

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

February 5, 2018

The *Illinois International Business Calendar* is a collaborative effort among the International Trade Association of Greater Chicago (ITA/GC), the Office of Trade and Investment of the Illinois Department of Commerce and Economic Opportunity (DCEO), and the Illinois District Export Council (IDEC), on behalf of the U.S. Commercial Service Chicago. The **Calendar** is also available on our website: www.itagc.org.

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) or fax (773/725-2294). 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.

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

FEATURED ITA/GC PROGRAM

Feb. 20 ***INTERNATIONAL STRATEGIES FOR THE NEW GLOBAL ORDER.*** Luncheon program sponsored by the International Trade Association of Greater Chicago with the Hong Kong Trade Development Council and the Illinois District Export Council. Good news: the dollar is the lowest it's been in years. Bad news: President Trump wants a "strong, very strong" dollar. Worse news: TPP is moving ahead without the U.S.; T-TIP is on ice; KORUS 2.0 negotiations are going nowhere; NAFTA 2.0 negotiations – after 6 rounds – have made little progress on the tough issues and the President keeps threatening to walk away; China has stepped up its game in Asia, Africa, Latin America and elsewhere. Panelists include: **Kyle Howard**, Vice President Export Sales, Navistar; **Scott Kotvis**, Vice President, Global Business Development, Daubert Cromwell; **Zachary Person**, Director – Global Operations, SpiralTech Dental Implants. Panelists will share strategies for surviving and thriving in these new, ominous circumstances. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. Members of sponsoring organizations - \$50; Non-members - \$75. For information & registration, please e-mail: rsvp@itagc.org.

Of Note:

Closing Statement of USTR Robert Lighthizer at the Sixth Round of NAFTA Renegotiations: January 29 – *We believe that some progress was made. We closed one chapter, as Ildefonso [Guajardo] said it was the chapter on corruption, which is a very important chapter, and we made some progress on a few others. More importantly though, we finally began to discuss some of the core issues. So this round was a step forward, but we are progressing very slowly...To conclude, some real headway was made here today. The United States views NAFTA as a very important agreement. We are committed to moving forward. I am hopeful progress will accelerate soon. We will work very hard between now and the beginning of the next round, and we hope for major breakthroughs during that period. We will engage with both Mexico and Canada urgently, and we will go where these negotiations take us.* For the complete statement, please see: <https://ustr.gov/about-us/policy-offices/press-office/fact-sheets/2018/january/closing-statement-ustr-robert#>.

USTR Statement on the Conclusion of US-Korea FTA Meetings in Seoul: February 1 – Discussions focused on specific proposals, including those related to market access and tariffs. The United States emphasized steps to rebalance the Agreement to improve the large trade deficit in industrial goods, including autos and auto parts. Additionally, the United States pressed for the resolution of Agreement implementation concerns that have hindered U.S. goods and services export growth and opportunities in Korea. For the complete statement, please see: <https://ustr.gov/about-us/policy-offices/press-office/fact-sheets/2018/january/statement-conclusion-us-korea-korus-0#>.

Pacific Nations Clinch Comprehensive Trade Accord: According to the International Centre for Trade and Sustainable Development, the 11 remaining Trans-Pacific Partnership (TPP) countries are set to sign their final agreement this March in Chile, after chief negotiators from the participating economies resolved the last sticking points during meetings in Tokyo this week. The negotiating meetings, held on Monday and Tuesday, saw countries agree on the final list of suspended provisions and side letters, given that four items had been left pending when they last met in late 2017. They also agreed on the date for the signing ceremony for the accord, which is now known as the **Comprehensive and Progressive Agreement for Trans-Pacific Partnership** (CPTPP). For more information, please click [here](#).

Global Economic Prospects: The World Bank forecasts global economic growth to edge up to 3.1 percent in 2018 after a much stronger-than-expected 2017, as the recovery in investment, manufacturing, and trade continues. Growth in advanced economies is expected to moderate slightly to 2.2 percent in 2018, as central banks gradually remove their post-crisis accommodation and the upturn in investment growth stabilizes. Growth in emerging market and developing economies as a whole is projected to strengthen to 4.5 percent in 2018, as activity in commodity exporters continues to recover amid firming prices. For the complete report, please see: <http://www.worldbank.org/en/publication/global-economic-prospects>.

* * * * *

- Feb. 5 **CHINA DIGITAL CUSTOMER ENGAGEMENT (PART I).** First in a 4-part webinar series (*Digital Strategy in China and India*) sponsored by Frontier Strategy Group in collaboration with the U.S. International Trade Administration and the eCommerce Innovation Lab. Topics include: Government influence in digital development; Local players that dominate the market; Evolution of consumer behavior; Digital awareness in B2B sectors; E-Commerce readiness by region; Strategic holidays/date for promotional efforts. 6:00 p.m. CST. Fee: \$75 for each of 4; \$250 for all 4. For information & registration, please see: <http://frontierstrategygroup.com/doc-webinar-digital-strategies-in-china-india-jan-30-2018/>.
- Feb. 6 **DOING BUSINESS IN SOUTH AFRICA & TANZANIA.** Webinar sponsored by the Conference of Great Lakes and St. Lawrence Governors & Premiers. Presentation by **Richard Zurba**, Director, Southern Africa Office, GSGP who will focus on sector opportunities, provide insights on the business environment in each country, and describe the GSGP's trade mission to South Africa & Tanzania, June 1-9. No charge; advance registration required. For information & registration, please see: <http://gsgp.org/media/2042/gsgp-south-africa-tanzania-webinar-invitation.pdf>.
- Feb. 6 **BRIEFING ON 2018 U.S. - CHINA COLD CHAIN ROADSHOW.** Webinar, sponsored by the U.S. Commercial Service (CS) China team, will describe business opportunities to expand your sales in the burgeoning cold chain markets in 4 selected tier-2 cities in China from April 9-13. The Roadshow will introduce U.S. cold chain firms to decision-makers and executive management from relevant government authorities, industrial associations, frozen food/veggies manufacturers, perishable products importers/exporters, logistics companies and 3rd-party service providers. 6:00 p.m. CST. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38376&InputType=EVENT.
- Feb. 7 **ESTABLISHING YOUR BRAND IN THE U.S. MARKET, FROM BUILDING A MARKETING STRATEGY TO PLANNING YOUR DISTRIBUTION CHANNELS.** First in a series of four Small Business & Entrepreneurs workshops sponsored by the French-American Chamber of Commerce Chicago. The workshop is designed for participants to openly discuss challenges, questions, strategies, and to exchange critical knowledge, experiences and cultural perspectives in a non-judgmental environment. 8:30 – 11:30 a.m., 205 North Michigan Avenue, 37th Floor, Chicago. FACC Members - \$45 for single workshop or \$160 for the series; Non-members - \$59 for single workshop or \$210 for the series. For information & registration, please see: <http://www.facc-chicago.com/events/small-business-entrepreneurs>.

