

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

March 10, 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.

Of Note:

U.S. Chamber Urges Swift End to Tariffs...; Highlights Real Harm to American Businesses, Workers, and Consumers: The U.S. Chamber of Commerce urged reconsideration of, and a swift end to, [the 25% tariffs](#) on most goods from Canada and Mexico under the International Emergency Economic Powers Act (IEEPA). The U.S. Chamber represents businesses of all sizes who will be immediately hit by tariffs, forcing them to raise prices or risk going out of business.

Retailers See Both Danger and Potential in Trump's Tariffs: *Freight Waves* reports retailers are bracing for [significant disruption](#) as President Donald Trump's sweeping tariffs on imports from China, Mexico and Canada take effect. The tariffs are expected to squeeze margins for many retailers, potentially forcing them to choose among absorbing higher costs, passing them on to shoppers or a combination of both. The National Retail Federation warned that as long as the tariffs remain in place, "Americans will be forced to pay higher prices on household goods."

Ukraine, U.S. Rare Earth Minerals Agreement Remains Unsigned: The U.S. and Ukraine were in the process of finalizing a revised agreement on rare earth minerals, removing a controversial clause that originally required Ukraine to contribute \$500 billion in profits to the U.S. The deal was not signed last week, as originally expected. The [deal](#) includes a "Reconstruction Investment Fund" aimed at attracting long-term investments in Ukraine's mineral sector, notes Thomas Industry Update. While the deal presents opportunities, the risks remain. Ukraine's current geopolitical situation, regulatory environment, and infrastructure development could all impact supply chain stability.

USTR Proposes Actions, Requests Comments on China's Maritime, Logistics, and Shipbuilding Sectors: On February 21, the Office of the United States Trade Representative (USTR) announced its proposed actions following the Section 301 investigation of China's targeting of the maritime, logistics, and shipbuilding sectors for dominance. Following the investigation, USTR determined that China's targeting of the maritime, logistics, and shipbuilding sectors for dominance is unreasonable and burdens U.S. commerce, in part because it displaces foreign firms and restricts business opportunities in the U.S. Crowell & Moring outlines [key aspects](#) of USTR's proposed actions.

Shipping Firms Pull Back from Hong Kong to Skirt US-China Risks: Reuters reports some shipping companies are discreetly [moving operations out of Hong Kong](#) and taking vessels off its flag registry. Others are making contingency plans to do so. Behind these low-profile moves, six shipping executives said, lie concerns that their ships could be commandeered by Chinese authorities or hit with U.S. sanctions in a conflict between Beijing and Washington. The outflow of ships since 2021 marks a reversal for Hong Kong's registry, which official data show grew roughly 400% in two decades following 1997.

New DOJ Restrictions on Cross-Border Data Transactions Take Effect April 8: The U.S. Department of Justice's (DOJ) sweeping new rule on cross-border data transactions is set to take effect in April, with broad implications for companies that transfer U.S. personal data or government-related data abroad. Given this impending deadline, [Wiley Insights](#) answers 10 key questions about the Rule's new requirements to help companies assess the new Rule and develop a compliance strategy.

Revamped WTO Tariff and Trade Platform Enhances Access to Data: [WTO Tariff & Trade Data](#), an online platform providing enhanced access to official tariff and trade figures for over 150 economies, was launched on March 4. The database – currently in its beta version for preliminary release – includes bilateral trade datasets, time series views, and reports on export and import patterns by product and trade partner. The TTD platform aggregates official information about applied tariffs and import data notified by WTO members to the WTO's Integrated Data Base (IDB), and bound duties (agreed maximum tariffs) and other commitments recorded in the WTO's Consolidated Tariff Schedules (CTS) database.

Foreign National Travel Is Riskier Due to Maximum Visa and Admission Vetting and Restrictive Visa Interview Waiver Criteria: ArentFox Schiff [advises](#) that foreign nationals and employers should plan all international travel more carefully and further in advance. President Trump issued an executive order directing various federal agencies to coordinate their efforts to “identify all resources that may be used to ensure that all aliens seeking admission to the United States, or who are already in the United States, are vetted and screened to the maximum degree possible.” This is not a travel ban but has opened the path to creating a travel ban in the future, as he did in his earlier Administration.

USTR Seeks Comment from the Public on Unfair and Non-Reciprocal Foreign Trade Practices: The Office of the United States Trade Representative is inviting comments from the public as part of its work pursuant to the [America First Trade Policy Presidential Memorandum](#) and the [Reciprocal Trade and Tariffs Presidential Memorandum](#). These comments will assist the U.S. Trade Representative in reviewing and identifying any unfair trade or non-reciprocal foreign trade practices. The deadline for submission of comments is March 11, 2025. To view the Federal Register Notice, click [here](#).

