



The
International
Trade Association
of Greater Chicago

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

December 31, 2018

The *Illinois International Business Calendar* is published by the International Trade Association of Greater Chicago (ITA/GC). The **Calendar** is also available on our website: www.itagc.org.

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

- Jan. 16 ***GLOBAL TRADE OUTLOOK 2019***. Nineteenth Annual Luncheon program sponsored by the **International Trade Association of Greater Chicago**. Presentation by **John G. Murphy**, Senior Vice President for International Policy, U.S. Chamber of Commerce. Murphy will share his decades of international policy insight and perspective on such pressing issues as: the U.S.-China tariff war; the future of the USMCA; Brexit; trade relations with the U.K. and the E.U.; and more. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$50; Non-members - \$75. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_10768.pdf; or e-mail: rsvp@itagc.org.
- Feb. 14 ***THE MIDDLE EAST: BUSINESS OPPORTUNITIES IN TURBULENT TIMES***. Special luncheon & business briefing sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Sherwin Pomerantz**, Regional Director, Middle East Office, Illinois Office of Trade & Investment, who will provide insights on: *Doing business in Israel; Key industries: from pharma and high tech to agri-food; Finding the right local partners; Case studies and best practices: successful exporters to the region*. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$50; Non-members - \$75. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_10769.pdf, or e-mail: rsvp@itagc.org.
- Feb. 20 ***ADVANTAGE: INDIA***. Luncheon program sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Rohit Kapur**, Managing Director, India, Dezan Shira & Associates, who will share updates on key regulations and government initiatives, as he discusses: *Doing Business with Indians; FDI in India; Policy Initiatives* (including *Make in India; Digital India; Startup India; Smart Cities*); *Key Regulatory Reforms; India-U.S. Business Scenarios*. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$50; Non-members - \$75. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_10411.pdf; or e-mail: rsvp@itagc.org.

Mar. 20

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)** and SelectChicago. 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: **Jose Luis Cabascango**, Trade Commissioner, Trade Office of **Ecuador**; Dr. **John Gatto**, President, FrankfurtRheinMain Corporation (**Germany**); **Winchell Cheung**, Director, Midwest, **Hong Kong** Trade Development Council; **Marco Saladini**, Trade Commissioner, **Italian** Trade Agency. 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 e-mail: rsvp@itagc.org.

Of Note:

USTR Grants First Section 301 List 1 of Product Exclusions: Crowell & Moring reports, “On December 21, 2018 USTR submitted for publication a Federal Register Notice with the first list of products excluded from Section 301 Tariffs on certain products from China. The Products were originally published on the USTR’s “List 1” which included \$34 Billion worth of imports from China. The USTR granted 984 individual exclusion requests involving 21 separate HTS codes. Once published in the Federal Register, the product exclusions apply as of the July 6, 2018 effective date of “List 1,” and will extend for one year after the publication of this notice. U.S. Customs and Border Protection will issue instructions on entry guidance and implementation.” For more information, please see: <https://www.cmtradelaw.com/2018/12/ustr-grants-first-section-301-list-1-of-product-exclusions/>.

Study Global Business at the International College of Seville, Spain: Oakton Community College offers a two-week (May 18 – June 1) study abroad opportunity in Seville, Spain. The fee of \$3,128.75 will cover international airfare, tuition, housing and most meals, major field trips, site visits to businesses, required cultural activities, and health insurance. Spanish language ability is not required. Application deadline: **February 15**. For more information, please contact Lisa Cherivtch (lcherivt@oakton.edu, or 847.376.7123).

World Trade Outlook Indicator Signals Further Loss of Momentum in Trade Growth into Q4: Trade growth is likely to slow further into the fourth quarter of 2018 according to the WTO’s latest World Trade Outlook Indicator (WTOI) released on November 26. The most recent WTOI reading of 98.6 is the lowest since October 2016 and reflects declines in all component indices. It is below the previous value of 100.3 and falls under the baseline value of 100 for the index, signaling that trade growth in the coming months is expected to be below-trend. For more, please see: https://www.wto.org/english/news_e/news18_e/wtoi_26nov18_e.htm.

New WTO Publication Analyses Potential Impact of Blockchain on International Trade: Amid growing interest and debate on Blockchain, the WTO launched a new publication on November 27 that seeks to demystify the technology and analyze its capacity to transform world trade. The publication, entitled *Can Blockchain Revolutionize International Trade?* explores how the technology could enhance areas related to WTO work and examines challenges that will have to be tackled to unlock the technology’s potential. For a copy, please see: https://www.wto.org/english/news_e/news18_e/publ_26nov18_e.htm.