- Feb. 7 ***INTERNATIONAL EXPORT***. Workshop sponsored by SCORE. Presentations by **George Ferguson**, international business consultant, and **Amy Albano**, Senior Director, Global Privacy and International Compliance, W.W. Grainger, Inc. 8:45 a.m. – 12:00 p.m., 500 West Madison Street, Suite 1150, Chicago. Fee: \$50. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?oeidk=a07eext815c8467293a&llr=9oyho5bab>.
- Feb. 7 ***OPPORTUNITIES FOR AGRICULTURAL TECHNOLOGIES IN THE INDIAN MARKET***. Webinar, sponsored by the U.S. Commercial Service, will describe business opportunities and best prospect sub sectors in the agribusiness sector in India as precision farming, big data, and sustainable agriculture are transforming the sector. 9:00 – 10:00 a.m. CST. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38292&InputType=EVENT.
- Feb. 7 ***ACCESS CHINA***. Webinar, sponsored by the World Trade Research Institute, will address the basics of exporting to China. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ef1168oue7b706da&oseq=&c=&ch=>.
- Feb. 7 ***JAPANESE ECONOMY: SUCCESSFUL RECOVERY, CHALLENGES, FOREIGN POLICY, AND U.S. RELATIONS***. Luncheon program sponsored by The Japan American Society of Chicago. Presentation by **Shujiro Urata**, Dean & Professor of Economics, Graduate School Asia-Pacific Studies, Waseda University. 11:30 a.m. – 1:30 p.m., Union League Club of Chicago, 65 West Jackson Boulevard, Chicago. JASC Members - \$35; Non-members - \$45. For information & registration, please see: <http://www.jaschicago.org/events/japanese-economy/>.
- Feb. 7 ***HOW TO AVOID COSTS AND DELAYS FROM FDA IMPORT ALERTS***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review top-level strategies for avoiding being put on an import alert and seeking removal from an import alert. 1:00 – 1:30 p.m. CST. No charge; advance registration required. For information & registration, please see: <https://www.strtrade.com/events-Avoid-Costs-Delays-FDA-Import-Alerts-020718.html>.
- Feb. 8 ***USD VALUE ON THE MOVE: STRATEGIES FOR MIDDLE MARKET COMPANIES***. Sunrise session sponsored by the Association for Corporate Growth Chicago. Presentations by **Joe Areddy**, Senior Managing Partner and **Francia Harris**, Managing Partner, Bannockburn Global Forex, LLC. 8:00 – 10:00 a.m., 200 West Monroe Street, 6th Floor Conference Center, Chicago. ACG Members – No charge; Non-members - \$20. For information & registration, please see: <http://www.cvent.com/events/sunrise-session-feb-8-us-dollar/event-summary-75256027ac994360a0945989fd758fe4.aspx?i=acedbfec-1611-4748-975f-189d4ee9e933>.
- Feb. 8 ***NEW ACE REPORTS: MORE INFORMATION AND INSIGHT FOR YOUR BUSINESS***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will show you how to make the ACE reports work for your business., including: benefits of the new entry summary reports; modifying, scheduling, and running the new reports; tips and tricks to get faster report results. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-New-ACE-Reports-020818.html>.
- Feb. 8 ***ENTERING CHINA VIA E-COMMERCE: 101 FOR THE COSMETICS & PERSONAL CARE INDUSTRY***. Webinar, sponsored by the U.S. Commercial Service, will provide the opportunity to gain rapid insight into the Chinese market, via overview of the latest trends and leading e-commerce platforms in China's cosmetics market and strategies for market entry. 5:00 p.m. CST. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38337&InputType=EVENT.

- Feb. 9 **INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR)**. Webinar sponsored by the Global Training Center. Topics include: *ITAR and USML (U.S. Munitions List); Registration with the State Department; ITAR Technical Data Controls; ITAR Licenses; Compliance and Enforcement; Transition of Hardware and Technical Data from the USML to the Export Administration Regulations (EAR); Regulation of Brokering Activities*. 9:00 a.m. – 12:30 p.m. CST. Fee: \$345. For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/itar>.
- Feb. 13 **MEXICO TAX, LEGAL AND FISCAL UPDATE FOR 2018**. Program sponsored by the U.S.-Mexico Chamber of Commerce, Mid-America Chapter. Experts from Baker & McKenzie, Plante Moran and Citi Bank will cover a broad range of relevant topics, including: recent legal developments; transfer pricing requirements and BEPS regulations; economic forecasts vs. economic reality; managing currency risk during times of uncertainty; and an update on Round Six of the NAFTA 2 negotiations. 8:00 – 11:45 a.m., Baker & McKenzie, 300 East Randolph Drive, 50th Floor, Chicago. USMCoC Members - \$20; Non-Members - \$35. For information & registration, please see: www.usmcoocma.org/events, or call 224-578-5310.
- Feb. 13 **LETTERS OF CREDIT**. Seminar sponsored by the Global Training Center. Topics include: *Introduction/The Payment Decision; Letters of Credit as Method of Payment; Letters of Credit Procedure; Types of Letters of Credit; Special Types of Letters of Credit; Uniform Customs and Practice 600 & Commentary and ISBP; Export Transaction Review; Import Letters of Credit; Case Study on an Export Letter of Credit; Non-Traditional Payment Methods; Resources*. 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by January 13; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Feb. 13 **THE TSA, REGULATED IAC'S AND AUTHORIZED REPRESENTATIVES**. Luncheon program sponsored by the International Air Cargo Association of Chicago. Presentation by **Aaron Gonzalez**, Supervisory Transportation Security Inspector, Chicago O'Hare International Airport who will discuss how the TSA wants to have a positive, collaborative working relationship with the air cargo community for the overall goal of protecting the air cargo supply chain. 11:15 a.m. – 2:00 p.m., Chicago Department of Aviation, 10510 West Zemke Road, Chicago. IACAC Members - \$25; Non-members - \$30. For information & registration, please see: <https://www.iacac.com/events/february-2018-luncheon/>.
- Feb. 13 **TRENDS, TIPS, AND HOT TOPICS FOR TRADE COMPLIANCE IN 2018 – ASK THE EXPERTS**. Two-part program sponsored by the Madison International Trade Association. **Part 1:** The lunch program will feature experts who will provide their views and answer your questions on a variety trade compliance issues, including the challenges of enforcing export controls, trade compliance policies, import and export compliance, global export regimes, and much more. 11:30 a.m. – 2:00 p.m. MITA Members - \$35 (by February 6; \$45 thereafter); Non-members - \$50 (by February 6; \$60 thereafter). **Part 2:** The afternoon program will provide compliance managers, employees involved in trade compliance (such as supply chain management, logistics/transportation, and sales), as well as anyone who wants to know more about trade compliance a deeper dive into selected topics, including implementation and best practices. 2:15 – 4:30 p.m. (Reception follows), Fluno Center, 601 University Avenue, Madison, WI. Parts 1 & 2: MITA Members - \$99; Non-members - \$119. For information & registration, please see: <http://mitatrade.org/events/details/trends-tips-and-hot-topics-for-trade-compliance-in-2018-ask-the-experts>.
- Feb. 13 **FACC MONTHLY LUNCHEON**. Program sponsored by the French-American Chamber of Commerce Chicago. Presentation by **Yannick Delibie**, Corporate CTIO (Kerlink SA) and Kerlink Inc. President & CEO, who will present his company Kerlink SA located in Rennes (France) and its U.S. subsidiary: Kerlink Inc. 12:00 p.m., Café des Architectes, Sofitel Chicago Magnificent Mile, 20 East Chestnut Street, Chicago. FACC Members - \$44; Non-members - \$55. For information & registration, please see: <http://campaign.r20.constantcontact.com/render?ca=08613e04-eaea-40f1-a892-fb20474275ab&preview=true&m=1102537836145&id=preview>.

