

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

March 12, 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 PROGRAMS

- Mar. 12 ***NAFTA & U.S. TRADE POLICY ISSUES***. Breakfast roundtable (sixth in a series) sponsored by the U.S.-Mexico Chamber of Commerce, Mid-America Chapter, with Plante Moran; supported by: Global Midwest Alliance; Illinois District Export Council; **International Trade Association of Greater Chicago**; Metro Chicago Exports; ProMéxico. Agenda includes update of NAFTA Round 7 in Mexico City, and presentations on TPA and TPP11. 8:30 – 11:00 a.m., Plante Moran, 10 South Riverside Plaza, Chicago. Members of sponsoring & supporting organizations – No charge; Non-members - \$25. For information & registration, please see: <https://www.usmccocma.org/events>.
- Mar. 21 ***CHICAGO'S INTERNATIONAL TRADE COMMISSIONERS: WHAT THEY DO, AND WHAT THEY CAN DO FOR YOU***. Panel discussion and networking reception sponsored by the International Trade Association of Greater Chicago in collaboration with the **Chicago International Trade Commissioners' Association (CITCA)**. Collectively, the 50 CITCA members (from more than 40 countries) represent a wealth of international business expertise as they seek to promote bilateral trade & investment opportunities between their respective countries and the Midwest. The purpose of this meeting is for select CITCA members to describe their role and to advise on how best the Midwest business community can utilize them as resources. Panelists include: **Teodora Boteva**, Head of the Commercial and Economic Office, Consulate General of **Bulgaria**; **Borys Mejia**, Trade Commissioner, Trade Office of **Ecuador** in Chicago; **Dr. John Gatto**, president & CEO, **NRW Invest (North America) LLC (German State of North Rhine-Westphalia)**; **Bridget Lee**, Director, Chicago, **Hong Kong Trade Development Council**; **Andrei Rusu**, Trade Commissioner, Consulate General of **Romania**. Following the panel discussion there will be a networking reception with the panelists and many other CITCA members to promote a clearer understanding of what they can do for your international business. 3:00 – 6:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC & CITCA Members - \$25; Non-members - \$50. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_9958.pdf; e-mail rsvp@itagc.org, or call 773/725-1106.

FEATURED ITA/GC PROGRAMS

May 9 ***UNLOCKING GLOBAL OPPORTUNITIES.*** Wisconsin International Trade Conference sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association, in partnership with the: **International Trade Association of Greater Chicago**; Madison International Trade Association; Stateline International Trade Association; and others. Keynote: **Elizabeth Erin Walsh**, Assistant Secretary for Global Markets and Director General of the U.S. & Foreign Commercial Service; U.S. Department of Commerce, International Trade Administration. Roundtable discussions and panel topics include: *Business Development; Marketing; Logistics and Foreign Trade Zones; Finance/Tax; Grants and Programs; Law; Federal Tax Code Changes and Your International Business; Global E-Commerce: The Great Equalizer; Compliance; Creative Growth Strategies.* 7:30 a.m. – 3:15 p.m. (Reception follows), Wisconsin Center, 400 West Wisconsin Avenue, Milwaukee, WI. WTA & ITA/GC Members - \$195; Non-members - \$250; Students - \$80. A limited number of admissions are available at \$100 for those who have never attended the Conference. For information & registration, please see: <http://www.wisconsintradeconference.org>.

Of Note:

Statement of USTR Robert Lighthizer at the Closing of the Seventh Round of NAFTA Renegotiations (March 5): We are dealing with a large number of difficult issues, very technical issues, and I appreciate the efforts made by all negotiators. In spite of this hard work, we have not made the progress that many had hoped in this round. We have closed out only three additional chapters: Good Regulatory Practices, Administration and Publication, and Sanitary and Phytosanitary Measures. We have also completed work on sectoral annexes related to chemicals and proprietary food formulas. And we are making substantial progress on Telecommunications and Technical Barriers to Trade. We have also agreed to include a chapter on energy. These chapters are important and provide further evidence that all three countries want to upgrade and modernize NAFTA. But to complete NAFTA 2.0, we will need agreement on roughly 30 chapters. So far, after seven months we have completed just six. For the complete text, please see: <https://ustr.gov/about-us/policy-offices/press-office/press-releases/2018/february/statement-ustr-robert-lighthizer>,

Applications Open: Governor's Export Awards: Applications are currently being accepted for the 2018 Governor's Export Awards program until 4:00 p.m. Friday, April 20. The Governor's Export Awards are Illinois' highest recognition of export achievement, recognizing Illinois companies that have achieved excellence in exporting and organizations that have provided substantial export assistance to Illinois companies. Illinois companies and organizations may submit an application in the following categories: Exporter of the Year; New Exporter; Agricultural Business Exporter; Service Exporter; Export Awareness and Development. For information and applications, please see: <https://www.illinois.gov/dceo/SmallBizAssistance/Export/Pages/GovernorsExportAwards.aspx>.

Trade Growth to Sustain Momentum in First Quarter of 2018, Latest Trade Indicator Suggests: The WTO's latest World Trade Outlook Indicator (WTOI), released on February 12, suggests that the trade recovery of 2017 should continue, with solid trade volume growth in the first quarter of 2018. The WTOI's current value of 102.3 is little changed from the 102.2 recorded last November, indicating steady merchandise trade volume growth. Strong results for air freight, container shipping and export orders in particular suggest that, while the trade recovery may moderate in due course, it will likely continue in the coming months and remain above trend. For details, please see: https://www.wto.org/english/news_e/news18_e/wtoi_12feb18_e.htm.