Launch of the WTO Data Portal: On November 16 the WTO launched its new online database. The WTO Data Portal brings together a wide range of statistical indicators on international trade and other WTO-related information. Users can now find in one database both annual and short-term (quarterly and monthly) data on merchandise trade and trade in commercial services as well as information on bound, applied and preferential tariffs, non-tariff measures and Foreign Affiliate Trade Statistics. For more: https://www.wto.org/english/news_e/news18_e/stts_16nov18_e.htm.

The Census Bureau Releases Global Market Finder: The Census Bureau has created a data visualization tool called Global Market Finder: An Interactive Tool for U.S. Exporters. The [tool](#) will help users find detailed international trade in goods statistics for specific commodity codes, countries of destination, and modes of transportation. Through interactive graphs and tables, exporters can see the values, quantities, and unit prices of the goods they produce and potentially find new export markets for their products. The tool also provides a five-year history so that users can see changes and trends over time.

Latest U.S. Trade Actions/Tariffs and Other Countries' Retaliatory Measures: Crowell & Moring International Trade Group has just released an updated (October 30) list: <https://www.cmtradelaw.com/2018/10/latest-u-s-trade-actions-tariffs-and-other-countries-retaliatory-measures/>.

USMCA State Fact Sheets: The Office of the U.S. Trade Representative has released state-by-state fact sheets on the effects of USMCA. They are here: <https://ustr.gov/about-us/policy-offices/press-office/fact-sheets/2018/october/usmca-state-fact-sheets>.

Oakton Community College Recruiting Instructors for Global Business Studies Program: Oakton is looking for Business/Global Business Studies faculty for the Spring and Fall 2019 semesters to teach *Introduction to Global Business* and *Import/Export Basics*. For the Job Descriptions and Application, please see: <https://oakton.interviewexchange.com/jobofferdetails.jsp?JOBID=103232>.

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- Jan. 8 ***2019 ECONOMIC FORECAST: WHERE WILL THE GROWTH BE?*** Luncheon program sponsored by the Madison International Trade Association. Presentations by **Ron Feldman**, First Vice President and Chief Operating Officer, Federal Reserve Bank of Minneapolis, and **Walter Kemmsies**, Managing Director, Economist and Chief Strategist, Ports, Airports & Global Infrastructure, Jones Lang LaSalle. 10:30 – 2:00 p.m., Fluno Center, 601 University Avenue, Madison, WI. MITA Members - \$45 (until December 29; \$55 thereafter); Non-members - \$60 (until December 29; \$70 thereafter). For information & registration, please see: <http://mitatrade.org/events/details/2018-economic-forecast-where-will-the-growth-be>.
- Jan. 8 ***BUSINESS OPPORTUNITIES IN BOLIVIA FOR U.S. COMPANIES.*** Direct Line webinar sponsored by the Bureau of Economic & Business Affairs, U.S. Department of State. **Bruce Williamson**, Charge d'Affaires, U.S. Embassy La Paz, leads a discussion about business opportunities for U.S. companies in Bolivia. 10:00 a.m. CST. No charge; advance registration required. For information & registration, please see: <https://www.state.gov/e/eb/directline/events/288088.htm>.
- Jan. 8 ***HOW TO PREPARE FOR A CBP AUDIT.*** Webinar, sponsored by ComplianceOnline, will help identify the likelihood of being subject to CBP audits, and help spot potential vulnerabilities and test your compliance (potential vulnerability, self-review and general audit issues). 12:00 – 1:00 p.m. CST. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/preparing-for-cbp-audits-quick-response-audits-pre-assessment-surveys-webinar-training-705352-prdw>.
- Jan. 9 ***TECHNOLOGY SECTOR OPPORTUNITIES FOR U.S. COMPANIES IN PAKISTAN'S PUNJAB PROVINCE.*** Direct Line webinar sponsored by the Bureau of Economic & Business Affairs, U.S. Department of State. **Colleen Crenwelge**, U.S. Consul General and **Jahanzeb Burana**, CEO, Punjab Board of Investment and Trade, discuss exciting opportunities in technology in Punjab for U.S. exporters and investors. 8:00 a.m. CST. No charge; advance registration required. For information & registration, please see: <https://www.state.gov/e/eb/directline/events/288092.htm>.
- Jan. 9 ***LAUREL DELANEY'S GLOBAL TRADE TRENDS REPORT 2019.*** Webinar sponsored by Women Entrepreneurs Grow Global™. Presentation by **Laurel Delaney**, President, Women Entrepreneurs Grow Global™ and founder, GlobeTrade.com, who will provide an in-depth look at what matters for global traders in 2019. 11:00 a.m. – 12:00 p.m. CST. No charge; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/2891987555519379969>.

