail (info@itagc.org). Any organization may submit events that would be of interest to **and are open to** the Illinois international business community. There is no charge. All calendar listings are subject to the editor's discretion. Inclusion of an event does not imply endorsement by any of the sponsoring organizations.

Founded in 1978, the International Trade Association of Greater Chicago (ITA/GC) is a not-for-profit, 501(c)6 voluntary business association dedicated to promoting international commerce in all its forms. The ITA/GC provides a forum for the exchange of practical information and insight within the international business community. Members share interests in import and export matters, in international investment, alliance, and licensing opportunities, and – in the broader sense – doing business across the world.

The ITA/GC's focus is on practicality: on building knowledge and enabling relationships that help people do international business. While our scope of interest is diverse – all aspects of trading and commercial activity across all geographies and all industries – our work is simple: **to help others gain understanding that is personal, current and actionable.**

New events, and events with additional/revised information, are indicated in Green.

FEATURED ITA/GC PROGRAMS

HELPING YOU GAIN UNDERSTANDING THAT IS PERSONAL, CURRENT & ACTIONABLE

- Jan. 15 **MEETING THE GLOBAL CHALLENGE: 2025 PERSPECTIVE ON AMERICAN MANUFACTURING RENAISSANCE.** Special Luncheon Presentation and Executive Briefing sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Haydn Powell**, Founder and Chief Customer Officer, Applix.ai who will address: Reshoring; Workforce Dynamics; Generative AI. 11:45 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/2025-perspective-on-american-manufacturing-renaissance-tickets-1110938399659>.
- Feb. 5 **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:

ILA and USMX Reach Tentative Agreement: Numerous sources are reporting that the International Longshoremen's Association (ILA) and United States Maritime Alliance (USMX) have reached a tentative six-year [Master Contract](#) agreement, pending ratification by both parties. Until the new contract is ratified, operations will continue under the current agreement. The agreement covers approximately 25,000 union workers in container-handling at 14 ports and maritime cargo centers from Texas to Boston.

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.

Amid Uncertain Trade Outlook, Higher Asia-US Container Rates the Only Sure Bet: Shippers continue to fuel upward movement in trans-Pacific container rates as 2025 approaches, and there are likely more increases on the way, according to [Freight Waves](#). While frontloading by importers looking to beat tariffs threatened by President-elect Donald Trump on China goods helped U.S. gateways to record volumes in November, prices aren’t expected to decline all that much amid a host of looming factors in the coming weeks.

U.S. Economic Development Administration Reauthorized by Congress for First Time in 20 Years: The U.S. Department of Commerce’s [Economic Development Administration](#) (EDA) celebrates its historic reauthorization by Congress, allowing it to continue its legacy of promoting American innovation and competitiveness by providing grants and support to communities across the country. From January 2021 through November 2024, EDA was responsible for directing nearly \$6 billion in investments in 3,393 awards across nearly every state and federal territory. These projects are creating or saving more than 554,700 jobs and generating more than \$67.7 billion in private investment.

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^{Beta}](#) uses artificial intelligence (AI) to answer your questions on the exporting process and the resources available for exporters.

The 20 Largest Digital Exporters in the World: The *Visual Capitalist* posts some interesting [graphics](#) ranking the world’s top 20 largest exporters of digital services. While the top exporting countries of digital services are largely concentrated in developed countries, export markets in India and China are rising significantly. In 2023, India’s digital service exports topped \$257 billion, rising by 17% annually. Meanwhile, the value of China’s digital service exports grew by almost twofold between 2019 and 2023 to reach \$207 billion.

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).

New Report Examines How Artificial Intelligence May Shape Future of International Trade: A new [report](#) published November 21 by the WTO Secretariat discusses the potential impact of artificial intelligence (AI) on world trade. The report examines key trade-related policy considerations raised by this technology and discusses the critical role of the WTO in facilitating AI-related trade, ensuring trustworthy AI, and promoting global regulatory convergence.