- Feb. 13 ***EXPORT LICENSES***. Eighth in a 12-part webinar series on exporting mechanics, sponsored by the U.S. Commercial Service in collaboration with the National Customs Brokers & Forwarders Association of America (NCBFAA) Educational Institute. In this webinar, exporters will learn about export licenses, license exceptions, supporting documents needed for an export license, and SNAP-R. 1:00 – 2:00 p.m. CST. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8Q90>.
- Feb. 13 ***IMPORT COMPLIANCE BOOTCAMP***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide a comprehensive overview of import laws, regulations, and best practices that will give you the resources and information you need to tackle a variety of trade compliance issues with authority. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Import-Compliance-Bootcamp-021318.html>.
- Feb. 13 ***IERG NETWORKING MIXER***. Event, sponsored by the International Executive Resources Group – executives who have held significant leadership roles outside of their home countries – provides an opportunity to network with others from a wide variety of professional backgrounds who share an interest in global business opportunities. 5:30 – 8:00 p.m., Sidebar Grille, 221 North LaSalle Street, Chicago. No charge; cash bar. For information & registration, please see: https://www.evite.com/event/0126MXLQ57CAYIIOUEPH7ONWZQCOUM/rsvp?utm_campaign=end_sharable_link&utm_medium=sharable_invite&utm_source=NA.
- Feb. 14 ***INTERNATIONAL LOGISTICS***. Seminar sponsored by the Global Training Center. Topics include: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carrier's Obligations toward the Shipper; Ocean Transportation; Air Waybills of Lading; Air Freight Transportation; Insurance; Incoterms® 2010 Product Transportation & Risk of Loss*. 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by January 14; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Feb. 14 ***INTERNATIONAL BUSINESS FORUM AND NETWORKING EVENT***. Event sponsored by the U.S. Department of State, Office of Foreign Missions in Chicago. All Consuls General, their Deputies, and members of their respective Trade/Commercial/Economic Offices are invited. 1:00 – 3:00 p.m. (Networking reception follows), Union League Club, 65 West Jackson Boulevard, Chicago. No charge; advance registration required by February 9. For information and registration, please e-mail: ofmcgcustomerservice@state.gov.
- Feb. 15 ***THE FUTURE OF BLOCKCHAIN AND CRYPTOCURRENCIES: HOW THEY WILL IMPACT YOUR INTERNATIONAL SUPPLY CHAIN AND WHAT YOU NEED TO KNOW TO BE PREPARED***. Breakfast seminar, sponsored by the Midwest International Trade Association, will feature discussions covering international and regional use cases and global best practices in blockchain technology implementations, as well as a closer look at the rapidly evolving world of cryptocurrencies. Speakers include: **Paul DeLaria**, Cognitive & Cloud Technical Lead, IBM; **Kyle Tutenbaum**, Co-Founder, BlockEra; **Jeff Main**, Consultant, Alpha BTC; **Jason Hagan**, Director and Vice President of Wholesale Banking, First National Bank; **Gene Scrivner**, Senior Business Systems Consultant, Mutual of Omaha. 8:00 – 11:30 a.m., First National Bank of Omaha, 14010 FNB Parkway, Omaha, NE. MITA Members - \$55, Non-members - \$75. For information & registration, please see: <http://mitaonline.org/events/future-blockchain-cryptocurrencies-will-impact-international-supply-chain-need-know-prepared/>.

- Feb. 15 ***EXPORT DOCUMENTATION & PROCEDURES***. Seminar sponsored by the Global Training Center. Topics include: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2010 Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing and Transportation; Reporting the Export; Export Documentation*. 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by January 15; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Feb. 15 ***CBP AUDIT SURVEYS: WHAT'S AT STAKE***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., is designed to prepare companies to undergo an audit survey or other CBP audit by reviewing how to implement and maintain an effective import compliance program. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-CBP-Audit-Surveys-021518.html>.
- Feb. 15 ***GETTING PAID GLOBALLY***. Webinar sponsored by Cambridge Global Payments. Presentations by **Radomir Zamurovic**, Founder and CEO, TRSRY and **Trevor Brown**, Director of Channel Partners, USA, Cambridge Global Payments who will discuss the problems exporters experience when invoicing foreign customers today (from late payments, cancelled orders and bank fees to currency exchange risk), some of the causes of such problems as well as the solutions and best practices available to address them. 1:00 p.m. CST. No charge; advance registration required. For information & registration, please see: <https://event.on24.com/eventRegistration/EventLobbyServlet?target=reg20.jsp&referrer=&eventid=1589643&sessionid=1&key=65C33EF308A18B043928664288DEAFA9®Tag=&sourcepage=register>.
- Feb. 15 ***ASIAN AMERICAN BUSINESS LEADERS & ENTREPRENEURS 2018***. Panel discussion sponsored by: Chicago Taiwanese American Professionals; Asian McDonald's Owner Operators Association of Chicagoland and Northwest Indiana.; 1871; Center for East Asian Studies at the University of Chicago; and others. Panelists include: **Brian Lee**, Design Partner, Skidmore, Owings & Merrill LLP; **Diana Sands**, Senior Vice President, Office of Internal Governance and Administration, The Boeing Company; **Justin Choi**, Executive Vice President, General Counsel and Corporate Secretary, Anixter International Inc.; **Roger Liew**, Operating Partner, Impact Engine (former CTO of Shoprunner and Orbitz.com); **Tommy Choi**, Co-Founder, Weinberg Choi Residential; Dr. **Karen Eng** (Moderator), CEO & President, CSMI. 5:30 – 7:30 p.m., 1871 Auditorium, Merchandise Mart, Chicago. Fee: varies (\$0 - \$10). For information & registration, please see: <https://www.eventbrite.com/e/asian-american-business-leaders-entrepreneurs-2018-tickets-41583561552>.
- Feb. 15 ***ASSA ABLOY: A GLOBAL COMPANY INCREASING VISIBILITY IN NA***. Program sponsored by the Swedish-American Chamber of Commerce of Chicago. Presentation by **Jerry Burhans**, Vice President, Sales and Business Development, ASSA ABLOY. 6:30 – 8:30 p.m., 233 North Michigan Avenue, Suite 3050, Chicago. SACC Members - \$15; Non-members - \$25. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ef0kquuuc2f05729&oseq=&c=&ch=>.
- Feb. 16 ***INCOTERMS® 2010 RULES***. Seminar sponsored by the Global Training Center. Topics include: *Introduction; Domestic Terms of Sale for Domestic Transactions in the United States; Incoterms® 2010 Product Transportation and Risk of Loss; Exercises*. 8:30 a.m. – 12:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$345 (by January 16; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.

- Feb. 16 ***THE MARRIAGE OF ICONIC AMERICAN AND BRITISH BRANDS – CAPTURING THE BEST OF PEOPLE, TALENT AND OPPORTUNITY.*** Speaker Series luncheon program sponsored by the British-American Business Council, Chicago. Presentation by **Alex Gourlay**, Co-Chief Operating Officer, Walgreens Boots Alliance. 11:30 a.m. – 1:30 p.m., Maggiano’s, 516 North Clark Street, Chicago. BABC Members - \$35; Non-members - \$45. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ef1tb7hm9e909783&oseq=&c=a1b75a20-e12e-11e3-9cd1-d4ae5284205e&ch=a1f3c6e0-e12e-11e3-9cd1-d4ae5284205e>.
- Feb. 16 ***ANNUAL CHINESE NEW YEAR LUNCH.*** Program sponsored by the Central Asian Productivity Research Council. Presentation by **Winchell Cheung**, Director, Midwest, Hong Kong Trade Development Council. 12:00 p.m., Famous Sichuan Cuisine, 2407 South Wentworth Avenue, Chicago. CAPRC Members - \$25; Non-members - \$35. For information & registration, please e-mail: lepinske@sbcglobal.net.
- Feb. 16 ***INCOTERMS® STRATEGIES.*** Seminar sponsored by the Global Training Center. Topics include: *Introduction; What Are Incoterms® Rules?; Theoretical Overview; Applications of Incoterms® Rules: Part 1; Applications of Incoterms® Rules: Part 2; Negotiating Strategies and Tactics; Critical Points in the Transfer of Costs, Risks and Possession; Case Studies.* 1:00 – 4:30 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$345 (by January 16; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Feb. 19 ***INDIA DIGITAL CUSTOMER ENGAGEMENT (PART I).*** Second in a 4-part webinar series (*Digital Strategy in China and India*) sponsored by Frontier Strategy Group in collaboration with the U.S. International Trade Administration and the eCommerce Innovation Lab. Topics include: Government led digitalization; Digital infrastructure; Digital connectivity by state; Rising mobile penetration; Digital influenced shopping; Local digital players; Increasing e-commerce sales; Strategic holidays/dates. 6:00 p.m. CST. Fee: \$75 for each of 4; \$250 for all 4. For information & registration, please see: <http://frontierstrategygroup.com/doc-webinar-digital-strategies-in-china-india-jan-30-2018/>.
- Feb. 20 ***INTERNATIONAL STRATEGIES FOR THE NEW GLOBAL ORDER.*** Luncheon program sponsored by the International Trade Association of Greater Chicago with the Hong Kong Trade Development Council and the Illinois District Export Council. Good news: the dollar is the lowest it’s been in years. Bad news: President Trump wants a “strong, very strong” dollar. Worse news: TPP is moving ahead without the U.S.; Brexit is on ice; KORUS 2.0 negotiations are going nowhere; NAFTA 2.0 negotiations – after 6 rounds – have made little progress on the tough issues and the President keeps threatening to walk away; China has stepped up its game in Asia, Africa, Latin America and elsewhere. Panelists include: **Kyle Howard**, Vice President Export Sales, Navistar; **Scott Kotvis**, Vice President, Global Business Development, Daubert Cromwell; **Zachary Person**, Director – Global Operations, SpiralTech Dental Implants. Panelists will share strategies for surviving and thriving in these new, ominous circumstances. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. Members of sponsoring organizations - \$50; Non-members - \$75. For information & registration, please e-mail: rsvp@itagc.org.
- Feb. 20 ***CHINESE NEW YEAR RECEPTION.*** Networking reception sponsored by the: Hong Kong Economic & Trade Office New York; Hong Kong Trade Development Council; Hong Kong Business Association of the Midwest. Celebrate the Year of the Dog and welcome elite squash players from Hong Kong participating in the Windy City Open. 5:30 p.m., University Club of Chicago, 76 East Monroe Street, Chicago. No charge; advance registration required. For information & registration, please e-mail: christine.barragan@hktcdc.org.