- Jan. 9 **FACC MONTHLY LUNCHEON.** Luncheon program sponsored by the French-American Chamber of Commerce Chicago. Presentation by **Christophe Ridet**, Co-Founder & CEO, Wear Moi. 12:00 – 2:00 p.m., Bistronomic, 840 North Wabash Avenue, Chicago. FACC Members - \$44; Non-members - \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efxmxk1cd147919e&oseq=&c=&ch=>.
- Jan. 10 **EXPORT CONTROLS & COMPLIANCE.** Webinar, sponsored by the World Trade Research Institute, will cover U.S. export controls including Export Administration Regulations, ITAR, and Trade Sanctions. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efy285bq29c79723&oseq=&c=&ch=>.
- Jan. 10 **DOCUMENTARY LETTER OF CREDIT TERMS AND CONDITIONS.** Webinar, sponsored by ComplianceOnline, will help exporters and importers understand Letter of Credit terms and conditions that go into structuring a transaction for successful payment and receipt of goods. 12:00 – 1:00 p.m. CST. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/letter-of-credit-terms-and-conditions-webinar-training-702216-prdw>.
- Jan. 14 **STRATEGIES FOR MITIGATING THE IMPACT OF CHINA TARIFFS.** Webinar, sponsored by ComplianceOnline, will provide an overview of the tariffs imposed on products of China pursuant to Section 301 and will discuss potential strategies for mitigating their impact. 12:00 – 1:00 p.m. CST. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/strategies-for-mitigating-the-impact-of-china-tariffs-webinar-training-705887-prdw>.
- Jan. 15 **HOW TO WRITE AN EFFECTIVE EXPORT PLAN.** Webinar, sponsored by the World Trade Research Institute, will describe all the aspects that go into an export plan and how to put them together for success in foreign markets. 2:00 – 3:00 p.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efy2aobacfa93a56&oseq=&c=&ch=>.
- Jan. 16 **TRADE OPPORTUNITIES AND DOING BUSINESS IN PAKISTAN.** Webinar sponsored by the U.S. Commercial Service. Presentation by **Muhammad Ashraf**, Director General of Trade Policy, Pakistan's Ministry of Commerce, who will provide an overview of promising commercial sectors of interest for U.S. companies and will discuss Pakistan's business climate and ongoing reform efforts. 8:00 a.m. CST. No charge; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=9QDG>.
- Jan. 16 **INFRASTRUCTURE OPPORTUNITIES IN NEPAL.** Webinar, sponsored by the U.S. Commercial Service, will discuss: the Millennium Challenge Corporation and the kinds of projects they fund; the process to bid on projects in Nepal; current and upcoming infrastructure and energy projects in Nepal. 9:00 a.m. CST. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39130&InputType=EVENT.
- Jan. 16 **BASIC EXPORT DOCUMENTATION.** Webinar, sponsored by the World Trade Research Institute, will give you a good overview of the most commonly used documents in international trade. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efy2aohg0106dd49&oseq=&c=&ch=>.
- Jan. 16 **GLOBAL TRADE OUTLOOK 2019.** Nineteenth Annual Luncheon program sponsored by the **International Trade Association of Greater Chicago**. Presentation by **John G. Murphy**, Senior Vice President for International Policy, U.S. Chamber of Commerce. Murphy will share his decades of international policy insight and perspective on such pressing issues as: the U.S.-China tariff war; the future of the USMCA; Brexit; trade relations with the U.K. and the E.U.; and more. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$50; Non-members - \$75. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_10768.pdf; or e-mail: rsvp@itagc.org.