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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- Jan. 13 ***SAMPLES, PROTOTYPES, AND REPAIRS - TIPS FOR GETTING YOUR SHIPMENTS THROUGH CUSTOMS.*** Webinar, sponsored by the World Trade Research Institute, will provide tips for getting your shipments through Customs in the U.S. and other countries. 10:00 – 11:00 a.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/pdh33xu>.
- Jan. 14 ***WHAT THE CCL: THE COMMERCE CONTROL LIST IN ALL ITS GLORY.*** Webinar, sponsored by Star USA, offers a comprehensive overview of the CCL, breaking down its structure, categories, and the nuances of classification. It will guide you through the essential steps to correctly determine the classification of items and provide tips on how to stay compliant with export regulations. 9:00 – 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: https://starusa.org/events/what-the-ccl/?utm_medium=email&utm_campaign=December%20Newsletter&utm_content=December%20Newsletter+CID_7727a82276631f95e26cf37b640bea26&utm_source=Email%20marketing%20software&utm_term=Register%20Here.
- Jan. 14 ***2025 ECONOMIC FORECAST: THE FUTURE OF GLOBAL ECONOMY.*** Luncheon program sponsored by the Madison International Trade Association. Speakers include: **John Min**, Chief Economist, Monex USA (formerly Tempus, Inc.), and **Erik Lundh**, Senior Global Economist, The Conference Board. 11:00 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://www.mitatrade.org/events/>.
- Jan. 14 ***RESHORING AMERICA.*** Webinar sponsored by Whiteside County Economic Development and Morrison Tech. Presentation by **Harry Moser**, Founder, Reshoring Initiative who will discuss “The Reshoring Trend: A Timely Opportunity for Original Equipment Manufacturers, Job Shops, and Economic Development Organizations to Reap Benefits.” 1:30 – 2:30 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/reshoring-america-tickets-1116115955869>.
- Jan. 15 ***20 RISKS AND TRENDS FOR 2025.*** Webinar sponsored by the Washington International Trade Association. **Robert Moran**, Partner, Brunswick Group will discuss 20 notable global trends and risks for 2025. 9:00 – 10:00 a.m. CST. WITA Members – No fee; Non-members - \$10. For information & registration, please see: <https://www.wita.org/events/20-trends-for-2025/>.

- Jan. 15 ***MEETING THE GLOBAL CHALLENGE: 2025 PERSPECTIVE ON AMERICAN MANUFACTURING RENAISSANCE.*** Special Luncheon Presentation and Executive Briefing sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Haydn Powell**, Founder and Chief Customer Officer, Applix.ai who will address: Reshoring; Workforce Dynamics; Generative AI. 11:45 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/2025-perspective-on-american-manufacturing-renaissance-tickets-1110938399659>.
- Jan. 15 ***KEY INSIGHTS FOR U.S. EXPORTERS: UNDERSTANDING CENTRAL AMERICA'S NATURAL DISASTER RESILIENCY AND PREPAREDNESS.*** Webinar, sponsored by the U.S. Commercial Service, will explore the specific climate risks each country in the region faces and highlight the opportunities for U.S. technology companies to provide solutions for disaster resilience and recovery. 1:00 – 2:00 p.m. CST. Fee: \$35. For information & registration, please see: <https://events.trade.gov/en/TradeGov/KeyInsightsforUSExportersUnderstandingCentralAmeri/>.
- Jan. 15 ***UNDERSTANDING THE BROKER-IMPORTER RELATIONSHIP.*** Webinar, sponsored by Sandler, Travis & Rosenberg, will provide an overview of the important relationship between these two parties for purposes of Customs compliance. Learn the responsibilities of both importers and brokers regarding entry, classification of merchandise, valuation of merchandise, complying with other government agency requirements, and recordkeeping. We will also discuss potential pitfalls including penalties for noncompliance for both brokers and importers and how changes to 19 CFR 111 have affected and complicated this relationship. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: [https://www.strtrade.com/training/events/upcoming-webinars/understanding-the-broker-importer-relationship-\(2\)](https://www.strtrade.com/training/events/upcoming-webinars/understanding-the-broker-importer-relationship-(2)).
- Jan. 15 ***SELECTUSA FOR EDOS: RESOURCES AND DATA TOOLS FOR ECONOMIC DEVELOPERS.*** Webinar sponsored by SelectUSA. A member of the SelectUSA Investment Research Team will lead this session to explore the SelectUSA resources and data tools available to economic developers. This session will cover selected chapters from the *SelectUSA Investor Guide*, *EDO Value Proposition Toolkit*, an introduction to customized research for qualified clients, and open-access FDI and industry data tools to support economic developers in their FDI attraction strategy. 1:00 – 2:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://events.trade.gov/en/TradeGov/SelectUSAforEDOsResourcesandDataToolsforEconomicDe/index.php>.
- Jan. 15 ***OPTIMIZE YOUR SUPPLY CHAIN FOR EXPORT SUCCESS!*** Webinar, sponsored by AEDC-Arkansas Manufacturing Solutions, will discuss: Business Planning; Supplier Management; Inventory Management; Transportation Management; Risk Management; Operations Management; Technology. 2:00 – 3:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/optimize-your-supply-chain-for-export-success-tickets-1107234611529>.
- Jan. 16 ***A PRACTICAL GUIDE TO THE USMCA 2026 REVIEW: 3 PRINCIPLES, 5 RULES FOR SUCCESS.*** Webinar sponsored by the Mexico Institute and the Canada Institute and the Wilson Center. Get exclusive insights from our expert panel as they provide a comprehensive update on the progress of the USMCA review and its implications for North American trade. Delve into the evolving political landscape and collaborate on establishing initial “rules of engagement” to ensure a constructive review process. Panelists include: **Earl Anthony Wayne**, Public Policy Fellow, Wilson Center; **Juan Carlos Baker**, CEO and founding partner, Ansley International Consultants; **Steve Verheul**, Principal, GT& Company Executive Advisor; **Shauna Hemingway**, Senior Special Advisor, Business Council of Canada; **Lila Abed**, Director, Mexico Institute. 9:30 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: https://wilsoncenter.org.zoom.us/webinar/register/WN_bLnRUv7VRqyHSwQqEAUwJg?utm_campaign=mi&utm_medium=email&utm_source=event&emci=e31a719c-25cd-ef11-88d0-0022482a9d92&emdi=85d6eea6-d1ce-ef11-88d0-0022482a9d92&ceid=233568#/registration.