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- Mar. 12 ***EU GENERAL DATA PROTECTION REGULATION AND PRIVACY SHIELD***. Seminar sponsored by the East Michigan District Export Council. Speakers include **Isabelle Roccia**, Policy Advisor, U.S. Mission to the European Union, and **Michelle Sylvester-Jose**, Privacy Shield Advisor, U.S. Department of Commerce. 8:30 a.m. – 12:00 p.m., 2675 Bellingham Drive, Troy, MI. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8QD4>.
- Mar. 12 ***TOHOKU UPDATE: WHAT'S BEING DONE TO BUILD A POSITIVE FUTURE – FIRST-HAND INSIGHTS ON THE CURRENT PROGRESS***. Conference sponsored by the Japan America Society of Chicago. Presentations by: **Yoshiyuki Takasago**, Director-General for International Affairs, Commerce, Industry and Tourism Department, Miyagi Prefectural Government; **Yasushi Kotouno**, Executive Officer, Suenaga Kaisan Company; **Toko Shiiki**, Documentary Filmmaker. 5:30 – 8:15 p.m., Preston Bradley Hall, Chicago Cultural Center, 78 East Washington Street, Chicago. No charge; advance registration required. For information & registration, please see: <http://www.jaschicago.org/events/tohoku-update>.
- 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 ***GLOBAL CYBER SECURITY: PROTECTING YOUR ASSETS***. Luncheon program sponsored by the Madison International Trade Association. Presentations by **Zach Raizen**, Manager of Security, Privacy, and Risk, RSM US LLP Chicago office, and **Derek Laczniak**, Director of Cyber Practice, M3 Insurance. 11:30 a.m. – 2:00 p.m., Fluno Center, 601 University Avenue, Madison, WI. MITA Members - \$35 (by March 6; \$45 thereafter); Non-members - \$50 (by March 6; \$60 thereafter). For information & registration, please see: <http://mitatrade.org/events>.
- 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. 13 ***FACC MONTHLY LUNCHEON***. Luncheon program sponsored by the French-American Chamber of Commerce Chicago. Presentation by **Sylvain Touboul**, Managing Director, Dimeco Coil Technologies Inc., one of the world leaders for sheet metal coil production systems. 12:00 p.m., Chez Moi, 2100 North Halsted Street, Chicago. FACC Members - \$44; Non-members - \$55. For information & registration, please see: https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eewmhn7eb7d10df4&oseq=&c=&ch=&utm_source=Luncheon+03.13.2018-1&utm_campaign=Luncheon+March+2018+%231&utm_medium=email.
- Mar. 13 ***TARIFF ENGINEERING TO LEGALLY REDUCE OR ELIMINATE DUTY***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., explores how to analyze your existing tariff exposure as well as the steps you can take to achieve the lowest duty rates available. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Tariff-Engineering-Webinar-031318.html>.
- Mar. 13 ***NAFTA MODERNIZATION OUTREACH MEETING***. Hosted by the Office of Advocacy, U.S. Small Business Administration, the purpose of this meeting is to hear small business perspectives on priorities, opportunities and challenges of a renegotiated NAFTA. Representatives from Advocacy and other federal agencies will be present to hear first-hand accounts from small businesses on how they have been impacted by NAFTA. 1:30 – 4:30 p.m., Embassy Suites by Hilton Detroit Southfield, Woodward Ballroom, 28100 Franklin Road, Southfield, MI. No charge; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/sba-advocacy-nafta-modernization-outreach-meeting-detroit-mi-tickets-43639913155>.

- Mar. 13 ***IERG NETWORKING/SPEAKER***. 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. Presentations by Prof. **Harry Lepinske** and **Yuri Hoffman**, who will be speaking on *The History and Work of the Central Asian Productivity Research Center* and CAPRC's 14th Annual Silk Road Conference, April 15-20. 5:30 – 8:00 p.m., Brickhouse Tavern, 3647 North Clark Street, Chicago. No charge; advance registration requested. For information & registration, please see: https://www.evite.com/event/0126KPD5475RDEOGSEPIDPGHUKOE5A/rsvp?utm_campaign=send_sharable_link&utm_medium=sharable_invite&utm_source=NA.
- Mar. 14 ***EXPORT OPPORTUNITIES IN GERMANY & THE BROADER EUROPEAN MARKET***. Program sponsored by the Wisconsin Economic Development Corporation, and Metropolitan Milwaukee Association of Commerce's World Trade Association, and the University of Wisconsin-Oshkosh. Presentation by Dr. **Linda von Delhaes-Guenther**, Managing Director of WEDC's trade office in Europe, who will address: The return of growth in the Euro zone; Designing pan-European and country specific strategies; The current status of Brexit; Succeeding in the highly competitive German market; Using WEDC's upcoming trade venture to Germany to build sales in Europe. 7:30 – 10:00 a.m., The Water Council, 247 West Freshwater Way, Suite 500, Milwaukee, WI. No charge; advance registration required. For information & registration, please see: <https://mmaacwiassoc.wiinc28.com/events/Export-Opportunities-in-Germany-the-Broader-European-Market-1871/details>.
- Mar. 14 ***EXPORT2EUROPE: OPPORTUNITIES IN THE BENELUX MARKETS***. Webinar, sponsored by the U.S. Commercial Service, will present a market overview and opportunities for Belgium, the Netherlands and Luxembourg, independently and as a region, including: trade data and trends; business culture; distribution networks; government and private sector resources; and best prospects. 11:00 a.m. CDT. Fee: \$50. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38365&InputType=EVENT.
- Mar. 14 ***DE-MYSTIFYING INTERNATIONAL BOARD SEATS***. Global Leadership webinar sponsored by the International Executive Resource Group (IERG). Panelists include: **Mike Lorelli**, Operating Partner, Falconhead Capital; **Julian Markby**, experienced independent director; **Bob Arciniaga**, Founder, Advisory Board Architects; **Jacques J de Jager** (Moderator), Head of Executive Recruitment, Trenkwalder. 11:00 a.m. – 12:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: http://www.iergonline.org/index.php?option=com_mc&view=mc&mcid=72&eventId=542184&orgId=iERG&recurringId=0.
- 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. 14 ***AUSTRALIA: ENABLING THE WORLD'S DIGITAL FUTURE***. Presentation sponsored by the Australian Consulate-General Chicago. Leading digital technology experts from Australia's national science agency, the Commonwealth Scientific Industrial Research Organisation (CSIRO) and Australia's largest digital and data innovation group Data61 will showcase breakthrough Australian innovation from big data analysis and regulatory compliance, to security solutions and applications of blockchain technology. 4:30 – 6:30 p.m., 1871, Classroom 2.03, 222 West Merchandise Mart Plaza #1212, Chicago. No charge; advance registration required. For information & registration, please e-mail: rsvp-chicago@ustrade.gov.au.