- Jan. 16 ***U.S. OPPORTUNITIES FOR EXPORTING MANUFACTURING EQUIPMENT TO CHINA.*** Webinar, sponsored by the U.S. Commercial Service, will help you gain insights on issues affecting export prospects for U.S. suppliers of manufacturing equipment including plastic & rubber manufacturing. Topics include: *China Market Overview and Doing Business Update; U.S. Manufacturing Equipment: Industry Insights and Export Trends; Industry Guest Speaker; U.S. Sales Opportunities at the CHINAPLAS 2019 Trade Show.* 7:00 – 8:00 p.m. CST. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39022&InputType=EVENT.
- Jan. 18 ***CENTRAL ASIA’S ROLE IN WORLD ENERGY.*** Energy Security seminar sponsored by the Central Asian Productivity Research Center with support from the Consulate General of the Republic of Turkey. Topics include: *Overview of Central Asian Energy Resources; Sustainability in the Energy Industry; Opportunities in Global Renewable Energy; Energy Prices and Risks.* 10:30 a.m. – 12:00 p.m., Consulate General of the Republic of Turkey, 455 North Cityfront Plaza Drive, Suite 2900, Chicago. No charge; advance registration required. For information & registration, please e-mail: lepinske@sbcglobal.net.
- Jan. 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. CST. Fee: \$545 (by December 22; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-documentation>.
- Jan. 22 ***OPPORTUNITIES FOR U.S. EDUCATION TECHNOLOGIES IN MEXICO & BRAZIL.*** Webinar, sponsored by the U.S. Commercial Service, will include information on market trends and sales channels for education technology, and will showcase opportunities to engage directly with influencers in each market. 11:00 a.m. CST. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39059&InputType=EVENT.
- Jan. 22 ***DOING BUSINESS IN BELIZE.*** Webinar, sponsored by the U.S. Commercial Service, will focus on market opportunities and key projects in Belize’s best prospect sectors, including: agriculture; information and communication technology; green and renewable technology; travel and tourism. 12:00 p.m. CST. Fee: \$35. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38846&InputType=EVENT.
- Jan. 23 ***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 December 23; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/international-logistics>.
- Jan. 23 ***OPERATING IN U.S. FOREIGN TRADE ZONES.*** Webinar, sponsored by the World Trade Research Institute, will cover the basics including how FTZs work, and the benefits and rules for operating in an FTZ, helping your company evaluate the opportunity. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efy2bt5s62d1a3c8&oseq=&c=&ch=>.

- Jan. 23 **EXPORT CONTROL RECORDKEEPING, COMPLIANCE AUTOMATION AND END-USER SCREENING UPDATE 2019.** Webinar, sponsored by the Export Compliance Training Institute, will address: *How companies are coping with the inherent complexity in screening EAR and OFAC Sanctioned Parties; Export control documents vs. general commercial records; Best practices for recordkeeping in the paperless era; Challenges of auditing electronic records; Advice for maintaining files for shipping documents, classification, and licensing determinations; Recordkeeping for reform-related reclassification decisions; Internal mini-audits of export paperwork.* 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/export-control-recordkeeping-and-compliance-automation/>.
- Jan. 23 **CBP TARGETED ENFORCEMENT – SECTION 301 DUTIES.** Webinar, sponsored by ComplianceOnline, will provide an overview of CBP regulations and laws, and how to prepare for, or avoid, possible audit, investigation or further CBP inquiries. 12:00 – 1:00 p.m. CST. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/cbp-targeted-enforcement-section-301-duties-webinar-training-705906-prdw>.
- Jan. 23 **SUPPLY CHAIN AND PRODUCT COMPLIANCE USING ROHS, REACH, AND CONFLICT MINERALS.** Webinar, sponsored by ComplianceOnline, will offer an in-depth look at three important product regulations focused on materials compliance and ethical sourcing, along with the tools and policies needed to implement them. 1:00 – 2:00 p.m. CST. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/supply-chain-and-product-compliance-using-rohs-reach-and-conflict-minerals-webinar-training-703871-prdw>.
- Jan. 23 **LEADING GLOBALLY: NEW PARADIGMS FOR NAVIGATING SUCCESSFULLY IN TODAY'S WORLD.** International Forum sponsored by International Executives Resources Group (IERG) Chicago. Panelists include: **Desiree Moore**, Partner, K&L Gates, Digital Crisis & Litigation; **Vicki Escarra**, Senior Advisor, The Boston Consulting Group; **Manuel Cuevas**, CHRO, Corporate Vice President, Motorola Solutions; **Ilan Geva**, Global Branding & Marketing Leader. 5:30 p.m., K&L Gates, 70 West Madison Street, Suite 3300, Chicago. IERG Members - \$40; Non-members - \$65. For information & registration, please see: https://www.iergonline.org/index.php?option=com_mc&view=mc&mcid=72&eventId=550402&orgId=iERG&recurringId=0.
- Jan. 23 **INNOVATION IN A GLOBAL ENVIRONMENT: LEVERAGING PEOPLE, PROCESSES AND SYSTEMS.** International Business Forum sponsored by The Executives' Club of Chicago. Panelists will focus on global innovation trends, challenges and leveraging people, processes and systems to stay ahead. 5:30 – 7:00 p.m., Weber Shandwick, 875 North Michigan Avenue, 24th Floor, Chicago. ECC Members – No charge; Non-members - \$50. For information & registration, please see: https://my.executivesclub.org/eWeb/DynamicPage.aspx?webcode=EventInfo®_evt_key=065D5F1D-A458-42AC-8C40-80F8CA4030E9&RegPath=EventRegFees.
- Jan. 28 - 31 **ARAB HEALTH (DUBAI).** Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion at the largest, and most comprehensive, healthcare exhibition in the Middle East and the second largest in the world. Companies who qualify will receive: • Exhibit space; Pre-scheduled B2B Matchmaking; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material: Pre-show promotion; Assistance with travel logistics. For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/ArabHealth2019.pdf>.