- Feb. 21 **INCOTERMS® 2010 RULES.** Webinar sponsored by the Global Training Center. Topics include: *Introduction; Domestic Terms of Sale for Domestic Transactions in the United States; Incoterms® 2000 Product Transportation and Risk of Loss.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$345 (by January 21; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/incoterms-rules#agenda>.
- Feb. 21 **CYBER SECURITY OPPORTUNITIES IN EUROPE.** Webinar, sponsored by the U.S. Commercial Service, will address: industry drivers; trends; key players; and the EU General Data Protection Regulation. 10:00 – 11:30 a.m. CST. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38296&InputType=EVENT.
- Feb. 21 **SEARCH ENGINE OPTIMIZATION FOR GLOBAL MARKETS.** Webinar sponsored by IBT Online. Presentations by **Susanna Hardy**, Director Client Services, IBT Online and **Ines Botto**, International Online Marketing Specialist, IBT Online. 10:00 a.m. CST. No charge; advance registration required. For information & registration, please see: <https://info.ibt.onl/search-engine-optimization-for-global-exporters>.
- Feb. 21 **GENERAL DATA PROTECTION REGULATION.** Webinar sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association. Presentation by **Hubert Kirchgaessner**, Information Security Subject Matter Expert, Patina Solutions, who will address: What is the GDPR; Who has to comply; The consequences of non-compliance; GDPR compliance requirements. 11:30 a.m. – 12:30 p.m. CST. WTA Members – No charge; Non-members - \$25. For information & registration, please see: <http://web.mmac.org/events/WTA-Compliance-Webinar-General-Data-Protection-Regulation-1775/details>.
- Feb. 21 **U.S. EXPORT CONTROLS 101.** Webinar, sponsored by Livingston International, will provide an introduction to U.S. export controls and the most common export control jurisdictions, including the Department of State, Department of Commerce (Bureau of Industry & Security, Bureau of the Census), and the Department of the Treasury (OFAC), all of whom play a critical role in export control and nonproliferation activities both within the United States and outside its borders. 12:00 – 1:30 p.m. CST. No charge; advance registration required. For information & registration, please see: <http://www.livingstonintl.com/resource/u-s-export-controls-101/>.
- Feb. 21 **IMMEDIATE AND EMERGING OPPORTUNITIES IN PERU'S WASTEWATER SECTOR.** Webinar, sponsored by the U.S. Commercial Service, will provide actionable intelligence and information on both immediate and forthcoming opportunities. We will be joined by officials from ProInversion (the government's contracting agency) and the Ministry of Housing, Construction, and Sanitation to talk about an immediate upcoming opportunity to reconstruct and build 10 wastewater treatment plants on Lake Titicaca, valued at \$350 million. 2:00 – 4:00 p.m. CST. Fee: \$100. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38411&InputType=EVENT.
- Feb. 21 **EUROPEAN PROFESSIONALS NETWORKING COCKTAIL.** Event sponsored by the French-American Chamber of Commerce Chicago with the: Dutch-American Chamber of Commerce; German American Chamber of Commerce of the Midwest; Italian American Chamber of Commerce-Midwest; Polish American Chamber of Commerce, and the Nordic Chambers of Commerce. 5:30 – 7:30 p.m., Sofitel Magnificent Mile - Le Bar, 20 East Chestnut Street, Chicago. Members of sponsoring organizations - \$10; Non-members - \$20. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eewmvm3wd1c8bacf&oseq=&c=&ch=>.
- Feb. 22 **EXPORT TO MEXICO.** Webinar sponsored by the Global Training Center. Topics include: *Overview of Mexico; Leaving the United States; Entering Mexico; Mexico Tariff Schedule; Non-Tariff Regulations & Restrictions; Trade Promotions & Initiatives; Information Resources.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$345 (by January 22; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-mexico-documentation-procedures>.

- Feb. 22 **EXPORT CONTROL 101: A PRIMER ON THE EAR, ITAR, AND OFAC REGULATIONS.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide you with critical knowledge and skills to understand the basics of the Department of Commerce's Export Administration Regulations, the Department of State's International Traffic in Arms Regulations and the Treasury Department's Office of Foreign Assets Control sanction regulations. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Export-Control-101-022218.html>.
- Feb. 23 **EXPORT TO CANADA.** Webinar sponsored by the Global Training Center. Topics include: *An Overview of Canada; Exporting from the U.S.; Importing into Canada; Special Import & Duty Reduction Programs; Enforcement – Administrative Monetary Penalties; Other Programs.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$345 (by January 23; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-canada>.
- Feb. 26 **TARIFF CLASSIFICATION.** Seminar sponsored by the Global Training Center. Topics include: *Harmonized System Convention; Overview of Harmonized Tariff Schedule of U.S.; The Export Schedule B; Classification Process; Extrinsic Interpretive Aids; Duty Determination; General Notes; Mechanics of Classification.* 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by January 26; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Feb. 26 **INCOTERMS STRATEGIES.** Webinar sponsored by the Global Training Center. Topics include: *Purpose and Scope of Incoterms® (INTERNATIONAL COMMERCIAL TERMS); Structure of Incoterms®; Obligations and Proof of Completion; Case Studies; Information Resources.* 9:00 a.m. – 12:30 p.m., CST. Chicago. Fee: \$345 (by January 26; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-strategies>.
- Feb. 26 **KAZAKHSTAN VIRTUAL EDUCATION FAIR.** Sponsored by the U.S. Commercial Service, this is a unique, virtual opportunity to introduce accredited U.S. undergraduate and graduate programs to pre-qualified Kazakh international student recruitment agencies. Only six participants will be showcased from those educational institutions that express interest. These institutions will present their school to potential Kazakh student recruitment partners through a live Internet-Conference Call. 8:00 p.m. CST. Fee: \$799. For information and an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38378&InputType=EVENT.
- Feb. 27 **NAFTA RULES OF ORIGIN.** Seminar sponsored by the Global Training Center. Topics include: *NAFTA—Overview; Definitions; A Closer Look at Origination; Finer Points of Origination; NAFTA and Special Sectors; The NAFTA Certificate of Origin Form; Country of Origin for Marking Purposes; NAFTA Strategies for Businesses; Appeal Procedures; Country of Origin Marking Rules; Record Keeping, Penalties, Denial of Benefits; Maquiladora Industry; Annex 401 Specific Rules of Origin; Regulatory Compliance and Enforcement; Other Free Trade Agreements.* 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by January 27; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Feb. 27 **ROAD TO C-TPAT CERTIFICATION.** Webinar sponsored by the Global Training Center. Topics include: *C-TPAT Basics; Why C-TPAT?; C-TPAT Mechanics; Validations and Revalidations; C-TPAT Maintenance.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$345 (by January 27; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/preparing-for-c-tpat#agenda>.