- Mar. 15 ***IN-FOCUS COUNTRY SERIES: DOING BUSINESS IN MEXICO AND NAFTA UPDATE.*** Panel presentation sponsored by the Midwest International Trade Association. Panelists include: **Darci Vetter**, Former Chief Ag Negotiator to the US Trade Representative; **Maria Guadalupe Sanchez Salazar**, Consul General, Mexican Consulate Omaha; **Lucia Miceli**, Technical Business Coordinator, Li-Cor Biosciences, Environmental Product Line; **Marcus J. Tyrance, Sr.**, Director – Mexico Marketing & Sales, Union Pacific Railroad, Omaha. 8:00 – 11:30 a.m., Tiburon Clubhouse, 10302 South 168th Street, Omaha, NE. MITA Members - \$35; Non-members - \$75. For information & registration, please see: <http://mitaonline.org/wp-content/uploads/2018/03/18.0315-In-Focus-Mexico-and-NAFTA.pdf>.
- Mar. 15 ***DOES YOUR COMPANY UNDERSTAND HOW TO EXPORT INTO MEXICO.*** Webinar sponsored by UPS. Speakers from the U.S. Commercial Service, the Small Business Administration and UPS will: provide an overview of existing programs supporting businesses looking to export; share current trends in e-commerce in Mexico and what products UPS has available to support small, medium and large businesses looking to export into Mexico. 12:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: https://ups.webex.com/mw3200/mywebex/default.do?nomenu=true&siteurl=ups&service=6&rnd=0.6886648758620849&main_url=https%3A%2F%2Fups.webex.com%2Fec3200%2Feventcenter%2Fevent%2FeventAction.do%3FtheAction%3Ddetail%26%26%26EMK%3D4832534b00000004208d8f2006b72c4299978b79d12d655ee758c00c0a93b25e91cc8576b1102384%26siteurl%3Dups%26confViewID%3D85034167182588947%26SourceId%3DSBA%26encryptTicket%3DSDJTSwAAAARh3xhE5bTmSHFvVsC8AN557itbSVpVtVyHvcFSRc8nA2%26.
- Mar. 15 ***IMPORTING 101: THE REAL BASICS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will focus on the most frequently encountered issues facing importers and offer practical information on how to protect your company's interests. 1:00 – 2:30 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Importing-101-031518.html>.
- Mar. 16 ***EXPORT DOCUMENTATION – EXPORT OVERVIEW.*** Workshop sponsored by the Illinois SBDC International Trade Center at the Industrial Council of Nearwest Chicago. Presentation by **Ric Frantz**, CEO, LR International. Who will address: Vetting your international customers; How to create accurate quotations/Negotiating Terms of Payment and Sale; Creating the required Export Documentation; Correctly preparing your goods for shipping; The physical process of shipping your goods including information on Freight Forwarders and Customs Brokers and how to use them; The Pro Forma invoice/Your quotation; The Commercial Invoice/The one document that is always required & how to correctly construct it; Certificates of Origin/How to obtain and when they are required; Transit Documents/Bills of Lading; The Shipper's Export Declaration/When it is required and how to report your export details to the U.S Government. 8:30 – 11:00 a.m., ICNC, 320 North Damen Avenue, Chicago. No charge; advance registration encouraged. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?oeidk=a07ef375epoc6b90adb&llr=ei5vsbcab>.
- Mar. 16 ***EXPORT ADMINISTRATION REGULATIONS.*** Webinar, sponsored by the Global Training Center, provides education on the Export Administration Regulations (EAR) which are administered by the U.S. Department of Commerce. Topics include: *Basis and Scope of Regulations; Overarching Rules; Classification Principles; Licensing Principles; Driving Compliance; Interactive Exercises.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345. For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/export-administration-regulations-ear>.
- Mar. 16 ***CENTRAL ASIA'S NEW ENERGY GROWTH.*** Program sponsored by the Central Asian Productivity Research Center with support from the Turkish Consulate General. Topics include: *Sustainability in the Energy Industry; Turkey: A Rapidly Expanding Energy Hub; Growth of Energy Projects in Central Asia; Business Opportunities.* 10:30 a.m., Consulate General of Turkey, 455 North Cityfront Plaza Drive, Suite 2900, Chicago. No charge; advance registration required. For information & registration, please e-mail: lepinske@sbcglobal.net.