- Jan. 28 **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; Classification Exercises.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$545 (by December 28; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/tariff-classification>.
- Jan. 28 **AMERICA FIRST MEETS MEXICO FIRST?** Program sponsored by The Chicago Council on Global Affairs. Presentations by **Antonio Ortiz-Mena**, Senior Vice President, Albright Stonebridge Group, and **Andrew Selee**, President, Migration Policy Institute; Former Executive Vice President, Woodrow Wilson International Center for Scholars. 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/america-first-meets-mexico-first>.
- Jan. 29 **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. CST. Fee: \$545 (by December 29; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/nafta>.
- Jan. 30 **IMPORT DOCUMENTATION.** Webinar 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. CST. Fee: \$545 (by December 30; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/import-documentation>.
- Jan. 30 **OPPORTUNITIES IN SENEGAL: MILLENNIUM CHALLENGE CORPORATION'S COMPACT ON POWER.** Direct Line webinar sponsored by the Bureau of Economic & Business Affairs, U.S. Department of State. Dr. **Tulinabo Mushingi**, U.S. Ambassador to Senegal, discusses MCC's recently approved \$600 million compact to improve Dakar's electricity grid, increase rural power, and reform the national electricity company. 10:00 a.m. CST. No charge; advance registration required. For information & registration, please see: <https://www.state.gov/e/eb/directline/events/288090.htm>.
- Jan. 31 **IMPORTING 201.** Webinar 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. CST. Fee: \$545 (by December 31; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/importing-201>.
- Feb. 12 **INCOTERMS® 2010 RULES.** Webinar 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.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$345 (by January 12; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-rules>.
- Feb. 13 **EXPORT TO MEXICO.** Webinar sponsored by the Global Training Center. Topics include: *An 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 13; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-mexico-documentation-procedures>.

- Feb. 14 **THE MIDDLE EAST: BUSINESS OPPORTUNITIES IN TURBULENT TIMES.** Special luncheon & business briefing sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Sherwin Pomerantz**, Regional Director, Middle East Office, Illinois Office of Trade & Investment, who will provide insights on: *Doing business in Israel; Key industries: from pharma and high tech to agri-food; Finding the right local partners; Case studies and best practices: successful exporters to the region.* 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$50; Non-members - \$75. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_10769.pdf, or e-mail: rsvp@itagc.org.
- Feb. 15 **INTERNATIONAL TRAFFIC IN ARMS REGULATION.** Webinar sponsored by the Global Training Center. Topics include: *The International Traffic in Arms Regulations and United States Munitions List; Registration with the State Department; ITAR technical data controls; ITAR licenses; Compliance and enforcement; 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. 16 - **STATE OF ILLINOIS TRADE MISSION TO ISRAEL.** Illinois small businesses are invited to join the
21 Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment on this mission. Participants will attend: group and customized one-on-one meetings with potential business partners in Tel Aviv: at least one site visit to an industry specific facility; and two networking dinners. Companies who qualify will receive: Pre-scheduled B2B matchmaking; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Assistance with travel logistics. Fee: \$250. Registration deadline: **December 1**. For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/Israel2019.pdf>.
- Feb. 19 **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 January 19; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/letters-of-credit#course-agenda>.
- Feb. 19 **DOING BUSINESS IN PANAMA.** Webinar, sponsored by the U.S. Commercial Service, will focus on market opportunities and key projects in Panama's best prospect sectors, including: automotive parts and service equipment; building and construction materials; computers and peripherals; cosmetics and toiletries; education and training; electrical power; franchising; medical equipment; safety and security equipment; and telecommunications equipment. 12:00 p.m. CST. Fee: \$35. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38848&InputType=EVENT.
- Feb. 20 **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 October 28; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/international-logistics#course-agenda>.