Foreign Direct Investment Increased to a Record \$41 Trillion: The [IMF Blog](#) reports global foreign direct investment grew again in 2023 after declining the previous year. Inward direct investment climbed \$1.75 trillion, or 4.4 percent, reaching a record \$41 trillion, according to the IMF's latest [Coordinated Direct Investment Survey](#), which provides detailed information on direct investment positions between countries. The United States extended its lead as the top destination for direct investment. Singapore recorded the largest gain in 2023, with its position rising \$307 billion, followed by \$227 billion for the United States and \$164 billion for Germany.

President Trump Issues America First Investment Policy Memorandum Impacting FDI into the U.S. and Outbound Investment to Foreign Adversaries: On February 21, President Trump issued the [America First Investment Policy Memorandum](#), which aims to promote foreign direct investment (FDI) from U.S. allies and partners while restricting inbound and outbound investments involving “foreign adversaries,” including China, Cuba, Iran, North Korea, Russia, and the Venezuelan Maduro regime. The memorandum has significant implications for reviews by the Committee on Foreign Investment in the United States (CFIUS), as well as for publicly traded companies, endowments, and pension funds.

CSIS Commission on U.S. Quantum Leadership: The Center for Strategic & International Studies (CSIS) Commission on U.S. Quantum Leadership convened leading experts to provide recommendations on how best to advance U.S. leadership in quantum technologies to address immediate security issues and ensure technological and commercial competitiveness. The commission's overarching recommendation is that the United States needs to double federal investment and funding to keep up with foreign competition. The full report is [here](#).

Agribusiness Market Intelligence: The International Trade Administration has a market research [website](#) to provide comprehensive and up-to-date information about the Agribusiness and Food & Beverage markets and the export potential for your products and services. Recent reports include: *Malaysia Food Security Industry*; *Indonesia Franchising New Regulation*; *Pakistan Agribusiness Poultry Processing*; *Angola Agribusiness Cold Chain Industry*.

Trump IEEPA Duties - Federal Register Notices: President Trump's Executive Orders for Canada, Mexico and China have all been posted on the White House website: <https://www.whitehouse.gov/presidential-actions/>. Federal Register notices for Canada and China have been submitted by CBP to the Federal Register for publication on February 5th. As of this writing, enforcement against Mexico and Canada has been deferred for one month. The tariffs against China have not been delayed.

Tariffs on Steel, Aluminum Likely Mean Higher Costs for Auto Industry: President Trump’s 25% tariffs on all steel and aluminum imports could make it more expensive for automakers and parts suppliers, according to [Supply Chain Dive](#). A typical car contains about 1,000 pounds of steel with an estimated cost of between \$6,000 and \$7,000 per vehicle. A 25% tariff on steel could raise the cost of individual vehicles by as much as \$1,500.

China Restricts Mineral Exports Key to U.S. Defense Industry Following Tariffs: After the 10% tariffs applied to Chinese imports by President Trump, which took effect on February 4, 2025, China announced that it will be restricting the export of five important materials needed to make critical components for many industries, including clean energy, and defense, according to [Thomas Industry Insights](#). Chinese manufacturers are now required to obtain export licenses for twenty products containing bismuth, indium, molybdenum, tellurium, and tungsten.

Geopolitics and the Geometry of Global Trade: 2025 Update: In view of widespread talk about friendshoring, nearshoring, decoupling, and derisking, the McKinsey Global Institute has been monitoring [shifting trade patterns](#) closely. This update examines 2024 data for the economies represented by ASEAN, Brazil, China, Germany, India, the United Kingdom, and the United States. The pattern of reconfiguration has continued, but its character and pace differ among major economies.

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.

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.

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.

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).

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

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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- Mar. 10 **TARIFFS, TRADE WARS, AND MARKET SHOCKWAVES: WHAT BUSINESSES NEED TO KNOW.** Webinar, sponsored by DGA Group, will explore: *Trade policy shifts and how leadership in the U.S., Canada, Mexico, and China is shaping decisions; Retaliation and regulation from these key trading partners and what to expect next; Tariff exemptions and adjustments – and their implications for businesses; Potential trade scenarios and key developments to watch in the coming weeks.* 8:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://dgagroup.zoom.us/webinar/register/WN_cHcl1HNcQRGORXOXUQ0R-g#/registration.
- Mar. 10 **5 TRAILBLAZING WOMEN BUILDING GLOBAL ENTERPRISES.** Webinar sponsored by Women Entrepreneurs Grow Global. Speakers include: **Debra Dudley**, Founder and President, Oscarware, Inc.; **Coni Lefferts**, Founder and President, Creative Packaging Solutions; **Wendy Shen**, President and CEO, FLOMO/Nygala Corp.; **Susanne Evans**, Founder and CEO, AAA Translation; and, **Candice Tal**, Founder, Infortal Worldwide. 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://register.gotowebinar.com/register/3550615961273714517?mc_cid=537a6de229&mc_eid=6499c7d108.
- Mar. 10 **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. 11:00 a.m. – 12:0 p.m. CDT. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/a5559rv>.
- 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%20Register.