- Jan. 16 ***INTER-AMERICAN DEVELOPMENT BANK PUBLIC-PRIVATE PARTNERSHIPS (PPP) OPPORTUNITIES IN LATIN AMERICA AND THE CARIBBEAN.*** Webinar, sponsored by the U.S. Commercial Service, will discuss the work of the Inter-American Development Bank (IDB)'s Public-Private Partnerships (PPP) unit, including project opportunities and the upcoming PPP Americas conference in Lima, Peru on April 8-10, 2025. 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://events.trade.gov/en/TradeGov/Inter-AmericanDevelopmentBankPublic-PrivatePartner/form.php>.
- Jan. 16 ***EXPORT TO SINGAPORE DUTY-FREE.*** Webinar, sponsored by the World Trade Research Institute, will describe opportunities for doing business in Singapore and how to use the U.S. – Singapore Free Trade Agreement. 10:00 – 11:00 a.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/r8x577f>.
- Jan. 16 ***BEYOND BORDERS: NAVIGATING AFRICA'S EXPORT LANDSCAPE.*** First 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_BXpCMS9fTbC8B5KI3WNN7w#/registration.
- Jan. 16 ***APPAREL CLASSIFICATION SERIES: THE BASICS.*** Webinar sponsored by Sandler, Travis & Rosenberg. First of a five-part series on how to classify wearing apparel under the Harmonized Tariff Schedule. This session will cover the basics of Apparel Classification. 1:00 – 2:30 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/apparel-classification-series-the-basics>.
- Jan. 16 ***THE PATH TO A PATENT, PART I: INTELLECTUAL PROPERTY (IP) BASICS.*** Webinar sponsored by the U.S. Patent & Trademark Office. USPTO experts will: *Provide a brief overview of the different types of IP (patents, trademarks, trade secrets, and copyrights); Review the patenting process from invention, to application, to issue; Cover the requirements for patentability; Explain how to determine whether a provisional or nonprovisional application is right for you; Discuss how to weigh the costs and benefits of hiring a patent attorney.* 1:00 – 2:30 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://uspto.my.salesforce-sites.com/events/EventsRegistrationForm?eventId=a04SJ000007rCbh>.
- Jan. 16 ***INTERNATIONAL TRADE POLICY SHIFTS AND ENFORCEMENT TRENDS: LEVERAGING OPPORTUNITIES AND MITIGATING RISK IN 2025 AND BEYOND.*** Program sponsored by the Greater Kansas City Chamber of Commerce. Attorneys from Husch Blackwell will provide an in-depth exploration of the key trade policy and enforcement trends shaping the global landscape in 2025, and will provide critical insights into the evolving challenges and opportunities in international trade. 4:00 – 5:00 p.m. (Reception follows), KC Chamber Board Room, 30 West Pershing Road, Kansas City, MO. No fee; advance registration required. For information & registration, please see: <https://greaterkansascitychamberofcommerce-dev.growthzoneapp.com/eventcalendar/Details/international-trade-policy-shifts-and-enforcement-trends-leveraging-opportunities-and-mitigating-risk-in-2025-and-beyond-1262152?sourceTypeId=Hub>.
- Jan. 17 ***INCOTERMS 2020.*** Webinar, sponsored by the World Trade Research Institute, will cover the basics of Incoterms including the most recent updates from 2020. 10:00 – 11:00 a.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/g3kxvgf>.