- Mar. 16 ***IRELAND: GLOBAL ISLAND.*** Annual St. Patrick's Day luncheon sponsored by the Chicagoland Chamber of Commerce. Presentation by **Ciarán Cannon**, Minister for Diaspora & International Development, Government of Ireland, who will lead a panel of executives from Irish multinationals to discuss: The positive impact of Irish companies on Chicago and Midwest economies; The potential repercussions of Brexit for global business; Opportunities for partnerships between Irish and Chicago businesses. 11:30 a.m. – 1:30 p.m., Gibsons Steakhouse, 1024 North Rush Street, 2nd floor, Chicago. CCC Members - \$40; Non-members - \$60. For information & registration, please see: <https://www.chicagolandchamber.org/Events/EventDetails.aspx?MeetingId={66F544EE-1B10-E811-AC06-0050569142AF}>.
- Mar. 19 ***IMPROVING AGRICULTURE FROM BELOW.*** Breakfast program sponsored by the America-Israel Economic Forum with: Scharf Banks Marmor LLC; American Associates of Ben-Gurion University of the Negev; American-Israel Chamber of Commerce Chicago. Presentation by Professor **Shimon Rachmilevitch**, Director of Ben-Gurion University of the Negev's French Associates Institute for Agriculture and Biotechnology of Drylands, and Chair, Israeli Society of Plant Science. 8:30 – 10:00 a.m., 333 West Wacker Drive, Lobby Conference Room, Chicago. No charge; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/improving-agriculture-from-below-tickets-43314606153>.
- 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 - 21 ***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 ***REGULATIONS REGARDING THE COSMETICS, PHARMACEUTICALS AND SUPPLEMENTS INDUSTRIES [IN THE DOMINICAN REPUBLIC].*** Webinar sponsored by the U.S. Commercial Service. Presentation by **Lilly Acevedo**, Senior Associate Attorney, Headrick Law Firm, who will provide information on the regulations in the Dominican Republic regarding the Cosmetics, Pharmaceuticals and Supplements Industries. 10:00 a.m. CDT. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38431&InputType=EVENT.
- Mar. 20 ***TRADE ACTION UPDATE: TRADE WARS: THE TARIFF MENACE.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., provides an overview of recent developments and how you might need to respond. 1:00 – 1:30 p.m. CST. Fee: \$50. For information & registration, please see: <https://www.strtrade.com/events-Monthly-Update-032018.html>.

- Mar. 20 ***KNOW BEFORE YOU GO: HANNOVER MESSE 2018.*** Webinar, sponsored by the U.S. Commercial Service and Hannover Fairs, will present the latest information on the world's largest industrial trade show, including value-added services, doing business in Germany and what to expect once in Hannover. 1:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38469&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. 21 ***GLOBAL MARKETS FOR LOCAL BUSINESSES.*** Webinar, sponsored by the SBA's Illinois District Office, will describe how the SBA's network of government resources can help your small business begin to export goods and services. It will also present information on how to evaluate market readiness, as well as training and financial assistance available to support participation in foreign. 10:00 – 11:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/global-markets-for-local-businesses-tickets-42954173088>.
- Mar. 21 ***EXIM BANK 2018 – MAKING IT WORK FOR YOU.*** Webinar sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association. Presentation by **Michael Howard**, Managing Director, Central Region, Export-Import Bank of the United States. 11:30 a.m. – 12:30 p.m. CDT. WTA Members – No charge; Non-members - \$25. For information & registration, please see: <https://mmacwiassoc.wliinc28.com/events/WTA-Webinar-EXIM-Bank-2018-Making-it-Work-for-You-1865/details>.
- Mar. 21 ***IMPORTING DUTY-FREE SAMPLES OF TEXTILES, APPAREL, BAGS AND FOOTWEAR.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will outline requirements for duty-free treatment and how companies can comply. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Importing-Duty-Free-Samples-032118.html>.
- Mar. 21 ***CHICAGO'S INTERNATIONAL TRADE COMMISSIONERS: WHAT THEY DO, AND WHAT THEY CAN DO FOR YOU.*** Panel discussion and networking reception sponsored by the International Trade Association of Greater Chicago in collaboration with the **Chicago International Trade Commissioners' Association (CITCA)**. Collectively, the 50 CITCA members (from more than 40 countries) represent a wealth of international business expertise as they seek to promote bilateral trade & investment opportunities between their respective countries and the Midwest. The purpose of this meeting is for select CITCA members to describe their role and to advise on how best the Midwest business community can utilize them as resources. Panelists include: **Teodora Boteva**, Head of the Commercial and Economic Office, Consulate General of **Bulgaria**; **Borys Mejia**, Trade Commissioner, Trade Office of **Ecuador** in Chicago; **Dr. John Gatto**, president & CEO, **NRW Invest (North America) LLC (German State of North Rhine-Westphalia)**; **Bridget Lee**, Director, Chicago, **Hong Kong** Trade Development Council; **Andrei Rusu**, Trade Commissioner, Consulate General of **Romania**. Following the panel discussion there will be a networking reception with the panelists and many other CITCA members to promote a clearer understanding of what they can do for your international business. 3:00 – 6:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC & CITCA Members - \$25; Non-members - \$50. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_9958.pdf; e-mail rsvp@itagc.org, or call 773/725-1106

- Mar. 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=a07eewmwa3147de7cdd&oseq=&c=&ch=>.
- 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. 22 ***BREXIT UPDATE: IMPLICATIONS FOR U.S. EXPORTS TO THE U.K. AND E.U.*** Webinar sponsored by the U.S. Commercial Service. Presentations by **John Simmons**, Minister Counsellor for Commercial Affairs U.S. Embassy in London, and **Liliana Popescu** (Standards), **Isabelle Rocchia** (Digital Economy), **Matthew Kopetski** (Chemicals), and **Antonio Dai-Pra** (Healthcare), and **Stephane Vrignaud**, NOAA Fisheries Representative, Commercial Specialists, U.S. Commercial Service at the U.S. Mission to the European Union in Brussels. 11:00 a.m. – 12:30 p.m. CDT. Fee: \$50. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38363&InputType=EVENT.
- Mar. 22 ***APPAREL CLASSIFICATION SERIES: KNIT TOPS***. Second in a series of five webinars, sponsored by Sandler, Travis & Rosenberg, P.A., will review U.S. Customs interpretation of the different types of knit upper body garments. 1:00 – 2:30 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Apparel-Classification-Knit-Tops-032218.html>.
- Mar. 26 ***OVERVIEW OF THE AUTOMOTIVE SECTOR IN MEXICO***. Webinar, sponsored by the U.S. Commercial Service, will promote the U.S. pavilion at INA PAACE Automechanika Mexico City, July 11-13. Speakers include: **Jose Burgos**, Director, U.S. Commercial Service-Puerto Rico, Global Auto Team (*Welcome Remarks*); **Monica Martinez**, Commercial Specialist, U.S. Embassy Mexico City (*Overview of the Automotive Industry*); **Alejandro Calderon**, President, Aridra - Mexican Association of Spare Part Distributors (*Overview of the Aftermarket Industry*); **Bridget Ferris**, Show Director, USA Pavilion at INA PAACE Automechanika 2018. 10:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38410&InputType=EVENT.
- Mar. 26 ***EXPORT STRATEGIC PLANNING***. Program sponsored by the Illinois SBDC International Trade Center at College of DuPage. 10:00 a.m. – 12:00 p.m., Center for Entrepreneurship, College of DuPage, 2525 Cabot Drive, Lisle IL. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/29655>.
- 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>.