- Mar. 11 **EXPORTING 101**. Webinar, sponsored by the U.S. Commercial Service Export Assistance Center Richmond and the SBA, will present on assessing exporting capabilities and things to consider, export readiness and available resources for new to export companies. The goal of this presentation is to provide small business owners who may be interested in or are currently exporting goods or services to learn more about the exporting process. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/webinar-e-commerce-us-trade-and-commercial-services-exporting-olga-molnar-tickets-1267118949889?aff=oddtcreator>.
- Mar. 11 **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. Presentation by **J. Nicole Bivens Collinson**, Managing Principal, Operating Committee; International Trade & Government Relations Practice Leader. 1:00 – 2:00 p.m. CDT. Fee: \$150. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/tariffs-and-trade-in-turmoil-monthly-update>.
- Mar. 11 **BASIC EXPORT DOCUMENTATION**. Webinar, sponsored by the World Trade Research Institute, will provide a comprehensive review of the most commonly used documents and terms in international trade. 1:00 – 2:00 p.m. CDT. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/mg7v2ef>.
- Mar. 11 **TRADE POLICY IN 2025: 5 CRITICAL CHALLENGES & COMPLIANCE STRATEGIES**. Webinar sponsored by Roanoke. Presentations by **Lenny Feldman**, Sandler, Travis & Rosenberg, PA, and **Karen Rzeszutko**, Roanoke who will address: *Understanding Presidential and Congressional authority and the legal framework of imports and tariffs; How to avoid, mitigate, and/or recover the costs of increased tariffs, those already in place and those anticipated to take effect in the near future; How higher tariffs impact your bond amount calculation and aggregation of bond exposure; CBP's Bond Insufficiency Process; Tips and tools for a proactive review of higher tariffs on bond amounts*. 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://infospot.roanokegroup.com/acton/fs/blocks/showLandingPage/a/5777/p/p-00f7/t/page/fm/0>.
- Mar. 11 **OPPORTUNITIES FOR U.S. COMPANIES IN JAPAN AND INDONESIA'S EMERGENCY AND DISASTER MANAGEMENT SECTORS**. Webinar, sponsored by the U.S. Commercial Service, will explore the specific risks faced by Japan and Indonesia and highlight key opportunities for U.S. companies to provide innovative disaster resilience and recovery solutions, including RISON TOKYO on October 1-3, 2025. 7:00 – 8:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.gcc.teams.microsoft.com/event/5d71adce-8145-4997-b93d-d40121e402ea@a1d183f2-6c7b-4d9a-b994-5f2f31b3f780>.
- Mar. 12 - 13 **AES EXPORT COMPLIANCE SEMINAR**. Virtual program, sponsored by the U.S. Commercial Service, features speakers from the U.S. Commercial Service, the Bureau of Industry and Security, U.S. Customs and Border Protection, and local industry specialists. This event is designed to equip companies with the knowledge and tools necessary to navigate export opportunities while adhering to critical export regulations. Attendees will learn: *Why export regulations are critical; The role of U.S. government; Overview of the Bureau of Industry and Security's Export Administration*. 11:00 a.m. – 3:15 p.m. CDT. Fee: \$125. For information & registration, please see: <https://events.trade.gov/en/TradeGov/AES-EN/>.