- Jan. 20 ***FDI IN A CHANGING WORLD: THE 2025 PERSPECTIVE.*** Webinar, sponsored by FT Locations, will explore key sector and market trends and present a review of our preliminary FDI results for 2024, including detailed sector and market analyses; we will also discuss crucial strategies for adapting to the shifting FDI landscape. 8:00 – 9:00 a.m. CST. No fee; advance registration required. For information & registration, please see: https://2025fdi.ftlocations.com/home?xnpe_tifc=xFPNxxkj4Fh_xuhuOkYdhypsafWaeiWhFWZVkeJakpWa_BWEke9bZ8vVuESxFs.4.Ulh.zjbIVpxfYpbXTT&utm_source=exponea&utm_campaign=FTL%20-%20Fortnightly%20Marketing%20-%20Email%20-%2012.12.24%20%281%26O%29&utm_medium=email.
- Jan. 21 ***EXPORTING TO KOREA DUTY-FREE.*** Webinar, sponsored by the World Trade Research Institute, will discuss the benefits of the Korea-U.S. Free Trade Agreement and how they can help increase your international sales; it will also cover qualification and documentary requirements. 10:00 – 11:00 a.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/yqnxvzx>.
- Jan. 21 ***INTRODUCTION TO INCOTERMS®.*** Webinar, sponsored by Sandler, Travis & Rosenberg, will help procurement, finance, compliance, and legal professionals develop a working understanding of the terms to know, when and how to use them more effectively. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/introduction-to-incoterms>.
- Jan. 21 ***PREVENTATIVE HEALTHCARE FOR RURAL COMMUNITIES: U.S.-CHINA BEST PRACTICE SHARING.*** Webinar, sponsored by the U.S. Heartland China Association, will bring together public health professionals, healthcare practitioners, and administrators from the U.S. and China to explore innovative strategies for advancing preventative healthcare in rural communities. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_6V-ZVKs5QFm-2qR7d2Xx3Q#/registration.
- Jan. 22 ***ENHANCING U.S. COMPETITIVENESS: BIOMEDICAL TECHNOLOGY.*** Webinar, sponsored by the U.S. Commercial Service and EXIM, will provide insights from experts including U.S. and Foreign Commercial Service Officers, representatives from the U.S. International Trade Administration’s Advocacy Center, and EXIM. Learn about critical support mechanisms designed to give your firm a competitive edge in the global market. 7:30 – 9:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://events.gcc.teams.microsoft.com/event/99aef0af-4155-4813-9ccf-9266a85c15ae@a1d183f2-6c7b-4d9a-b994-5f2f31b3f780>.
- Jan. 22 ***KEY INSIGHTS FOR U.S. EXPORTERS: UNDERSTANDING CANADA’S NATURAL DISASTER RESILIENCY AND PREPAREDNESS.*** Webinar, sponsored by the U.S. Commercial Service, will discuss the significant opportunities for U.S. companies in Canada’s flood, wildfire, and emergency management sectors, driven by increasing natural disaster risks, government initiatives, and the growing demand for innovative solutions. 1:00 – 2:00 p.m. CST. Fee: \$35. For information & registration, please see: <https://events.trade.gov/en/TradeGov/RespondRecoverRebuildExploringCanadasEmergencyMana/>.
- Jan. 23 ***COMPLIANCE ACROSS THE CONTINENTS: A BIRD’S EYE VIEW OF COMPLIANCE IN INTERNATIONAL TRADE.*** Hybrid program sponsored by the International Trade Council of Greater Kansas City. First in a 3-part compliance series will address: *What does Compliance mean in different environments; Fundamental components of compliance in all global trade; Product Safety Compliance.* 9:00 a.m. CST. ITCGK Members – No fee; Non-members - \$15. For information & registration, please see: <https://itcgkc.org/event-5980264>.