- Feb. 27 ***MEXICO'S WATER SECTOR***. Webinar sponsored by the U.S. Commercial Service. Hear from industry experts from CONAGUA (Mexico's National Water Commission), the American Water Works Association, and the U.S. Commercial Service in Mexico. We will also share details of a September 2018 trade mission to connect U.S. exporters with opportunities in the cities of Mexico City and Monterrey. 11:00 a.m. CST. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38406&InputType=EVENT.
- Feb. 27 ***THE ABC'S OF EMBARGOES AND SANCTIONS: MASTERY OF THE RULES AND STRATEGIES FOR COMPLIANCE – PART 1***. Webinar, sponsored by the Export Compliance Training Institute, will cover each of the current embargo and economic sanctions programs enforced by the Treasury Department's Office of Foreign Assets Control (OFAC), the Commerce Department's Bureau of Industry and Security (BIS), and the State Department's Directorate of Defense Trade Controls (DDTC; it will also offer concrete recommendations and best practices for compliance and for staying abreast of new regulatory and legislative developments as they arise. 12:00 – 1:30 p.m. CST. Fee: \$295 (for Parts 1 and 2). For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/The-ABC's-of-Embargoes-and-Sanctions.aspx>.
- Feb. 28 ***THE IMPORTANCE OF SALES TERMS – INCOTERMS®***. Forum sponsored by the South Dakota International Trade Center. Presentation by **Roy Becker** who will provide an in-depth examination of Incoterms®. 8:00 a.m. – 12:45 p.m. (includes networking lunch), University Center, Avera Hall, 4801 North Career Avenue, Sioux Falls, SD. Fee: \$125 (onsite); \$100 (webinar). For information & registration, please see: <https://www.eventbrite.com/e/in-depth-studies-of-incoterms-and-letters-of-credit-tickets-41029941660>.
- Feb. 28 ***IMPORT DOCUMENTATION***. Seminar sponsored by the Global Training Center. Topics include: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security*. 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by January 28; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Feb. 28 ***THE FUNDAMENTALS OF PRODUCT CLASSIFICATION***. Webinar, sponsored by the Export Compliance Training Institute, will address the differences behind Commodity Jurisdiction determinations and Commodity Classifications, and will help you create effective processes to classify and document product classifications. 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/The-Fundamentals-of-Product-Classification.aspx>.
- Feb. 28 ***LETTERS OF CREDIT – A VERY VIABLE PAYMENT TERM***. Forum sponsored by the South Dakota International Trade Center. Presentation by **Laura Pedersen** who will provide an in-depth examination of Letters of Credit. 12:45 – 4:00 p.m., University Center, Avera Hall, 4801 North Career Avenue, Sioux Falls, SD. Fee: \$125 (onsite); \$100 (webinar). For information & registration, please see: <https://www.eventbrite.com/e/in-depth-studies-of-incoterms-and-letters-of-credit-tickets-41029941660>.
- Feb. 28 ***THE LATEST IN ADMINISTRATION AND CONGRESSIONAL TRADE ACTIONS (MONTHLY UPDATE)***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will update how the latest administration and congressional trade actions could affect your business. 1:00 – 1:30 p.m. CST. Fee: \$50. For information & registration, please see: <https://www.strtrade.com/events-Update-Webinar-022818.html>.

- Mar. 1 **IMPORT AUDIT COMPLIANCE.** Seminar sponsored by the Global Training Center. Topics include: *U.S. Customs Compliance; Customs Enforcement; Introduction to Customs Audits; The Focused Assessment Process; Special Issues within an Audit; Record Retention Periods; Importer Self-Assessment Program; Standard Operating Procedures.* 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by February 1; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Mar. 5 - **SMART GRID & ENERGY STORAGE TRADE MISSION [INDIA].** Executive-led mission organized by the United States Department of Commerce, International Trade Administration (ITA). Mission participants will have the opportunity to discuss with key Indian decision makers how to foster policies, regulations, and financial investment that support the development of a sustainable and profitable grid. Participants will network with Indian Government officials, be introduced to prospective business partners, and facilitate discussions on best practices in their areas of technical expertise. Participants will visit New Delhi, Hyderabad, and Mumbai to gain market insights, make industry contacts, solidify business strategies, and advance specific projects, with the goal of increasing U.S. exports of products and services to India. The mission will include customized one-on-one business appointments, meetings with state and local government officials, and networking events. For information and an application, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37672&InputType=EVENT.
- Mar. 5 **CHINA DIGITAL CUSTOMER ENGAGEMENT (PART II).** Third in a 4-part webinar series (*Digital Strategy in China and India*) sponsored by Frontier Strategy Group in collaboration with the U.S. International Trade Administration and the eCommerce Innovation Lab. Topics include: Breakdown of best practices for digital customer engagement; Building a comprehensive digital traffic plan; Partnering with online and offline service providers; Integrating WeChat with CRM; Partnering to avoid tech regulatory risk/dates. 6:00 p.m. CST. Fee: \$75 for each of 4; \$250 for all 4. For information & registration, please see: <http://frontierstrategygroup.com/doc-webinar-digital-strategies-in-china-india-jan-30-2018/>.
- Mar. 6 **2018 C-TPAT RESPONSIBILITIES AND SECURITY SCOPE REDEFINED.** Workshop, sponsored by The World Academy, will provide participants with a 2018 scope of increased global supply chain awareness points for awareness, considerations and implementation strategies to elevate their global security management profiles. 9:00 a.m. – 12:00 p.m., Chicago. Fee: \$200 (by February 13; \$250 thereafter). For information & registration, please see: <https://www.theworldacademy.com/copy-of-2017-new-export-law>.
- Mar. 6 **LEGAL ASPECTS OF DOING BUSINESS IN CANADA.** Webinar, sponsored by the U.S. Commercial Service, will cover issues such as import laws, advertising practices, labeling of goods, e-commerce legislation and more. 12:00 – 1:00 p.m. CST. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38051&InputType=EVENT.
- Mar. 7 - **EXPORT COMPLIANCE TRAINING.** Seminar, sponsored by the Wisconsin District Export Council, features a variety of high level speakers to guide companies on taking their Export Compliance program to the next level. This program is geared for those that already have a basic understanding of export compliance and are looking to expand and improve upon their knowledge base. Marcus Majestic Cinema, 770 Springdale Road, Waukesha, WI. Fee: \$450. For information & registration, please see: <https://www.regonline.com/builder/site/Default.aspx?EventID=2146471>.
- Mar. 7 **EXPORT DOCUMENTATION.** Webinar sponsored by the Global Training Center. Topics include: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2010, Product Transportation & Risk of Loss; Forms of Payment; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing and Transportation; Reporting the Export; Export Documentation.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$545 (by February 7; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-documentation>.