- Mar. 12 ***SOUTHERN CARIBBEAN ENERGY CORRIDOR SERIES: BUSINESS OPPORTUNITIES IN SURINAME.*** Webinar, sponsored by the U.S. Commercial Service, will uncover key business opportunities in this thriving hub of energy expansion and economic growth. Key sectors include: hospitality (restaurants, hotels); law and financial services; healthcare; infrastructure; housing; construction; logistics; aviation; safety & security; maritime services; franchise; consumer goods; agribusiness; equipment and supplies required for manufacturing; energy production; and more. 12:00 – 1:20 p.m. CDT. Fee: \$50. For information & registration, please see: <https://events.trade.gov/en/TradeGov/SouthernCaribbeanEnergyCorridorWebinarSeries/>.
- Mar. 12 ***MEETING CBP'S INFORMED COMPLIANCE & REASONABLE CARE STANDARDS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, explains the requirements of informed compliance and reasonable care and how importers can best meet their obligations. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/meeting-cbp-s-informed-compliance-and-reasonable-care-standards-over>.
- Mar. 12 ***SUPPLY CHAINS IN FLUX: THE IMPACT OF RECENT TRADE ACTIONS ON TRADE.*** Program and reception sponsored by Loyola University Chicago Supply Chain and Sustainability Center. Presentation by **David Forge**, Partner, Barnes, Richardson & Colburn, LLP, who will unpack recent trade actions, explore potential upcoming developments, and provide practical strategies for supply chain professionals looking to stay ahead of these evolving challenges. 4:30 – 6:00 p.m. (Reception follows), Schreiber Center, 16 East Pearson Street, Room 908, Chicago. No fee; advance registration required. For information & registration, please see: <https://www.luc.edu/supplychaincenter/events/upcomingevents/supplychainsinflux/>.
- Mar. 12 ***EUROPEAN PROFESSIONALS NETWORK.*** Networking event sponsored by the German American Chamber of Commerce of the Midwest and affiliated European chambers of commerce. Discover opportunities to get involved with local internationally focused organizations. 5:00 – 7:00 p.m., BIG Bar, 151 East Wacker Drive, Chicago. Members of sponsoring organizations - \$30; Non-members - \$40. For information & registration, please see: https://lp.constantcontactpages.com/ev/reg/ffty7aj?_cf_chl_tk=SSL8695tzpqOgHEptCyLVRzCnoNzkZoDD_PkNS3oKP0-1738790444-1.0.1.1-topMsQhPAzZ7ZLJq47zZUo7.9f8udAPWOW4SwX_BjW4.
- Mar. 13 ***THE ROLE OF CAPITAL MARKETS IN EMERGING MARKET GROWTH.*** Webinar, sponsored by the Peterson Institute for International Economics, introduces a new book from the World Bank Group, *Financing Firm Growth*. The book explores the surge in capital market financing in low- and middle-income countries from 1990 to 2022. Drawing on data from nearly 80,000 firms worldwide, the study shows how capital markets have been a key driver of investment and job creation in developing countries. 8:00 – 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.piie.com/events/2025/role-capital-markets-emerging-market-growth>.
- Mar. 13 ***INTERNATIONAL VALUE ADDED TAX - UNDERSTANDING VAT IN GLOBAL TRADE.*** Webinar, sponsored by the World Trade Research Institute, will explore VAT trends in markets around the world, equipping you with practical knowledge to effectively plan for these taxes. 10:00 – 11:00 a.m. CDT. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/3d5r5dq>.
- Mar. 13 ***EXPORT RESOURCES WITH US DEPARTMENT OF COMMERCE.*** Webinar, sponsored by the New Jersey Small Business Development Center at Rutgers – Newark, will describe services available to small businesses that are ready to engage in international trading, including: *Customized Market Research; Initial Market Check; International Company Profile; International Partner Search; Single Company or Location Promotion; Trade Show Representation; Virtual Fairs; Virtual Introductions*. 11:30 a.m. – 1:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://clients.njsbdc.com/reg.aspx?mode=event&event=10450014>.

- 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. 14 ***DRIVING HEALTH, INNOVATION, AND ECONOMIC OPPORTUNITY THROUGH DATA AND [INTERNATIONAL] TRADE.*** Webinar, sponsored by the Washington International Trade Association, will examine efforts to create a predictable and stable international framework to ensure the secure and responsible movement of information across borders. Speakers include: **Stephen Claey**s, Senior Director, Global Trade Policy, Pfizer; **Josh Kallmer**, Head of Global Public Policy and Government Relations, Zoom Communications, Inc.; **Caitlin McDonnell**, Senior Director, Head of International Affairs, Global Government Engagement, Visa; **Andrew Wayne**, Managing Director, Digital, Tax & Trade Policy, Siemens U.S Government Affairs; **Nigel Cory** (Moderator), Director, Crowell Global Advisors. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_BfVcHfArQqSBMtBhHN2GOw#/registration.
- 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 & an application (deadline: **February 10**), please see: <https://app.inevent.com/en/TradeGov/SEEEnergyTM/>.
- Mar. 17 ***NATO SPACE CENTRE OF EXCELLENCE.*** Webinar sponsored by the U.S. Commercial Service. Join senior leaders from NATO's new Space Centre of Excellence (COE) and the US Space Force to discover how industry can take advantage of the COE's unique expertise in joint NATO space activities. In its expert and advisory role, the NATO Space COE identifies, analyses and evaluates new space technologies in order to provide Alliance decision-makers with guidance in the preparation and use of tomorrow's space capabilities and technologies. 10:00 a.m. CDT. Fee: \$25. For information & registration, please see: <https://events.trade.gov/en/TradeGov/WebinarNATOCOE-9884-1738885266/purchase.php>.
- Mar. 17 ***PREPARING FOR GLOBAL E-COMMERCE.*** Webinar, sponsored by the World Trade Research Institute, will provide information you will need to complete international online sales and explain how to integrate that information into your sales fulfillment process. 2:00 – 3:00 p.m. CDT. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/r9hye2d>.
- Mar. 18 ***CHEMICAL CLASSIFICATION – DECODING CHEMISTRY.*** Webinar, sponsored by the International Compliance Professionals Association, will discuss: *Fundamentals of chemical classifications (Ch 28 and 29); When chemicals are not in Ch 28 or 29; Basics of chemical structure and nomenclature; Tools to assist in decoding what the chemical is to assist in classification.* 10:30 a.m. CDT. ICPA Members - \$35; Non-members - \$75. For information & registration, please see: <https://web.cvent.com/event/83cf1257-17f2-44e5-8428-7f0b8723910e/summary>.