- Feb. 20 **ADVANTAGE: INDIA.** Luncheon program sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Rohit Kapur**, Managing Director, India, Dezan Shira & Associates, who will share updates on key regulations and government initiatives, as he discusses: **Doing Business with Indians; FDI in India; Policy Initiatives** (including *Make in India; Digital India; Startup India; Smart Cities*); **Key Regulatory Reforms; India-U.S. Business Scenarios**. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$50; Non-members - \$75. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_10411.pdf; or e-mail: rsvp@itagc.org.
- Feb. 21 **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 January 21; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/export-documentation-seminar#course-agenda>.
- Feb. 21 **EXPORT CONTROLS AND ENFORCEMENT.** Workshop sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by *Peter Zube*, Special Agent, Chicago Field Office, Office of Export Enforcement (OEE), Bureau of Industry and Security (BIS), U.S. Department of Commerce. Topics include: *Export enforcement including the export control and enforcement community; Identifying red flags; Best practices for export compliance; Reporting and disclosing potential violations of the Export Administration Regulations (EAR)*. 11:00 a.m. – 1:30 p.m., College of Lake County - Southlake Campus, 1120 South Milwaukee Avenue, Room V328, Vernon Hills, IL. Fee: \$30. For information & registration, please see: <https://www.eventbrite.com/e/export-controls-and-enforcement-spring-2019-tickets-50918022175>.
- Feb. 22 **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 January 22; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/incoterms-rules#course-agenda>.
- Feb. 22 **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 January 22; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/incoterms-strategies#course-agenda>.
- Feb. 25 - 28 **MOBILE WORLD CONGRESS (BARCELONA).** Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion at the world's largest annual gathering for the mobile communication and information technology industry. Companies who qualify will receive: Exhibit space; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$250. Application deadline: **November 1**. For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/MobileWorld2019.pdf>.

- Feb. 26 **TARIFF CLASSIFICATION.** Seminar sponsored by the Global Training 445Center. 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 January 26; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/tariff-classification#course-agenda>.
- Feb. 26 **INCOTERMS[®] STRATEGIES.** Webinar 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.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$345 (by January 26; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-strategies>.
- 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/seminars/topics/nafta#course-agenda>.
- 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/ctpat>.
- Feb. 28 **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 October 15; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/import-documentation#course-agenda>.
- Mar. 1 **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 February 1; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/importing-201#course-agenda>.
- Mar. 5 **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 5; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-documentation>.

- Mar. 6 **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 6; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/letters-of-credit>.
- Mar. 7 **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 February 7; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/international-logistics>.
- Mar. 14 **NAFTA-USMCA UPDATES.** Workshop sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Lisa Victoria Waller**, Vice President and Co-owner, BDG International, Inc., who will help you analyze your current practices and maintain proper export documentation and shipping processes to Mexico and Canada. 11:00 a.m. – 12:30 p.m., College of Lake County - Southlake Campus, 1120 South Milwaukee Avenue, Room V328, Vernon Hills, IL. Fee: \$30. For information & registration, please see: <https://www.eventbrite.com/e/nafta-usmca-updates-spring-2019-tickets-52052671943>.
- Mar. 18 - 22 **STATE OF ILLINOIS MULTI-SECTOR MISSION TO AFRICA (ADDIS ABABA, NAIROBI).** Illinois small business are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment on this mission. For information & registration, please e-mail: sam.ntum@illinois.gov.
- Mar. 18 **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; Classification Exercises.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by February 18; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/tariff-classification>.
- Mar. 19 **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 February 19; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/nafta>.
- Mar. 20 - 22 **WATER PHILIPPINES 2019 (MANILA).** Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion at the leading international water supply, sanitation, industrial wastewater treatment and purification event in the southeast Asia. Companies who qualify will receive: Exhibit space; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$250. Application deadline: **January 1.** For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/WaterPhil2019.pdf>.