- Mar. 27 **CLASSIFICATION IN THE SCHEDULE B.** Webinar, sponsored by the Foreign Trade Association, will cover: how to use the Schedule B; how to find the most accurate classification; best practices for Schedule B classification; and reporting in AES. 12:00 p.m. CDT. Fee: \$20. For information & registration, please see: <https://foreigntradeassociation.com/event-2834899>.
- Mar. 28 **UNLOCKING BUSINESS OPPORTUNITIES IN THE CHANGING ASEAN MARKETS.** Webinar, sponsored by East West Associates, will describe how companies are assessing the benefits of a “China Plus One” strategy and establishing new production facilities in the ASEAN markets. 9:00 – 10:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://eastwestassoc.us>.
- 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. 4 - **COMPLYING WITH U.S. EXPORT CONTROLS.** Program, sponsored by the Bureau of Industry and Security Outreach and Educational Services Division and the Greater Des Moines Partnership, is led by BIS’s professional counseling staff and provides an in-depth examination of the Export Administration Regulations (EAR). The program will cover the information exporters need to know to comply with U.S. export control requirements on commercial goods. We will focus on what items and activities are subject to the EAR; steps to take to determine the export licensing requirements for your item; how to determine your export control classification number (ECCN); when you can export or reexport without applying for a license; export clearance procedures and record keeping requirements; and real-life examples in applying this information. Presenters will conduct a number of "hands-on" exercises that will prepare you to apply the regulations to your own company's export activities. This program is well suited for those who need a comprehensive understanding of their obligations under the EAR. Technical, policy, and enforcement professionals from BIS, as well as specialists from other agencies such as the Bureau of the Census, will participate. 7:30 a.m. – 5:00 p.m., Renaissance Des Moines Savery (Marriott) Hotel, 401 Locust Street, Des Moines, IA. Fee: \$550. For information & registration, please see: <https://www.bis.doc.gov/index.php/compliance-a-training/export-administration-regulations-training/seminar-details/1366-april-4-5-2018-des-moines-ia>.
- Apr. 4 **TOP HEALTHCARE OPPORTUNITIES IN BRAZIL.** Webinar, sponsored by the U.S. Commercial Service, will provide insights on the healthcare industry opportunities and demand for medical equipment and devices, in vitro diagnostics, and e-health solutions in Brazil. 1:00 – 2:00 p.m. CDT. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38430&InputType=EVENT.
- Apr. 10 **AFRICA - THE NEXT EMERGING MARKET.** Luncheon program sponsored by the Madison International Trade Association. Presentations by **Richard Zurba**, Trade Representative for Africa, Wisconsin Economic Development Corporation, and **R. Michael Webb**, Founder and CEO, U-Fuel. 11:30 a.m. – 2:00 p.m., Fluno Center, 601 University Avenue, Madison, WI. MITA Members - \$35 (by April 5; \$45 thereafter); Non-members - \$50 (by April 5; \$60 thereafter). For information & registration, please see: <http://mitatrade.org/events/details/africa-next-emerging-market>.

- 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. 10 ***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.
- Apr. 10 ***APPAREL CLASSIFICATION SERIES: EVERYTHING BUT KNIT TOPS***. Third in a series of five webinars, sponsored by Sandler, Travis & Rosenberg, P.A., will cover the classification of many different knit and woven garments. 1:00 – 2:30 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Apparel-Classification-Everything-but-Knit-Tops-041018.html>.
- 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. 11 ***CLASSIFICATION & NAFTA***. Program, sponsored by the Midwest Global Trade Association, will cover the rules for determining the tariff classification for your goods, with a particular focus on the rules of origin used to determine when a product manufactured in one of the signatory countries qualifies as an originating good under NAFTA. Presentation by **George W. Thompson**, International Trade Attorney, Thompson & Associates, PLLC. 8:30 a.m. – 4:00 p.m., Smiths Medical, 6000 Nathan Lane North, Plymouth, MN. MGTA Members - \$120; Non-members - \$150. For information & registration, please see: <http://www.mgta.org/events/EventDetails.aspx?id=1072670&group=>.
- Apr. 11 ***ON THE ROAD IN KANE COUNTY: INTRO TO EXPORTING AND NEW TECHNOLOGIES***. Program, sponsored by the Illinois SBDC International Trade Center at the College of DuPage, will help you get started exporting: Learn how to use the newest tools and technology to find and test international markets before market entry; Determine your company's readiness to take advantage of new export markets; Discover how to overcome barriers and risks, and much more. 10:00 – 11:30 a.m., Kane County Government Center, 719 Batavia Avenue, Geneva, IL. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/29489>.