- Mar. 18 **NAVIGATING CHANGES IN 2025 FOR INTERNATIONAL TRADE COMPLIANCE.** Luncheon program sponsored by the Madison International Trade Association. Speakers include: **Nithya Nagarajan**, Lead of Trade Remedies Group, Husch Blackwell, LLP; **Cortney O'Toole Morgan**, Partner, Global Trade Compliance Attorney and Leader of International Trade and Supply Chain Practice, Husch Blackwell, LLP; **Ted Sherman**, Hasbro, Senior Director for Global Trade Compliance. 11:30 a.m. – 2:00 p.m., UW Fluno Center Skyview Room, 601 University Avenue, Madison, WI. MITA Members - \$50 (by March 10; \$60 thereafter); Non-members - \$75 (by March 10; \$85 thereafter). For information & registration, please see: <https://mita.mitatrade.org/ap/Events/Register/kgF8A4RHZCVCl>.
- Mar. 18 **ELEMENTS OF AN EFFECTIVE CUSTOMS COMPLIANCE PROGRAM.** Webinar, sponsored by Content Enablers, will provide a high-level overview of what it takes to manage a customs compliance program effectively. With a focus on import compliance, the course will look at the core competencies needed to ensure compliance across preclearance, clearance/entry, and post-entry processes for: *Tariff Classification; Customs Valuation; Trade Programs; Admissibility; Administration; Cargo Security; Supplier Management; Forced Labor*. 12:00 – 1:00 p.m. CDT. Fee: \$185. For information & registration, please see: <https://contentenablers.com/live-events/webinars/elements-of-an-effective-customs-compliance-program/>.
- Mar. 18 **MARKET OPPORTUNITIES IN INDIA.** Webinar, sponsored by the World Trade Research Institute, will cover the opportunities and challenges of doing business in India and will include strategies for success. 2:00 – 3:00 p.m. CDT. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/tcsxms3>.
- Mar. 19 **SETTING THE TABLE ON NATIONAL AGRICULTURE TRADE DAY.** Webinar sponsored by the Washington International Trade Association with the Clayton Yeutter Institute at the University of Nebraska, and the Agriculture Trade Education Council. Panelists will discuss the current trade landscape and outlook of U.S. agricultural trade, including its place in relation to the overall U.S. economy, global markets, tariffs and trade barriers, and challenges faced by importers and exporters. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.wita.org/events/national-ag-trade-day/>.
- Mar. 19 **BUSINESS OPPORTUNITIES IN PANAMA.** First in a series of six webinars, sponsored by the U.S. Commercial Service, on *Business Opportunities in Central America*. This series offers a valuable platform for U.S. companies to explore best-prospect sectors, gain insights from industry experts, and develop market entry strategies. 12:00 p.m. CDT. Fee: \$30. For information & registration, please see: <https://events.trade.gov/en/TradeGov/BusinessOpportunitiesinCentralAmericaWebinarSeries/>.
- Mar. 19 **BIOPHARMA & LIFE SCIENCES CLINICAL TRIAL VALUATION FOR U.S. CUSTOMS PURPOSES.** Webinar, sponsored by Sandler, Travis & Rosenberg, will provide an overview of basic U.S. customs law valuation principles and highlights specific areas relevant for clinical trials, including key topics related to the biopharma and life sciences industry: *The World Customs Organization's Customs Valuation Agreement; Basic concepts of customs valuation; Valuation tools and resources; Valuation Methods; Clinical Trial Valuation Examples; Best Practices for Clinical Trial Valuation and Recordkeeping*. 1:00 – 1:30 p.m. CDT. Fee: \$150. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/biopharma-life-sciences-clinical-trial-valuation-for-u-s-customs-purposes>.
- Mar. 19 **SEEING THE BIG PICTURE: HOW AI ENHANCES SUPPLY CHAIN MAPPING & TRANSPARENCY.** Webinar, sponsored by the American Association of Exporters & Importers, will explore how AI-powered tools are transforming supply chain management by providing end-to-end visibility, identifying hidden risks, and ensuring compliance at every tier. This program will demonstrate how transparency drives resilience, efficiency, and better decision-making in today's dynamic global trade environment. 2:00 – 3:00 p.m. CDT. AAIE Members – No fee; Non-members - \$99. For information & registration, please see: <https://members.aaei.org/eventsaaievents/Details/seeing-the-big-picture-how-ai-enhances-supply-chain-mapping-transparency-1341596?sourceTypeId=EmailInvitation>.