- Jan. 23 ***“PARTNERING FOR COMPLIANCE™” CUSTOMS/IMPORT BOOT CAMP 2025.*** Virtual program, sponsored by Partnerships International, will focus on a broad spectrum of import regulatory & compliance matters of current relevance. Senior-level speakers from Braumiller Law Group, PLLC will provide solid & recent updates on US initiatives & policies regarding customs and import regulatory matters of relevance to your business. Topics include: *Introduction to CBP; HTS Classification, Duty and Fees; Valuation for Customs and other requirements; Customs Programs, remedies & enforcement.* 9:00 a.m. – 4:00 p.m. CST. Non-U.S. Government - \$250 (by January 17; \$300 thereafter); U.S. Government Employees - \$150 (by January 17; \$190 thereafter). Registration limited to the first 200 registrants. For information & registration, please see: <https://www.partneringforcompliance.org/pfcimp25.pdf>.
- Jan. 23 ***EU PRODUCT STANDARDS: HOW TO GET A CE MARK.*** Webinar, sponsored by the World Trade Research Institute, will explain, in simple steps, how to obtain and apply a CE Mark to your product. 10:00 – 11:30 a.m. CST. Fee: \$125. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/aetuxw3>.
- Jan. 23 ***CANADIAN TAX 101 FOR U.S. EXPORTERS: COMMON SCENARIOS.*** Webinar, sponsored by the MN District Export Council and Gowling WLG, will provide valuable insights into navigating the Canadian income tax and sales tax considerations of exporting from the U.S. to Canada, helping your business set up for success in the Canadian market. 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://docs.google.com/forms/d/e/1FAIpQLSe2WIrFWuvscH4M9CjuktsSQQLmpTYxSywWTpo4g-8vwMuzfA/viewform?pli=1>.
- Jan. 24 ***ANTIDUMPING.*** Webinar, sponsored by the World Trade Research Institute, will provide the information needed to help you know what to expect and how to participate in antidumping investigations. 10:00 – 11:00 a.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/d658w36>.
- Jan. 27 - ***VIRTUAL CUSTOMS BROKER EXAM PREP COURSE - APRIL 2025 EXAM.*** This virtual course is
Apr. 3 designed to prepare attendees to take and pass the customs broker examination. Its extensive overview of the customs brokerage/import process makes it also a great option for those looking for training in this field. Sessions are Monday and Thursday from 5:00 – 7:30 p.m. CST. The final class is a mock exam. The course includes 40 hours of class instruction on topics such as broker regulations, entry, classification, valuation, free trade agreements, antidumping/countervailing duty, fines, penalties and forfeitures, bonds, country of origin marking, liquidation, search and seizure, and intellectual property. Fee: \$1,150 (required materials purchased separately). For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/virtual-customs-broker-exam-prep-course-april-2025-exam>.
- Jan. 27 ***EXPORT CONTROLS & COMPLIANCE.*** Webinar, sponsored by the World Trade Research Institute, will cover export controls from the Departments of Commerce, Treasury, and State, including Export Administration Regulations, ITAR, and Trade Sanctions. 10:00 – 11:00 a.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/9483jgs>.
- Jan. 28 ***ENGAGE IN TRADE: GLOBAL ECONOMIC OUTLOOK 2025.*** Webinar sponsored by World Trade Center St. Louis. Presentation by **Matthew Maggi**, Senior Vice President, Capital Markets Group, Commerce Bank (Kansas City) who will share what he sees as potential realities on the global trade horizon and provide ways to monitor the effects on the global economy. 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_IJgeQZA2Sr-A3J5uE_pXaA#/registration.