- Mar. 7 ***INCOTERMS MANAGEMENT: COMPLIANCE RESPONSIBILITIES AND CUSTOMS FORMALITIES.*** Seminar, sponsored by The World Academy, reviews the official interpretation and rules of The International Chamber of Commerce (ICC) and clearly defines the roles and responsibilities of buyers and sellers in an international transaction. 9:00 a.m. – 3:00 p.m., Chicago. Fee: \$300 (by February 14; \$350 thereafter). For information & registration, please see: <https://www.theworldacademy.com/formalties>.
- Mar. 8 ***LETTERS OF CREDIT.*** Webinar sponsored by the Global Training Center. Topics include: *Methods of Payment; Letters of Credit; Import Letters of Credit; Export Letters of Credit; Special Types of Letters of Credit and Trade Finance; Uniform Customs and Practice for Documentary Credits, UCP 600.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$545 (by February 8; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/letters-of-credit>.
- Mar. 8 ***FUNDAMENTAL RESEARCH EXCLUSION: YOUR GUIDE TO PROPERLY APPLYING IT – PART 2.*** Webinar, sponsored by the Export Compliance Training Institute, will spend a small portion of time on FRE basics and then discuss approaches for addressing more complex questions. 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/Fundamental-Research-Exclusion-Your-Guide-Part2.aspx>.
- Mar. 9 ***INTERNATIONAL LOGISTICS.*** Webinar sponsored by the Global Training Center. Topics include: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carrier's Obligations Toward the Shipper; Ocean Transportation; Air Waybills of Lading; Air Freight Transportation; Insurance; Incoterms® 2010 Product Transportation & Risk of Loss.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$545 (by April 9; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/international-logistics>.
- Mar. 9 ***DOING BUSINESS IN EASTERN EUROPE.*** Program sponsored by: Governors State University; Indiana University Center for International Business Education and Research; Illinois Department of Commerce and Economic Opportunity; U.S. Commercial Service, Department of Commerce. Gain the insights and information you need to succeed in entering the Eastern European market. Consuls General and trade commissioners from Bulgaria, Poland and Serbia will discuss the opportunities and challenges of the business environment. Marketing and financial strategies will be presented by U.S. governmental officials. Experienced business representatives will discuss best practices and lessons learned. Keynote Speaker: Dr. **Sheila Puffer**, University Distinguished Professor and Professor of International Business, Northeastern University. 8:30 a.m. – 3:00 p.m., Governors State University, Engbretson Hall, 1 University Parkway, University Park, IL. No charge; advance registration required. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?oeidk=a07eexzndjqd449653c&llr=wrj9lfzab>.
- Mar. 9 ***ECCN CLASSIFICATION NUMBERS.*** Ninth in a 12-part webinar series on exporting mechanics, sponsored by the U.S. Commercial Service in collaboration with the National Customs Brokers & Forwarders Association of America (NCBFAA) Educational Institute. In this webinar, exporters will learn about ECCN Classification Numbers and where to find them, and how to use, classify and read a provision in the Commerce Control List (CCL). 12:00 – 1:00 p.m. CST. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8Q91>.
- Mar. 13 - ***EXPORTECH®.*** Structured export strategy and business development process sponsored by Metro Chicago Exports, Illinois Manufacturing Excellence Center, U.S. Commercial Service, and others. Group workshops (March 13, April 17, May 22) are combined with an individual coach for each company, leading to an export plan in 9 weeks. For information and an application, please see: <http://files.constantcontact.com/4ec9f13c101/6e7885eb-8d21-4431-82b7-15fe83520495.pdf>.

- Mar. 13 ***CANADA'S NON-RESIDENT IMPORTER PROGRAM***. Webinar, sponsored by the U.S. Commercial Service, will provide an overview of the NRI program, the benefits it provides to U.S. exporters and the process for registering. 12:00 – 1:00 p.m. CDT. Fee: \$25. For information & registration, please see:
https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38052&InputType=EVENT.
- Mar. 14 ***ECONOMIC OUTLOOK FOR TRANSPORTATION AND THE U.S. IN 2018***. Executive Series luncheon program sponsored by the Traffic Club of Chicago. Presentation by **Keith Prather**, Managing Director, Armada Corporate Intelligence who will discuss the global economic supply chain and what to look for and expect in 2018. 11:30 a.m. – 2:00 p.m., “The Estate” by Gene & Georgetti, 9421 West Higgins Road, Rosemont, IL. TCC Members - \$50; Non-members - \$60. For information & registration, please see: <http://www.traffic-club.org/event/meeting/90/march-luncheon>.
- Mar. 19 ***INDIA DIGITAL CUSTOMER ENGAGEMENT (PART II)***. Last in a 4-part webinar series (*Digital Strategy in China and India*) sponsored by Frontier Strategy Group in collaboration with the U.S. International Trade Administration and the eCommerce Innovation Lab. Topics include: Breakdown of best practices for digital customer engagement; Mobile-first marketing; Effective ad campaigns; Utilizing multiple platforms; Unique product offerings; Mobile apps to serve rural India; Utilizing a social CRM; Creating an omni-channel experience; Collecting qualitative insights; Customer segmentation; Monitoring and mapping website traffic. 6:00 p.m. CST. Fee: \$75 for each of 4; \$250 for all 4. For information & registration, please see: <http://frontierstrategygroup.com/doc-webinar-digital-strategies-in-china-india-jan-30-2018/>.
- Mar. 20 - ***COMPLYING WITH U.S. EXPORT CONTROLS***. Sponsored by the Bureau of Industry and Security Outreach Educational Services Division, this seminar will focus on: the items and activities which are subject to the EAR; steps to take to determine the export licensing requirements for your item; the way to determine your export control classification number (ECCN); instances in which you can export or reexport without applying for a license; export clearance procedures and record keeping requirements; and practical examples in applying this information. 7:30 a.m. – 5:00 p.m., Bass, Berry & Sims PLC Law Firm, 150 3rd Avenue South, Suite 2800, Nashville, TN. Fee: \$499. For information & registration, please see:
http://tndec.com/index.php/calendar/icalrepeat.detail/2018/03/20/1877/255/complying-with-us-export-controls-2-day-training-seminar?filter_reset=1.
- Mar. 20 ***SENDING TEMPORARY WORKERS TO CANADA***. Webinar, sponsored by the U.S. Commercial Service, will assist U.S. companies in identifying the process for sending temporary workers to Canada to perform after-sales work, business development and other tasks. 12:00 – 1:00 p.m. CDT. Fee: \$25. For information & registration, please see:
https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38053&InputType=EVENT.
- Mar. 21 ***RUSSIA/UKRAINE VIRTUAL EDUCATION FAIR***. Sponsored by the U.S. Commercial Service, this is a unique, virtual opportunity to introduce accredited U.S. undergraduate and graduate programs to pre-qualified Russia and Ukraine international student recruitment agencies. Only six participants will be showcased from those educational institutions that express interest. These institutions will present their school to potential Russia and Ukraine student recruitment partners through a live Internet-Conference Call. 7:00 a.m. CDT. Fee: \$1,100. For information and an application, see:
https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38375&InputType=EVENT.

- Mar. 22 **HOW TO BUILD AN EXPORT COMPLIANCE PROGRAM.** Sponsored by the Bureau of Industry and Security Outreach Educational Services Division, this workshop will include: guidance on how to establish an Export Compliance Program; strategies to enhance your company's compliance program; how to avoid common compliance errors; and how to build a solid framework for your company's compliance program. 7:30 a.m. – 5:00 p.m., Bass, Berry & Sims PLC Law Firm, 150 3rd Avenue South, Suite 2800, Nashville, TN. Fee: \$299. For information & registration, please see: http://tndec.com/index.php/calendar/icalrepeat.detail/2018/03/22/1880/255/how-to-develop-an-export-management-compliance-program?filter_reset=1.
- Mar. 27 **THE ABC'S OF EMBARGOES AND SANCTIONS: MASTERY OF THE RULES AND STRATEGIES FOR COMPLIANCE – PART 2.** Webinar, sponsored by the Export Compliance Training Institute, will cover each of the current embargo and economic sanctions programs enforced by the Treasury Department's Office of Foreign Assets Control (OFAC), the Commerce Department's Bureau of Industry and Security (BIS), and the State Department's Directorate of Defense Trade Controls (DDTC; it will also offer concrete recommendations and best practices for compliance and for staying abreast of new regulatory and legislative developments as they arise. 12:00 – 1:30 p.m. CDT. Fee: \$295 (for Parts 1 and 2). For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/The-ABC's-of-Embargoes-and-Sanctions.aspx>.
- Apr. 4 - **GLOBAL BUSINESS CONNECTIONS 2018.** Biennial Conference sponsored by the North Dakota Trade Office. Keynote: **Peter Zeihan**, Geopolitical Strategist and Author of *The Accidental Superpower* and *The Absent Superpower*. Topics include: *Defining Your Next Global Market; NAFTA - Now What?; Overcoming Trade Barriers; Weather and the Global Economy; Supply Chain Security: Understanding and Avoiding Global Threats; International Business in the Digital Age.* Delta Hotels by Marriott Fargo, 1635 42nd Street SW, Fargo, ND. NDTO Members - First attendee is free, \$150 per additional attendee; Non-Members - \$200; Students & Government - \$75; April 4 Awards Dinner & Keynote Only - \$50. For information & registration, please see: <http://ndto.com/2017/12/global-business-connections-2018>.
- Apr. 10 **LETTERS OF CREDIT.** Tenth in a 12-part webinar series on exporting mechanics, sponsored by the U.S. Commercial Service in collaboration with the National Customs Brokers & Forwarders Association of America (NCBFAA) Educational Institute. In this webinar, exporters will learn about letters of credit – why they exist and who benefits from them – and about the 2010 Incoterms and which Incoterms requires the letters of credit. 12:00 – 1:00 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8Q92>.
- Apr. 11 **ESSENTIAL LEGAL CONSIDERATIONS, EXPLORING INTERNATIONAL CONTRACTS AND LIABILITY.** Second in a series of four Small Business & Entrepreneurs workshops sponsored by the French-American Chamber of Commerce Chicago. The workshop is designed for participants to openly discuss challenges, questions, strategies, and to exchange critical knowledge, experiences and cultural perspectives in a non-judgmental environment. 8:30 – 11:30 a.m., 205 North Michigan Avenue, 37th Floor, Chicago. FACC Members - \$45 for single workshop or \$160 for the series; Non-members - \$59 for single workshop or \$210 for the series. For information & registration, please see: <http://www.facc-chicago.com/events/small-business-entrepreneurs>.
- Apr. 16 **IMPORT DOCUMENTATION.** Webinar sponsored by the Global Training Center. Topics include: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Classification; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by March 16; \$595 thereafter). For information & registration, please see: www.globaltrainingcenter.com/webinars/import-documentation.