- Mar. 20 ***TRADE, TARIFFS AND FOREIGN POLICY UNDER THE TRUMP ADMINISTRATION.*** Webinar, sponsored by the Midwest International Trade Association, will examine the issues by gathering a number of economic, trade and business experts to discuss and present their views on what lies ahead in the new Trump Administration. Our analysts will reflect on previous economic and trade policies from the last Trump presidency to compare and develop projections for the nascent Trump II term. Speakers include: **Kellie Meiman Hock**, Senior Counselor, McLarty Associates, an Ankura Company; **Robert A. Shapiro**, Partner, Thompson Coburn LLP, Co-Chair, Regulatory Practice Group, Chair, International Trade and Transportation Regulatory Practice Group. 9:00 – 11:00 a.m. CDT. MITA Members - \$25; Non-members - \$45. For information & registration, please see: <https://myemail.constantcontact.com/Trade--Tariffs-and-Foreign-Policy-Under-the-Trump-Administration-Webinar.html?soid=1103352564910&aid=WTb5GRPyTBE>.
- Mar. 20 ***THE EU'S NEW ERA OF TRADE AND GEOPOLITICAL CHALLENGES.*** Virtual event sponsored by the Peterson Institute for International Economics. **Anjali V. Bhatt**, PIIE communications manager and research fellow, has a live, virtual conversation with PIIE nonresident senior fellow, host of Trade Winds, and former European commissioner for trade **Cecilia Malmström** on tariffs, trade tensions, and other challenges facing the European Union. 9:30 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.piie.com/events/2025/eus-new-era-trade-and-geopolitical-challenges>.
- Mar. 20 ***NAVIGATING THE CURRENT TRADE ENVIRONMENT.*** Export Lunch & Learn webinar, sponsored by the Indiana District Export Council, will discuss America's current trade environment and what it means for exporters, importers and businesses engaged in trade with our nation's largest trading partners Canada, Mexico, China, and beyond. Learn the best ways to manage the increase in US tariffs on imports and mitigate the impact of reciprocal tariffs on US exports by those same foreign countries. 11:00 a.m. – 12:00 p.m. CDT. Fee: \$20. For information & registration, please see: <https://www.eventbrite.com/e/navigating-the-current-trade-environment-export-lunch-learn-webinar-tickets-1253061814619>.
- Mar. 20 ***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. 11:00 a.m. – 12:30 p.m. CDT. Fee: \$125. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/85ramkj>.
- Mar. 20 ***APPAREL CLASSIFICATION SERIES: EVERYTHING BUT KNIT TOPS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, will review a variety of apparel examples and discuss the specific features that U.S. Customs and Border Protection focuses on when determining the correct classification and duty rate. 1:00 – 2:30 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/apparel-classification-series-everything-but-knit-tops>.
- Mar. 20 ***DEI UNDER ATTACK IN THE U.S.: HOW SHOULD JAPANESE COMPANIES RESPOND?*** Webinar, sponsored by Japan Intercultural Consulting, will provide an in-depth update on the current situation in the U.S. and outline key factors Japanese companies should consider as they plan their next steps. Seminar topics: *Why is DEI under attack in the U.S.?; What does Trump's executive order specifically entail? Which parts of it have been temporarily blocked by a court injunction?; To what extent are companies revising their DEI initiatives? Are they making significant changes, or are their responses more symbolic? (A comparison of corporate actions before and after the executive order will be shared.); Which companies have stated they will not alter their DEI policies? How are they justifying their stance?; How are consumers reacting to the different corporate approaches?; How can companies stay true to their values while addressing the increasing risks surrounding DEI programs? What recommendations are U.S. experts currently offering?; What are the key points Japanese companies should pay particular attention to?* 1:00 – 3:00 p.m. CDT. Fee: \$23.40. For information & registration, please see: <https://www.eventbrite.com/e/dei-under-attack-in-the-us-how-should-japanese-companies-respond-tickets-1263102376209>.

- Mar. 21 ***HOW TO WRITE AN EFFECTIVE EXPORT PLAN.*** Webinar, sponsored by the World Trade Research Institute, will describe all the aspects that go into an export plan and how to put them together for success in foreign markets. 11:00 a.m. – 12:00 p.m. CDT. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/zjmf95c>.
- 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. 24 ***INTERNATIONAL TRADE FINANCE: GETTING PAID.*** Webinar, sponsored by the World Trade Research Institute, will describe the range of payment methods used in international transactions to reduce risk as well as U.S. government support for exporters through export credit insurance and loan guarantees. 11:00 a.m. – 12:00 p.m. CDT. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/zgdt7m3>.
- Mar. 26 ***UNLOCKING INDIA'S ARTIFICIAL INTELLIGENCE AND DATA CENTRE MARKET IN 2025: FDI TRENDS, STRATEGIES AND COMPLIANCES.*** Webinar, sponsored by Dezan Shira & Associates, will cover: *Overview of India Data Centre Industry in 2025: FDI Trends, Growth Drivers and Key Hubs; Overview of India's AI Industry: Emerging Trends, Growth Drivers and AI Clusters; Technology Workforce Insights: Salary Trends & Talent Insights; Regulatory Landscape: Key Government Policy Data Storage, Privacy Laws and Compliance Frameworks; State-wise Policy Incentives and Market Entry Considerations.* 4:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.dezshira.com/events/details/unlocking-india-s-artificial-intelligence-and-data-centre-market-in-2025-fdi-trends-strategies-and-compliances-10127.html>.
- 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. CDT. AAEI Members - \$399; Non-members - \$500. For information & registration, please see: <https://aaei.org/trade-matters-fly-in-2025/>.
- Mar. 27 ***U.S. RELATIONS WITH MEXICO & CANADA & USMCA, FEATURING CONGRESSMAN GREG STANTON.*** Webinar, sponsored by the American Leadership Initiative, features Rep. **Greg Stanton** (AZ-4), Ranking Member of the Western Hemisphere Subcommittee, House Foreign Affairs Committee in conversation with **Christopher Sands**, Director of the Canada Institute, The Wilson Center and **Vanessa Rubio-Marquez**, served as Mexico's Deputy Finance Minister (3X) & Deputy Foreign Affairs Minister. 8:30 – 9:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_zys6056vTZqdzRK8fm6wyg#/registration.