- Apr. 14 **NAVIGATING EMERGING MARKETS IN A WORLD OF TRANSITION.** 2018 Booth Emerging Markets Summit sponsored by the University of Chicago Booth School of Business. Over 50 speakers from Latin America, Africa, South Asia, and Asia Pacific will participate on the following panels: *Building for the Next Billion Internet Users in South Asia; Perspectives from Government: Macro Trends Impacting Latam; Evolution of Policies for Women in MENA; Funding Social Impact.* Keynote speakers include: **Manuel Sanchez**, former Governor of the Bank of Mexico; **Juan Pablo Newman**, CFO, PEMEX; **Kunal Shah**, Founder, FreeCharge (sold for \$400M to Snapdeal); **Lina Khalifeh**, Founder, SheFirst (the first female self-defense studio in the Middle East); **Banks Banker**, Director of Business Development, Google APAC; and **Axel Kaiser**, Executive Director, Fundación Para el Progreso. 8:00 a.m. – 6:00 p.m., University of Chicago Booth School, 5807 South Woodlawn Avenue, Chicago. Fees vary; discounts apply to registrations by February 28. For information & registration, please see: <http://groups.chicagobooth.edu/ems/home/>.
- 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 - 20 **INNOVATIONS IN SAFETY & SECURITY BUSINESS FORUM – HONG KONG.** Trade mission-style 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. 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 **THE CROSS-BORDER DIGITAL SUPPLY CHAIN AND THE INTERNET OF THINGS: LEVERAGING THE SHIFT TO A DATA-CENTRIC WORLD.** Luncheon and Supply Chain Conference sponsored by the U.S. – Mexico Chamber of Commerce, Mid-America Chapter, and the Traffic Club of Chicago. Presentation by **Don DeLoach**, author of *The Future of IoT*; participation by supply chain leaders from Caterpillar, Navistar, Briggs & Stratton, Whirlpool, Zebra Technologies, Landstar, BNSF and YRC Freight. 12:00 – 5:00 p.m., Navistar Corporate Headquarters, Lisle, IL. USMCoC & TCC members - \$50; Non-members - \$60. For information & registration, please see: <https://www.usmcooma.org/events>.

- Apr. 19 ***UNDERSTANDING LEGAL ASPECTS FOR DOING BUSINESS IN CENTRAL ASIA***. Program sponsored by the Central Asian Productivity Research Center. Speakers include: **Alex Nisengolts**, of counsel, Ziliak Law; **Asad Sharapov**, Attorney and Owner, Euroexport-Holding; **Steve Kim**, Managing Partner, RK Law Group LLC. 8:30 a.m., Northern Illinois University's Loop Center, 105 West Madison Street, Chicago. No charge; advance registration required. For information & registration, please e-mail: lepinske@sbcglobal.net.
- Apr. 19 ***REBRANDING FOR NEW MARKETS AND EMERGING MARKETS***. Program sponsored by the Central Asian Productivity Research Center. Presentation by **Ilan Geva**, President, Ilan Geva & Friends, Inc. 10:00 a.m., Northern Illinois University's Loop Center, 105 West Madison Street, Chicago. No charge; advance registration required. For information & registration, please e-mail: lepinske@sbcglobal.net.
- Apr. 19 ***BUSINESS OPPORTUNITIES IN RESILIENT AND VIBRANT INDONESIA***. Program sponsored by the Central Asian Productivity Research Center. Presentation by The Honorable **Rosmalawati Chalid**, Consul General of Indonesia in Chicago. 11:00 a.m., Northern Illinois University's Loop Center, 105 West Madison Street, Chicago. No charge; advance registration required. For information & registration, please e-mail: lepinske@sbcglobal.net.
- Apr. 20 ***2018 SILK ROAD CONFERENCE***. Event sponsored by the: Central Asian Productivity Research Center; Global Programs, College of Business, Northern Illinois University; CME Group. Topics include: *A Timely View of the Global Economy; Post-Soviet Russia and Central Asia; Azerbaijan; The China-Pakistan Economic Corridor; Economic Development of Eastern European Countries and Asian Countries; Investment Climate and Opportunities in Turkey; Uzbekistan; China's One Belt One Road; Tianjin: Gateway to a Dynamic Market; Hong Kong: Your Gateway to China Business; Chambers of Commerce (Azerbaijan; Kazakhstan; Uzbekistan) Roundtable*. 8:00 a.m. – 5:00 p.m. (Reception follows), Illinois Institute of Technology, Kent College of Law, 565 West Adams Street, Chicago. CAPRC Members - \$35; Non-members - \$45. For information & registration, please e-mail: lepinske@sbcglobal.net, or call 708/246-5556.
- Apr. 23 - ***CENTRAL EUROPE EDUCATION TRADE MISSION***. The U.S. Commercial Service at the U.S. 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. 24 ***SE EUROPE VIRTUAL EDUCATION FAIR***. Organized by the U.S. Commercial, this is a unique, virtual opportunity to introduce accredited U.S. undergraduate and graduate programs to pre-qualified SE European (Albania, Bulgaria, Macedonia, Romania and Slovenia) international student recruitment partners. Seven participants will be showcased from those educational institutions that express interest. These institutions will present their school to potential SE European student recruitment partners through a live Internet-Conference Call connection from their office or home. 8:30 a.m. CDT. Fee: \$1,300. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38473&InputType=EVENT.

- Apr. 26 ***INNOVATION 360 – ESTABLISH A CULTURE OF INNOVATION.*** Workshop sponsored by Innovation 360 and the Swedish-American Chamber of Commerce, Chicago. Presentation by **Magnus Penker**, CEO, Innovation 360. Following his presentation, attendees will participate in an interactive, facilitated workshop on how to succeed at innovation with global experts in the field. 3:00 – 6:00 p.m., 150 North Michigan Avenue, Suite 310, Chicago. SACC Members - \$45; Non-members - \$65. For information & registration, please see: <http://myemail.constantcontact.com/Innovation-360-invitation.html?soid=1102731551453&aid=GovHxLQlm3Q>.
- Apr. 27 ***SPACE: OPEN FOR BUSINESS.*** Program sponsored by The Chicago Council on Global Affairs. Presentations by: **Deborah E. Barnhart**, President, U.S. Space & Rocket Center; **Christian Davenport**, Staff Writer, *The Washington Post*; **Michelle B. Larson** (Moderator), President and CEO, Adler Planetarium. 5:45 – 7:00 p.m., CCGA Conference Center, 130 East Randolph Drive, Chicago. CCGA Members - \$10; Non-members - \$20. For information & registration, please see: <https://www.thechicagocouncil.org/event/space-open-business>.
- Apr. 30 - ***DISCOVER GLOBAL MARKETS: DESIGN + CONSTRUCT.*** Conference sponsored by the U.S. 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 2
- May 6 - ***TRADE MISSION TO THE CARIBBEAN REGION.*** Organized by the United States Department of 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 11
- May 8 ***EXPANDING FOOD TRADE: WAYS TO INNOVATE AND THRIVE.*** Program sponsored by the Global Midwest Alliance. Speakers include **David Oppedahl**, Senior Business Economist, Federal Reserve Bank of Chicago, and **Craig Morris**, Vice President, International Marketing, National Pork Board. Panels will focus on *Innovation and Technology* and *Growth and Global Opportunities*. 8:00 – 11:30 a.m., The Federal Reserve Bank of Chicago, 230 South LaSalle Street, Chicago. Fee: \$95. For information & registration, please see: <http://campaign.r20.constantcontact.com/render?m=1109092517478&ca=ee8eb132-36e6-4f3c-92e2-9a866196bc67>.