- Apr. 17 ***IMPORT AUDIT COMPLIANCE***. Webinar sponsored by the Global Training Center. Topics include: *U.S. Customs Compliance; Customs Enforcement; Introduction to Customs Audits; The Focused Assessment Process; Special Issues within an Audit; Record Retention Periods; Importer Self-assessment Program (ISA); Standard Operating Procedures (SOPS)*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by March 17; \$595 thereafter). For information & registration, please see: www.globaltrainingcenter.com/webinars/import-audit.
- Apr. 18 ***U.S. OCEAN TECHNOLOGIES AND INNOVATION SHOWCASE***. Virtual event sponsored by the U.S. Commercial Service in Canada. U.S. firms operating in the marine, oceans, security and defense sectors are invited to exhibit in the Showcase. This virtual event will allow a maximum of six U.S. small and medium size firms to introduce their technology and solutions, via digital video conference, to a targeted audience comprised of industry, academia, science and research, government, and multiplier organizations across Canada. Fee: \$415. To register your interest in exhibiting, please contact luz.betancur@trade.gov by **February 28**.
- Apr. 18 - ***INNOVATIONS IN SAFETY & SECURITY BUSINESS FORUM – HONG KONG***. Trade mission-style
20 priority event sponsored by the Commercial team at the U.S. Consulate Hong Kong, who will select a group of 10 U.S. companies with innovative high-tech safety and security products or services. The objective is to introduce U.S. suppliers and service providers in physical security to key stakeholders and decision makers in Hong Kong. The U.S. delegation will have the opportunity to learn from Hong Kong officials about the needs and opportunities in the market and showcase their products and services. This will be done during a business forum roundtable on the 19th and during targeted networking throughout the 3 days. For information and an application, please e-mail: april.redmon@trade.gov by **March 2**.
- Apr. 23 - ***CENTRAL EUROPE EDUCATION TRADE MISSION***. The U.S. Commercial Service at the U.S.
27 Embassies in the Czech Republic, Poland, and Austria, in cooperation with EducationUSA and the Fulbright Commission, are organizing educational fairs and partnership development opportunities in their respective countries from April 23 to April 27, 2018. Representatives of appropriately accredited U.S. institutions of higher education, both undergraduate and graduate, are encouraged to register. The fairs will connect U.S. educational institutions with prospective students and potential institutional partners in these markets. Each stop will include embassy briefings, networking events with potential partners, and student fairs in Prague, Warsaw, and Vienna. The program in each country is coordinated so that you can easily travel and attend all three stops. For information & an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38263&InputType=EVENT.
- Apr. 30 - ***DISCOVER GLOBAL MARKETS: DESIGN + CONSTRUCT***. Conference sponsored by the U.S.
May 2 Department of Commerce, U.S. Commercial Service and the Mid-America District Export Council. Markets to include: Brazil, Canada, Chile, Dominican Republic, Guatemala, Guyana, Mexico, Nicaragua, Peru, Kenya, Morocco, Nigeria, South Africa, Kuwait, Qatar, Saudi Arabia, Turkey, China, Hong Kong, India, Indonesia, and Taiwan. At this event, you will: Meet with visiting U.S. Commercial Diplomats to craft international market entry strategies; Discuss directly with project owners/developers about procurement needs; Learn nuanced licensure and registration requirements for worldwide markets; Receive guidance on trade barriers and market access issues; Leverage new U.S. Government international trade contacts to support your international sales growth; Gain market insight on geopolitical and economic issues affecting the AEC industries; Network with leading private sector experts and like-minded U.S. businesses active in overseas markets. InterContinental Kansas City at the Plaza, 401 Ward Parkway, Kansas City, MO. Fee: \$350 (by February 2; \$395 thereafter). For information & registration, please see: <https://connect.eventtia.com/en/dmz/designconstruct/website/page/881a75de-e>.

- May 6 - **TRADE MISSION TO THE CARIBBEAN REGION.** Organized by the United States Department of
11 Commerce, International Trade Administration, this trade mission is open to U.S. companies from a cross section of industries with growing potential in the Caribbean Region, but is focused on U.S. companies representing best prospects sectors such as: Automotive Parts and Services; Construction Equipment/Road Building Machinery/Building Products/Infrastructure projects; Medical Equipment and Devices/Pharmaceuticals; ICT; Energy Equipment and Services; Safety and Security Equipment; Hotel and Restaurant Equipment; Franchise; Manufacturing Equipment; Yachting industry/Maritime services/Sailing Equipment. For information & an application, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37851&InputType=EVENT.
- May 8 **U.S. HARMONIZED TARIFF CLASSIFICATION NUMBERS.** Eleventh in a 12-part webinar series on exporting mechanics, sponsored by the U.S. Commercial Service in collaboration with the National Customs Brokers & Forwarders Association of America (NCBFAA) Educational Institute. In this webinar, exporters will learn about the relationship between the Schedule B, Harmonized Tariff Schedule (HTS), and the International Harmonized System; they will also learn how to search the U.S. Customs “CROSS” database for rulings on HTS classification. 12:00 – 1:00 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8Q93>.
- May 9 **INCOTERMS® 2010 RULES.** Webinar sponsored by the Global Training Center. Topics include: *Introduction; Domestic Terms of Sale for Domestic Transactions in the United States; Incoterms® 2000 Product Transportation and Risk of Loss.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by April 9; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/incoterms-rules#agenda>.
- May 10 **EXPORT TO CANADA.** Webinar sponsored by the Global Training Center. Topics include: *An Overview of Canada; Exporting from the U.S.; Importing into Canada; Special Import & Duty Reduction Programs; Enforcement – Administrative Monetary Penalties; Other Programs.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by April 10; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-canada>.
- May 11 **EXPORT TO MEXICO.** Webinar sponsored by the Global Training Center. Topics include: *Overview of Mexico; Leaving the United States; Entering Mexico; Mexico Tariff Schedule; Non-Tariff Regulations & Restrictions; Trade Promotions & Initiatives; Information Resources.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by April 11; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-mexico-documentation-procedures>.
- May 14 **INCOTERMS STRATEGIES.** Webinar sponsored by the Global Training Center. Topics include: *Purpose and Scope of Incoterms® (INTERNATIONAL COMMERCIAL TERMS); Structure of Incoterms®; Obligations and Proof of Completion; Case Studies; Information Resources.* 9:00 a.m. – 12:30 p.m., CDT. Chicago. Fee: \$345 (by April 14; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-strategies>.
- May 18 **INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR).** Webinar sponsored by the Global Training Center. Topics include: *ITAR and USML (U.S. Munitions List); Registration with the State Department; ITAR Technical Data Controls; ITAR Licenses; Compliance and Enforcement; Transition of Hardware and Technical Data from the USML to the Export Administration Regulations (EAR); Regulation of Brokering Activities.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345. For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/itar>.