- Jan. 28 **COLOMBIA MARKET OVERVIEW: OPPORTUNITIES IN CONSTRUCTION & DESIGN.** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of market opportunities for U.S. businesses in Colombia, focusing on the dynamic construction and design industries, and preview the Expoconstrucción & Expodiseño show in May 2025. 1:00 – 2:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://events.gcc.teams.microsoft.com/event/04fa981c-89ac-4091-84ac-b0eb5a9b4277@a1d183f2-6c7b-4d9a-b994-5f2f31b3f780/registration>.
- Jan. 29 **CARM, THE CBSA'S NEW PROCESS OF IMPORTING COMMERCIAL GOODS.** Webinar, sponsored by San Diego and Imperial District Export Council, will dive into the details of CARM, the Canada Border Services Agency's (CBSA) innovative new process for importing commercial goods. It will provide you with all the information you need to navigate this new system successfully. 12:00 – 1:00 p.m. CST. Fee: \$40. For information & registration, please see: <https://www.eventbrite.com/e/carm-the-cbsas-new-process-of-importing-commercial-goods-tickets-1015627117047>.
- Jan. 29 **UNDERSTANDING THE U.S. EXPORT FILING PROCESS.** Webinar, sponsored by Sandler, Travis & Rosenberg, will help exporters feel more comfortable with the U.S. export filing process and understand when and how to make a disclosure when inaccurate data is found. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/understanding-the-u-s-export-filing>.
- Jan. 30 **GOING GLOBAL: KEY EXPORTING ISSUES AND RESOURCES TO CONSIDER.** Webinar, sponsored by the U.S. Small Business Administration, will provide information regarding key issues and resources to Small Businesses currently engaged in exporting, and also to those Small Businesses thinking about exporting for the first time. Experts will discuss: *Export Readiness - Resources available to Veteran-Owned Small Businesses as you look to start or continue exporting; Programs, information and resources to help your business sell to international markets; Financial issues to consider (payment mechanisms, government lending programs).* 9:00 – 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://sba-vboc.ecenterdirect.com/events/33868>.
- Jan. 30 **NAVIGATING THE EUROPEAN NUTRACEUTICALS MARKET: OPPORTUNITIES FOR U.S. COMPANIES.** Webinar, sponsored by Vitafoods Europe, will provide a comprehensive overview of the current wellness landscape across the EU, including key trends driving consumer behavior, the rising demand for innovative health solutions, and the evolving regulatory framework that shapes market entry and product compliance. 10:00 – 10:45 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://event.on24.com/wcc/r/4807763/BB41EA805AB140377CC74F3C859B87A7?partnerref=S4>.
- Jan. 30 **HOW TO WRITE AN EFFECTIVE EXPORT PLAN.** Webinar, sponsored by the World Trade Research Institute, will discuss all the aspects that go into an export plan and how to put them together for success in foreign markets. 10:00 – 11:00 a.m. CST. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/q69gtg3>.
- Jan. 30 **USING FTZs TO MITIGATE POTENTIAL TRUMP TARIFFS.** Webinar, sponsored by Sandler, Travis & Rosenberg, will describe what FTZs are, how they work, and how they can help your domestic operations reduce their exposure to these and other customs duties. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/using-ftzs-to-mitigate-potential-trump-tariffs>.

- 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. 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.
- Feb. 5 **STATE OF PLAY: GLOBAL TRADE OUTLOOK 2025.** Special 25th Anniversary luncheon program sponsored by the **International Trade Association of Great Chicago**. Presentation by **Isabelle Ieso**, 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. 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.
- Feb. 7 **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., Evergreen Restaurant, 2411 South Wentworth Avenue, Chicago. CAPRC Members - \$35; Non-members - \$45. For information & registration, please contact: lepinske@sbcglobal.net.
- Feb. 10 - 11 **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. 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.

- 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. 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 ***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 ***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.
- 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>.
- 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 - **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.
- 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. 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.
- 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 - ***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 & an 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/>.
- 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.
- May 19 - ***GENOMIC AND GENETIC TECHNOLOGIES TRADE MISSION TO GREECE, TÜRKIYE AND ITALY***. 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. 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.
- 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**. 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 - *ADVANCED MANUFACTURING BUSINESS DEVELOPMENT MISSION TO TÜRKIYE AND POLAND.*

26 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>.

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.