- 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 8 ***APPAREL CLASSIFICATION SERIES: ADVANCED TOPICS.*** Fourth in a series of five webinars, sponsored by Sandler, Travis & Rosenberg, P.A., will examine some of the more advanced topics in classification, including: Essential character of garments made with multiple fabric components; One style classified as two garments; Metallic yarn fabric subject to restraints; Rainwear, water resistant and visibly coated fabric garments. 1:00 – 2:30 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Apparel-Classification-Advanced-Topics-050818.html>.
- May 9 ***UNLOCKING GLOBAL OPPORTUNITIES.*** Wisconsin International Trade Conference sponsored by the Metropolitan Milwaukee Association of Commerce’s World Trade Association, in partnership with the: **International Trade Association of Greater Chicago**; Madison International Trade Association; Stateline International Trade Association; and others. Keynote: **Elizabeth Erin Walsh**, Assistant Secretary for Global Markets and Director General of the U.S. & Foreign Commercial Service; U.S. Department of Commerce, International Trade Administration. Roundtable discussions and panel topics include: *Business Development; Marketing; Logistics and Foreign Trade Zones; Finance/Tax; Grants and Programs; Law; Federal Tax Code Changes and Your International Business; Global E-Commerce: The Great Equalizer; Compliance; Creative Growth Strategies.* 7:30 a.m. – 3:15 p.m. (Reception follows), Wisconsin Center, 400 West Wisconsin Avenue, Milwaukee, WI. WTA & ITA/GC Members - \$195; Non-members - \$250; Students - \$80. A limited number of admissions are available at \$100 for those who have never attended the Conference. For information & registration, please see: <http://www.wisconsintradeconference.org>.
- 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 14 ***XI AND HIS CHINA: THE THIRD REVOLUTION?*** Program sponsored by The Chicago Council on Global Affairs. Presentation by **Elizabeth Economy**, CV Starr Senior Fellow and Director for Asia Studies, Council on Foreign Relations. 5:15 – 6:30 p.m., CCGA Conference Center, 130 East Randolph Street, Chicago. CCGA Members - \$10; Non-members - \$20. For information & registration, please see: <https://www.thechicagocouncil.org/event/xi-and-his-china-third-revolution>.
- May 15 ***INTERNATIONAL DOCUMENTATION TRAINING***. Program, sponsored by the East Michigan District Export Council & Allocca Enterprises, Inc., will help attendees understand when and how they should be filling out certain export documents. Trainer, **Mike Allocca**, will lead participants through documents such as: commercial invoices, packing lists, bills of lading, certificates of origin, and Electronic Export Information (EEI), among others, so that participants will know when certain documents are required, where to find them, and how to fill them out accurately. 8:00 a.m. – 4:30 p.m., Federal Reserve Bank of Chicago-Detroit Branch, 1600 East Warren Avenue, Detroit, MI. Fee: \$250 (by April 20; \$295 thereafter). For information & registration, please see: <https://www.eastmichigandec.org/events/31/international-documentation-training>.
- May 15 ***HTS & COMMODITY CLASSIFICATION BASICS + ACE***. Seminar, sponsored by BDG International, will help you: Understand the Harmonized Tariff System for imports and the Schedule B listing for exports; Learn and review the 6 General Rules of Interpretation (GRI) used to classify every product; Understand instructor and Customs & Border Protection (CPB) based sample classifications using each of the General Rules; Show you how CBP reviews binding ruling requests and what that means for your products. 8:00 a.m. – 12:00 p.m., Comfort Inn O'Hare/Des Plaines, 2175 East Touhy Avenue, Des Plaines, IL. Fee: \$150. For information & registration, please see: <https://www.regonline.com/registration/Checkin.aspx?EventId=2257848>.
- May 15 ***US GLOBAL ENGAGEMENT: ARE WE IN, OUT, OR IN LIMBO?*** Program sponsored by The Chicago Council on Global Affairs. Presentation by **Jake Sullivan**, Former Director of Policy Planning, US Department of State; Senior Fellow, Goeconomics and Strategy Program, Carnegie Endowment; moderated by **Tom Wyler**, Senior Vice President, Global Strategy. 5:15 – 6:30 p.m., CCGA Conference Center, 130 East Randolph Street, Chicago. CCGA Members - \$10; Non-members - \$20. For information & registration, please see: <https://www.thechicagocouncil.org/event/us-global-engagement-are-we-out-or-limbo>.
- May 17 - ***PURCHASING MANAGEMENT***. Seminar, sponsored by the American Management Association, focuses on skills for the experienced purchasing professional, addressing more mid-level to advanced contemporary, state-of-the-art topics in purchasing management. As more companies reach overseas for foreign purchasing, such present-day issues as dealing with U.S. Customs (CBP), near sourcing options in Mexico, contract management, and better defining landed costs, among others, will be addressed. 9:00 a.m. – 5:00 p.m., Summit Executive Centre, 205 North Michigan Avenue, 9th Floor, Chicago. AMA Members - \$1,995; Non-members - \$2,195. For information & registration, please see: <http://www.amanet.org/training/seminars/purchasing-management.aspx>.
- 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 21 - **AUTOMOTIVE AFTERMARKET TRADE MISSION TO COSTA RICA.** Organized by the Auto Care Association and the U.S. Department of Commerce, participants will receive private one-on-one meetings with prospective customers and partners. This is a cost-effective opportunity to gain first-hand market information, save time and maximize your results. The trade mission is open to all companies in the industry. Qualifying companies will receive a \$2,000 upfront offset of the package price. For information and registration, please see: <http://www.autocare.org/Secondary.aspx?id=3192&gmssopc=1>.