- May 19 **TARIFF CLASSIFICATION**. Webinar sponsored by the Global Training Center. Topics include: *Harmonized System Convention; Overview of Harmonized Tariff Schedule of U.S.; The Export Schedule B; Classification Process; Extrinsic Interpretive Aids; Duty Determination; General Notes; Mechanics of Classification*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by April 19; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/tariff-classification>.
- May 20 **NAFTA RULES OF ORIGIN**. Webinar sponsored by the Global Training Center. Topics include: *NAFTA—Overview; Definitions; A Closer Look at Origination; Finer Points of Origination; NAFTA and Special Sectors; The NAFTA Certificate of Origin Form; Country of Origin for Marking Purposes; NAFTA Strategies for Businesses; Appeal Procedures; Country of Origin Marking Rules; Record Keeping, Penalties, Denial of Benefits; Maquiladora Industry; Annex 401 Specific Rules of Origin; Regulatory Compliance and Enforcement; Other Free Trade Agreements*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by April 20; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/nafta>.
- May 22 **EXPORT DOCUMENTATION**. Webinar sponsored by the Global Training Center. Topics include: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2010, Product Transportation & Risk of Loss; Forms of Payment; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing and Transportation; Reporting the Export; Export Documentation*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by April 22; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-documentation>.
- May 23 **LETTERS OF CREDIT**. Webinar sponsored by the Global Training Center. Topics include: *Methods of Payment; Letters of Credit; Import Letters of Credit; Export Letters of Credit; Special Types of Letters of Credit and Trade Finance; Uniform Customs and Practice for Documentary Credits, UCP 600*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by April 23; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/letters-of-credit>.
- May 24 **INTERNATIONAL LOGISTICS**. Webinar sponsored by the Global Training Center. Topics include: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carrier's Obligations Toward the Shipper; Ocean Transportation; Air Waybills of Lading; Air Freight Transportation; Insurance; Incoterms® 2010 Product Transportation & Risk of Loss*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by April 24; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/international-logistics>.
- May 25 **ROAD TO C-TPAT CERTIFICATION**. Webinar sponsored by the Global Training Center. Topics include: *C-TPAT Basics; Why C-TPAT?; C-TPAT Mechanics; Validations and Revalidations; C-TPAT Maintenance*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by April 25; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/preparing-for-c-tpat#agenda>.
- June 1 - 9 **SOUTH AFRICA AND TANZANIA TRADE MISSION 2018**. Multi-sector mission, led by the Conference of Great Lakes and St. Lawrence Governors & Premiers, 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 to meet with prospective customers and business partners. Mission participants will also benefit from networking events and logistical support provided by the Conference's South Africa Trade Office. For information & registration, please see: <http://www.gsgp.org/projects/international-trade/trade-missions/south-africa-and-tanzania-trade-mission-2018/>.

- June 6 ***DEVELOPING A FINANCIAL PLAN, FROM FINANCING YOUR FIRST STEP TO FINANCING YOUR GROWTH.*** Third in a series of four Small Business & Entrepreneurs workshops sponsored by the French-American Chamber of Commerce Chicago. The workshop is designed for participants to openly discuss challenges, questions, strategies, and to exchange critical knowledge, experiences and cultural perspectives in a non-judgmental environment. 8:30 – 11:30 a.m., 205 North Michigan Avenue, 37th Floor, Chicago. FACC Members - \$45 for single workshop or \$160 for the series; Non-members - \$59 for single workshop or \$210 for the series. For information & registration, please see: <http://www.facc-chicago.com/events/small-business-entrepreneurs>.
- June 12 ***DUTY DRAWBACK AND REFUNDS.*** Last in a 12-part webinar series on exporting mechanics, sponsored by the U.S. Commercial Service in collaboration with the National Customs Brokers & Forwarders Association of America (NCBFAA) Educational Institute. In this webinar, exporters will understand the background and history of duty drawbacks, the types of duty drawbacks that can be claimed and the upcoming changes to the duty drawback program. 12:00 – 1:00 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8Q94>.
- June 25 - ***2018 SOUTHWESTERN ILLINOIS TRADE MISSION TO MEXICO.*** Mission led by the Southwestern
29 Illinois Trade and Investment Council, with the full support of the International Trade Center at Southern Illinois University Edwardsville, the Office of Trade and Investment of the Illinois Department of Commerce and Economic Opportunity, and the U.S. Department of Commerce. Trade mission participants will enjoy private one-on-one meetings with prospective customers and partners, carefully selected and pre-screened, based on their interest in your specific products/services. This customized program is open to businesses from southern Illinois with an interest in exploring export opportunities for their products and services (all industries and sectors welcome), finding or expanding distribution channels as well as getting first-hand market information and experiencing the business environment in Mexico, the second-largest goods export market for the U.S. and Illinois and the second largest economy in Latin America. For further information, please contact Silvia Torres Bowman, Director, Illinois SBDC International Trade Center, Southern Illinois University Edwardsville by **February 22**: sitorre@siue.edu.
- Sept. 19 - ***OIL AND GAS TRADE MISSION TO BRAZIL.*** Organized by the U.S. Department of Commerce,
21 International Trade Administration, this mission offers a timely and cost-effective means for U.S. firms to engage with key stakeholders and to enter the promising Brazilian oil and gas market for oil and gas equipment, technology, and services. The delegation will be comprised of 10 – 15 U.S. firms representing a cross-section of U.S. oil and gas segments that have developed products and services for subsea (deep water) and onshore, oil and gas exploration and production. U.S. oil and gas operators and representatives of U.S. oil and gas trade associations may also apply to be part of the mission. For information & an application, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37815&InputType=EVENT.
- Oct. 3 ***MEASURE YOUR BUSINESS SUCCESS, FROM MANAGING GROWTH TO ADJUSTING STRATEGIES.*** Last in a series of four Small Business & Entrepreneurs workshops sponsored by the French-American Chamber of Commerce Chicago. The workshop is designed for participants to openly discuss challenges, questions, strategies, and to exchange critical knowledge, experiences and cultural perspectives in a non-judgmental environment. 8:30 – 11:30 a.m., 205 North Michigan Avenue, 37th Floor, Chicago. FACC Members - \$45 for single workshop or \$160 for the series; Non-members - \$59 for single workshop or \$210 for the series. For information & registration, please see: <http://www.facc-chicago.com/events/small-business-entrepreneurs>.

About the Sponsoring Organizations...

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. 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.

The **Office of Trade and Investment (OTI) of the Illinois Department of Commerce and Economic Opportunity (DCEO)** is the State of Illinois' lead international advocate in promoting job retention and creation in Illinois through International Trade and Investment. The OTI motto of offering assistance to the business community by being "State Focused – Globally Connected" is accomplished through a three-tier international network consisting of: International Trade/NAFTA Opportunity Centers regionally located throughout Illinois to provide local export training; Statewide counseling and assistance provided through the OTI Chicago headquarters' staff; and foreign State of Illinois Regional Trade Offices providing in-country assistance for Illinois businesses. To contact the OTI of DCEO, please call 312/814-2828 or visit: <https://www.illinois.gov/dceo/SmallBizAssistance/Export/Pages/default.aspx>.

The **U.S. Export Assistance Center Chicago** is part of the Commercial Service of the U.S. Department of Commerce and is committed to assisting U.S. firms in realizing their export potential. We do this by providing expert counseling and advice, information on markets abroad, international contacts and advocacy services. The U.S. Export Assistance Centers in Chicago, Peoria and Rockford are part of the Commercial Service of the U.S. Department of Commerce. Around the world, the 1,400 men and women of the Commercial Service promote and protect U.S. business interests abroad. The Export Assistance Centers throughout the United States offer a full range of export programs and services under one roof. Here in Chicago, we are co-located with the Small Business Administration and the U.S. Export-Import Bank to provide export financing assistance to companies in Illinois and throughout the Midwest. To contact the U.S. Export Assistance Center, please call 312/353-8040 or visit: www.export.gov/illinois

Comprised of 30 volunteers appointed by the U.S. Secretary of Commerce, the **Illinois District Export Council** supports, assists and advises the U.S. Commercial Service Chicago in its mission to increase the exports of the United States. For further information, please see: http://export.gov/illinois/ildistrictexportcouncil/eg_us_il_022908.asp.