- Mar. 27 ***THE U.S.-COLOMBIA FREE TRADE AGREEMENT.*** Webinar, sponsored by the World Trade Research Institute, will explain the details of the agreement and how you can take advantage of these opportunities. 10:00 – 11:00 a.m. CDT. Fee: \$79. For information & registration, please see: <https://lp.constantcontactpages.com/ev/reg/v4c5cm3>.
- Mar. 27 ***BEYOND BORDERS: NAVIGATING THE INDO-PACIFIC EXPORT LANDSCAPE.*** Webinar, sponsored by the National Association of District Export Councils, is designed to provide insights and strategies that will help U.S. businesses overcome challenges and seize opportunities in this dynamic region. Additionally, the webinar offers an opportunity for our export community to learn more about the various resources available that can assist them in expanding their operations into the Indo-Pacific. 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_vNTVJ5ZISViByREN0v3WRQ#/registration.
- Mar. 27 ***BABC CHICAGO - MARCH HAPPY HOUR.*** Networking event sponsored by the British American Business Council Chicago. 5:00 – 7:30 p.m., Elephant & Castle Pub and Restaurant, 111 West Adams Street, Chicago. No fee; advance registration requested. For information & registration, please see: https://lp.constantcontactpages.com/ev/reg/fpnmmt?source_id=6ece930f-3f22-41af-bec6-7d1c16013e4a&source_type=em&c=ULDCLnhAPoPJTxfOdBYaspS1N2kgwIB4m_IZWfJUCrCV6AbUB6eA==.
- Apr. 2 ***BUSINESS OPPORTUNITIES IN COSTA RICA.*** Second in a series of six webinars, sponsored by the U.S. Commercial Service, on *Business Opportunities in Central America*. This series offers a valuable platform for U.S. companies to explore best-prospect sectors, gain insights from industry experts, and develop market entry strategies. 12:00 p.m. CDT. Fee: \$30. For information & registration, please see: <https://events.trade.gov/en/TradeGov/BusinessOpportunitiesinCentralAmericaWebinarSeries/>.
- Apr. 6 - 11 ***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.
- Apr. 16 ***SOUTHERN CARIBBEAN ENERGY CORRIDOR SERIES: BUSINESS OPPORTUNITIES IN GUYANA.*** Webinar, sponsored by the U.S. Commercial Service, will uncover key business opportunities in this thriving hub of energy expansion and economic growth. Key sectors include: hospitality (restaurants, hotels); law and financial services; healthcare; infrastructure; housing; construction; logistics; aviation; safety & security; maritime services; franchise; consumer goods; agribusiness; equipment and supplies required for manufacturing; energy production; and more. 12:00 – 1:20 p.m. CDT. Fee: \$50. For information & registration, please see: <https://events.trade.gov/en/TradeGov/SouthernCaribbeanEnergyCorridorWebinarSeries/>.

- Apr. 17 **ENERGY AND GLOBAL TRADE.** Webinar, sponsored by the National Association of District Export Councils, will explore groundbreaking advancements in renewable technologies, AI's impact on energy, and green hydrogen's potential. Topics include: *state-of-the-art solar, wind, hydrogen, and nuclear technologies; innovation-fostering policies; and solutions to intermittency issues.* 3:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_IxmvWbgdRqyosNcf_sX8EA#/registration.
- Apr. 23 **APPAREL CLASSIFICATION SERIES: ADVANCED TOPICS.** Webinar, sponsored by Sandler, Travis & Rosenberg, will review a variety of apparel samples and discuss the specific features that U.S. Customs and Border Protection focuses on when determining the correct classification and duty rate. This program has updated content to take into consideration the HS2022 changes and will examine some of the more advanced topics in classification. 1:00 – 2:30 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/apparel-classification-series-advanced-topics>.
- 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.
- Apr. 30 **BUSINESS OPPORTUNITIES IN HONDURAS.** Third in a series of six webinars, sponsored by the U.S. Commercial Service, on *Business Opportunities in Central America*. This series offers a valuable platform for U.S. companies to explore best-prospect sectors, gain insights from industry experts, and develop market entry strategies. 12:00 p.m. CDT. Fee: \$30. For information & registration, please see: <https://events.trade.gov/en/TradeGov/BusinessOpportunitiesinCentralAmericaWebinarSeries/>.
- May 7 **SOUTHERN CARIBBEAN ENERGY CORRIDOR SERIES: BUSINESS OPPORTUNITIES IN TRINIDAD & TOBAGO.** Webinar, sponsored by the U.S. Commercial Service, will uncover key business opportunities in this thriving hub of energy expansion and economic growth. Key sectors include: hospitality (restaurants, hotels); law and financial services; healthcare; infrastructure; housing; construction; logistics; aviation; safety & security; maritime services; franchise; consumer goods; agribusiness; equipment and supplies required for manufacturing; energy production; and more. 12:00 – 1:20 p.m. CDT. Fee: \$50. For information & registration, please see: <https://events.trade.gov/en/TradeGov/SouthernCaribbeanEnergyCorridorWebinarSeries/>.
- 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/>.