- Mar. 20 **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)** and SelectChicago. 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: **Jose Luis Cabascango**, Trade Commissioner, Trade Office of **Ecuador**; Dr. **John Gatto**, President, FrankfurtRheinMain Corporation (**Germany**); **Winchell Cheung**, Director, Midwest, **Hong Kong** Trade Development Council; **Marco Saladini**, Trade Commissioner, **Italian** Trade Agency. 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 e-mail: rsvp@itagc.org.
- Mar. 24 - **TRADE MISSION TO SOUTHERN CONE REGION.** The United States Department of Commerce, 29 International Trade Administration is organizing this trade mission to Argentina, Uruguay, Paraguay, Bolivia and Chile (Southern Cone Region) that will include the Trade Americas – Business Opportunities in the Southern Cone Region Conference in Buenos Aires, Argentina. Mission participants will attend a mission briefing and will engage in one-on-one consultations with U.S. and Foreign Commercial Service (US&FCS) Commercial Officers and/or Economic/Commercial Officers from U.S. Embassies in the Southern Cone Region. The mission is open to U.S. companies from a cross section of industries with growing potential in the Southern Cone Region, but is focused on U.S. companies representing best prospects sectors such as: infrastructure and construction; architecture services; engineering services; construction equipment; building products; airports; ports; transportation; housing; environmental technologies; safety & security; energy & oil & gas; mining equipment; medical equipment; aerospace & defense; ICT & digital services; and logistics. For information & an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38696&InputType=EVENT.
- Mar. 24 - **TRADE MISSION TO BRAZIL & COLOMBIA.** Organized by the Great Lakes St. Lawrence Governors 29 and Premiers, this trade mission is for multi- sector companies looking to expand and grow sales in South America. The mission delegation will make stops in Brazil and Colombia. Each mission participant will receive a customized schedule of B2B meetings to meet with prospective customers, distributors and/or business partners. Participants will also benefit from networking events and logistical support provided by the GSGP Trade Offices. Grant funding is available for eligible Illinois companies to offset travel and participation costs. Registration deadline: **January 22**. For more information, please see: <http://www.gsgp.org/projects/international-trade/trade-missions/brazil-colombia-trade-mission-2019/>.
- Mar. 26 **CLASSIFICATION FOR THE AUTOMOTIVE INDUSTRY.** Webinar sponsored by the Global Training Center. Topics include: *Introduction; Harmonized Tariff Schedule of the U.S.; General & Additional U.S. Rules of Interpretation; Special Considerations for Classifying Automotive Goods; Utilizing the GRIs to Identify the Most Appropriate Automotive Parts Heading Automotive Product Exercises; Steps for Effective Classification; Most Common Automotive Classification Errors; Classification Resources; Classification Exercises.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345. For information & registration, please see: www.globaltrainingcenter.com/webinars/webinar-topics/specialty/classification-for-the-automotive-industry.

- Mar. 27 **NAFTA FOR THE AUTOMOTIVE INDUSTRY.** Webinar sponsored by the Global Training Center. Topics include: *Summary Review; Qualifying Resources/Party Lines; Determining Origin; Audit Triggers; Rules of Origin (General Note 12, HTSUS); Documentation; Marking and Labeling for Automotive; Verification and Record-Keeping; Penalties.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345. For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/automotive-nafta>.
- Apr. 2 **EXPORTING 101.** Workshop sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Jong Hyoung (Kevin) Kim**, International Trade Specialist, Illinois SBDC International Trade Center at the College of Lake County, who will provide an entry-level overview of the requirements, procedures and best practices for a successful exporting program. 11:30 a.m. – 1:00 p.m., College of Lake County - Grayslake Campus, 19351 West Washington Street, Room E118, Grayslake, IL. Fee: \$20. For information & registration, please see: <https://www.eventbrite.com/e/exporting-101-spring-2019-tickets-51781840880>.
- Apr. 6 - 11 **HEALTHCARE TECHNOLOGIES AND SERVICES TRADE MISSION TO SAUDI ARABIA, KUWAIT, AND QATAR.** Organized by the U.S. Department of Commerce, International Trade Administration, the purpose of the mission is to introduce U.S. firms to the rapidly expanding healthcare sectors in these three countries and to assist U.S. companies in pursuing opportunities in this sector. Target sectors include: Home healthcare and rehabilitation; Medical devices; Trauma care and training; Emergency services, training and equipment; Hospital operation and management; Healthcare training and staffing services; Healthcare education; Health information technology. The mission will help participating U.S. firms and associations/organizations gain market insights, make industry and government contacts, solidify business strategies and advance specific projects with the goal of increasing U.S. healthcare exports. For information & an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38840&InputType=EVENT.
- Apr. 8 - 12 **STATE OF ILLINOIS MULTI-SECTOR MISSION TO SOUTH KOREA.** Illinois small business are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment on this mission. U.S. companies will find market opportunities in leading industries such as: life sciences; healthcare (medical devices, pharmaceuticals, and biotechnology); industrial chemicals; IT components; semiconductor manufacturing equipment; aerospace/defense; energy; environmental technology; and transportation, among many others. For information & registration, please e-mail: godfrey.angara@illinois.gov.
- Apr. 15 - 17 **IE EXPO (SHANGHAI).** Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion. China is the largest and fastest growing emerging market for environmental technologies. Companies who qualify will receive: Exhibit space; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$250. Application deadline: **January 31**. For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/IE%20Expo2019.pdf>.
- Apr. 15 **IMPORT DOCUMENTATION.** Webinar 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. CDT. Fee: \$545 (by March 15; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/import-documentation>.
- Apr. 16 **IMPORTING 201.** Webinar 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. CDT. Fee: \$545 (by March 16; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/importing-201>.