- May 22 - **COMPLYING WITH EUROPEAN STANDARDS: HAZARD AND RISK ANALYSIS TRAINING FOR MACHINERY.** Sponsored by the North Dakota Trade Office, this is a unique opportunity for six companies to bring their machinery on-site for hazard and risk analysis training. Each company's team (up to 8 persons) will be performing the Hazard and Risk Analysis on their equipment in accordance with the Essential Health and Safety Requirements of Annex 1 Part 1 of the Machinery Directive 2006/42/EC. Attendees will learn how to reduce risk and how to translate findings of the assessment into requirements for design based on EU standards. Attendees will also learn if they can self-certify their products and issue signed Declarations of Conformity or Incorporation with the Machinery Directive. 8:30 a.m. – 4:30 p.m., NDTO Conference Room, 2nd Floor Schollander Pavilion, Red River Valley Fairgrounds, 1805 West Main Avenue, West Fargo, ND. NDTO Members - \$2,000/company; Non-members - \$2,500. For information & registration, please see: <http://ndto.com/2018/02/may-trade-talk-complying-with-european-standards-2-day-hazard-and-risk-analysis-training-for-machinery/>.
- 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>.
- May 29 ***DOING BUSINESS IN RUSSIA: WORKING WITH RUSSIAN DISTRIBUTORS AND RETAILERS***. Webinar sponsored by the U.S. Commercial Service. Hear from a Russian distributor and a retailer on how to effectively enter the Russian market and connect with consumers. 11:30 a.m. CDT. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38310&InputType=EVENT.
- 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 5 - 8 ***THE INTERNET RETAILER CONFERENCE & EXHIBITION***. Event, sponsored by IRCE, a division of Emerald Expositions, presents the latest trends in e-commerce to improve your online strategies and features nearly 600 solution and technology providers in the expo hall. Keynote speakers include top influencers from Houzz, Warby Parker, and Eloquii; also, there are 6 dedicated workshops and 10 separate tracks on such topics as: *Amazon & Me; E-Commerce Technology; Strategies for Top Executives; Fulfillment, Operations & Customer Service; Managing Technology; Design & Usability; Merchandising; Brand Building*. McCormick Place West, Chicago. Fees: vary. For information & registration, please see: <https://www.irce.com>.
- 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 7 ***EXPORT ADMINISTRATION REGULATIONS***. Webinar, sponsored by the Global Training Center, provides education on the Export Administration Regulations (EAR) which are administered by the U.S. Department of Commerce. Topics include: *Basis and Scope of Regulations; Overarching Rules; Classification Principles; Licensing Principles; Driving Compliance; Interactive Exercises*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345. For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/export-administration-regulations-ear>.
- 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 12 **APPAREL CLASSIFICATION SERIES: RECREATIONAL PERFORMANCE OUTERWEAR.** Last in a series of five webinars, sponsored by Sandler, Travis & Rosenberg, P.A., will examine the new TFTEA classifications, which ones importers should never use (and why), and the new recordkeeping requirements for importers of these goods. It 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 – 2:30 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Apparel-Classification-Series-Recreational-Performance-Outerwear-061218.html>.
- June 25 - 29 **2018 SOUTHWESTERN ILLINOIS TRADE MISSION TO MEXICO.** Mission led by the Southwestern 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.
- July 17 **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; Classification Exercises.* 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by June 17; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/tariff-classification#agenda>.
- July 18 **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 June 18; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/nafta#agenda>.
- July 19 **IMPORT DOCUMENTATION.** Seminar sponsored by the Global Training Center. Topics include: *The Import Regulatory Environment; Valuation; Country of Origin 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 June 19; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/import-documentation#agenda>.
- July 20 **IMPORTING 201.** Seminar sponsored by the Global Training Center. Topics include: *The legal requirement for compliance; The Types of CBP Audits and Enforcement; Responding to CBP Audit Inquiries with a Focus on the FA; Long before the Audit: Preparing Your Company for Regulatory Enforcement. Practical Techniques and Solutions; Trusted Trader/ISA.* 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by June 20; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/importing-201#agenda>.

- July 24 **LETTERS OF CREDIT**. Seminar 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 Credit, UCP 600*. 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by June 24; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/letters-of-credit#agenda>.
- July 25 **INTERNATIONAL LOGISTICS**. Seminar sponsored by the Global Training Center. Topics include: *International Logistic Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers' Obligations toward the Shipper; Ocean Transportation; Air Waybills of Lading; Air Freight Transportation; Insurance; International Supply Chain Documentation*. 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by June 25; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/international-logistics#agenda>.
- July 26 **EXPORT DOCUMENTATION**. 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; 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., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by June 26; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/export-documentation-seminar#agenda>.
- July 27 **INCOTERMS® 2010 RULES**. Seminar sponsored by the Global Training Center. Topics include: *Domestic Terms of Sale for Domestic Transactions in the U.S.; 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 June 27; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/incoterms-rules#agenda>.
- July 27 **INCOTERMS® STRATEGIES**. Seminar sponsored by the Global Training Center. Topics include: *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 June 27; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/incoterms-strategies#agenda>.
- Sept. 19 - 21 **OIL AND GAS TRADE MISSION TO BRAZIL**. Organized by the U.S. Department of Commerce, 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.