- May 21 ***BUSINESS OPPORTUNITIES IN EL SALVADOR.*** Fourth in a series of six webinars, sponsored by the U.S. Commercial Service, on *Business Opportunities in Central America*. This series offers a valuable platform for U.S. companies to explore best-prospect sectors, gain insights from industry experts, and develop market entry strategies. 12:00 p.m. CDT. Fee: \$30. For information & registration, please see: <https://events.trade.gov/en/TradeGov/BusinessOpportunitiesinCentralAmericaWebinarSeries/>.
- May 21 ***APPAREL CLASSIFICATION SERIES: RECREATIONAL PERFORMANCE OUTERWEAR.*** Webinar, sponsored by Sandler, Travis & Rosenberg, has updated content to take into consideration the HS2022 changes and will examine these classifications, which ones importers should never use (and why), and the new recordkeeping requirements for importers of these goods. The program will also review the new terminology introduced by the TFTEA that companies importing woven jackets, pants, and other garments must understand to classify their products accurately. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/apparel-classification-series-recreational-performance-outerwear>.
- Jun. 6 - 14 ***ILLINOIS TRADE MISSION TO INDONESIA (JAKARTA) AND MALAYSIA (KUALA LUMPUR).*** 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.
- Jun. 11 ***BUSINESS OPPORTUNITIES IN GUATEMALA.*** Fifth in a series of six webinars, sponsored by the U.S. Commercial Service, on *Business Opportunities in Central America*. This series offers a valuable platform for U.S. companies to explore best-prospect sectors, gain insights from industry experts, and develop market entry strategies. 12:00 p.m. CDT. Fee: \$30. For information & registration, please see: <https://events.trade.gov/en/TradeGov/BusinessOpportunitiesinCentralAmericaWebinarSeries/>.
- Jun. 16 - 22 ***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. 17 - 20 ***U.S. DELEGATION AT SURINAME'S ENERGY, OIL, AND GAS SUMMIT (SEOGS).*** The U.S. Commercial Service and the U.S. Embassy in Paramaribo, extend an invitation to U.S. companies to join the U.S. delegation to Suriname for SEOGS. The delegation will participate in the market-leading energy and offshore event, SEOGS, one of the largest energy conferences in the Caribbean. This premier event attracts thousands of businesses from around the world, spanning the oil and gas industry and numerous other sectors, providing valuable opportunities for networking and business development. U.S. companies will also engage in one-on-one business meetings with pre-screened potential buyers, agents, distributors, and joint venture partners, ensuring targeted and meaningful interactions with key stakeholders. For information & an application, please see: <https://events.trade.gov/en/TradeGov/USDelegationatSurinameEnergyOilandGasSummit-SEOGS/>.

- Jun. 18 ***BUSINESS OPPORTUNITIES IN BELIZE***. Last in a series of six webinars, sponsored by the U.S. Commercial Service, on *Business Opportunities in Central America*. This series offers a valuable platform for U.S. companies to explore best-prospect sectors, gain insights from industry experts, and develop market entry strategies. 12:00 p.m. CDT. Fee: \$30. For information & registration, please see: <https://events.trade.gov/en/TradeGov/BusinessOpportunitiesinCentralAmericaWebinarSeries/>.
- 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>.
- July 9 - 10 ***2025 RAIL & MARITIME SUMMIT***. 15th Annual Summit sponsored by Mary Elisabeth Pitz & Associates. The Supply Chain's Premier Conference with 20+ presentations by C-suite executives operating in the transportation sector. Among the speakers: **Kent Britton**, CEO, Port of Corpus Christi; **Joe Hinrichs**, President & CEO, CSX; **Todd Main**, Director, Illinois Soybean Association; **Sheldon Norton**, V.P. Feed Segment Leader, Cargill; **Bethann Rooney**, Director, Port of NY/NJ; **Alberto Villareal**, Managing Director, Nepanoa; **Rodney Weinzierl**, Executive Director, Illinois Corn Growers Association; **Tracy Zea**, President & CEO, Waterways Council, Inc. Union League Club, 65 West Jackson Boulevard, Chicago. Fee: \$895. For information & registration, please see: <https://mep-associates.com/2025-registration/>.
- Aug. 25 - 29 ***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.

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

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