- Apr. 30 - **SIAL CANADA 2019 (TORONTO)**. Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion in Canada's largest trade show for the retail and foodservice trade. Companies who qualify will receive: Exhibit space; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$250. For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/SIAL%20Canada2019.pdf>.
- May 2
- Apr. 30 **INCOTERMS® 2010 RULES**. Webinar 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*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by March 30; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-rules>.
- May 1 **EXPORT TO MEXICO**. Webinar sponsored by the Global Training Center. Topics include: *An 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 1; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-mexico-documentation-procedures>.
- May 2 **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 2; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-canada>.
- May 14 **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 14; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-documentation>.
- May 15 **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 15; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/letters-of-credit>.
- May 16 **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 16; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/international-logistics>.
- May 20 **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 20; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/ctpat>.

- May 22 **INTERNATIONAL TRAFFIC IN ARMS REGULATION.** Webinar sponsored by the Global Training Center. Topics include: *The International Traffic in Arms Regulations and United States Munitions List; Registration with the State Department; ITAR technical data controls; ITAR licenses; Compliance and enforcement; 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 28 - 30 **AFRICA HEALTH (JOHANNESBURG).** Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion at the largest Health care trade show in the region and the biggest gathering of healthcare professionals in Africa. Companies who qualify will receive: Exhibit space; Pre-scheduled B2B Matchmaking; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$500. Application deadline: **February 1.** For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/AfricaHealth2019.pdf>.
- May 30 **INCOTERMS[®] STRATEGIES.** Webinar 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.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by April 30; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-strategies>.
- June 10 - 11 **GLOBAL SUPPLY CHAIN MANAGEMENT: BEST PRACTICES IN IMPORT AND EXPORT OPERATIONS.** Course, sponsored by the American Management Association, will provide a comprehensive and contemporary foundation in: regulations; procedures; global security; documentation; dealing with customs and other government agencies; trade compliance; HTS classifications; managing freight; and much more. Course includes new content on *Guidance on Mitigating the Impact of the 232 and 301 Tariffs.* 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: <https://www.amanet.org/training/seminars/global-supply-chain-management-best-practices-in-import-and-export-operations.aspx>.
- June 11 - 13 **EXPO PACK (GUADALAJARA).** Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion at one of the most recognized trade events showcasing the latest solutions in packaging and processing machinery, materials, and containers. Companies who qualify will receive: Exhibit space; Pre-scheduled B2B Matchmaking; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$250. Application deadline: **January 31.** For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/ExpoPac2019.pdf>.
- June 17 - 21 **PARIS AIR SHOW 2019.** Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment at this premier event for the aerospace industry. For information & registration, please e-mail: iwona.bochenska@illinois.gov.

- July 9 - ***FOOMA JAPAN (TOKYO)***. Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion at this showcase of products, technologies, and services for food processing and related operations. Companies who qualify will receive: Exhibit space; Pre-scheduled B2B Matchmaking; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$250. Application deadline: **February 1**. For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/FOOMA2019.pdf>.
- Sept. 23 - ***CYBER-SECURITY BUSINESS DEVELOPMENT MISSION TO DENMARK, NORWAY, AND SWEDEN***.
27 Organized by the U.S. Department of Commerce, this mission aims to introduce U.S. firms and trade associations to Northern Europe's information and communication technology (ICT), security, and critical infrastructure protection markets. Participating firms will gain market insights, make industry contacts, solidify business strategies, and advance their own specific projects, all with the goal of increasing U.S. product and service exports to the region. This mission will include customized, one-on-one, business appointments with pre-screened potential buyers, agents, distributors, and joint venture partners. It will also allow for meetings with industry leaders as well as state and local government officials, along with other networking events. For information and an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38836&InputType=EVENT.

About the ITA/GC

Founded in December 1977, **The International Trade Association of Greater Chicago (ITA/GC)** was incorporated in January 1979 as an Illinois not-for-profit, voluntary business association dedicated to promoting international commerce in all its forms by providing a forum for the exchange of practical information and insight within the international business community. The ITA/GC's focus is on practicality: on building knowledge and enabling relationships that help people do international business. While our scope of interest is diverse – all aspects of trading and commercial activity across all geographies and all industries – our work is simple: **to help others gain understanding that is personal, current and actionable.**

Annual membership dues are: Individual - \$150; Consular/Diplomatic - \$75 (up to 3 members); Academic/Faculty - \$200 (up to 8 designated faculty members); Student from a participating academic institution - \$25; Regular student - \$50; Associate/Non-resident (more than 150 miles from O'Hare International Airport) - \$50; Retired/Job Transition - \$50; Corporate (up to 8 designated members) - \$300. For a Membership Application, please call 773/725-1106; e-mail: info@itagc.org; or visit: www.itagc.org.