



The
**International
Trade Association**
of Greater Chicago

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

March 11, 2019

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

- Mar. 13 ***TRADE IN THE TRENCHES.*** Breakfast Roundtable sponsored by the **International Trade Association of Greater Chicago**. Please join us for an informal discussion of trade issues and remedies. 7:00 – 9:00 a.m., Comfort Inn O'Hare/Des Plaines, 2175 East Touhy Avenue, Des Plaines, IL. ITA/GC Members - \$20; Non-members - \$30. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_10903.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: **Beatriz Vivas**, Consul General of **Argentina**; **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 see: http://calendar.itagc.org/docs/ITAGC_Calendar_10759.pdf; or e-mail: rsvp@itagc.org.
- April 17 ***MARKETING STRATEGIES FOR GLOBAL TRADE SHOWS: ONE SIZE DOES NOT FIT ALL.*** Luncheon program sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Larry Kulchawik**, Author, *Trade Shows from One Country to the Next*, who will examine three critical areas when planning for a trade show abroad: Rules & regulation differences; Exhibit design style; Cultural differences when engaging with a global buyer. 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_10852.pdf; or e-mail: rsvp@itagc.org.

FEATURED ITA/GC PROGRAMS

Apr. 30 ***STOPFAKES ROADSHOW***. Event organized by the U.S. Department of Commerce, sponsored and hosted by K&L Gates LLP, and supported by the: Illinois District Export Council; Illinois Office of Trade & Investment; **International Trade Association of Greater Chicago**; Organization of Women in International Trade; Women Entrepreneurs Grow Global. Experts from multiple government agencies will deliver critical information about intellectual property to audiences that need it most – start-ups, entrepreneurs, small and medium-sized businesses, independent creators, and inventors. Participants will receive information on a range of topics, including: identifying and protecting their various intellectual property assets; mechanisms for obtaining IP protection in overseas markets; strategies for determining where to seek protection; and the value of copyright and trade secrets protection to their businesses. Presentations will also address how to combat counterfeits on international e-commerce sites and what additional government resources are available to help U.S. business bolster intellectual property protections. 8:30 a.m. – 5:00 p.m., K&L Gates, 70 West Madison Street, Chicago. Fee: \$45. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=9QE9>.

Of Note:

Rebalancing Trade to Benefit Americans: The President's 2019 Trade Policy Agenda: Prepared by the Office of the U.S. Trade Representative and released by the Administration on March 1, the report claims that the Trump administration inherited a “deeply flawed global trading system that put U.S. companies and workers at an unfair disadvantage and discouraged true market competition.” In response, “the Administration has undertaken a major revision of U.S. trade obligations – as well as much stricter enforcement of U.S. trade laws – to create a fairer and more efficient global economy.” In 2019, the Administration will urge Congress to ratify the USMCA and will continue to press China to address long-standing U.S. concerns about unfair practices. Further, “[the] Administration intends to launch new trade negotiations with Japan, the European Union, and the United Kingdom to provide even more opportunities for U.S. workers and exporters. All of this effort is part of an ongoing upgrade to adjust U.S. trade policy to the realities of the 21st century economy.” For the complete report, please see: https://ustr.gov/sites/default/files/2019_Trade_Policy_Agenda_and_2018_Annual_Report.pdf.

U.S. Will Terminate GSP Designation for India and Turkey: The Administration announced on March 4 that the United States intends to terminate India's and Turkey's designations as beneficiary developing countries under the Generalized System of Preferences (GSP) program because they no longer comply with the statutory eligibility criteria. India's termination from GSP follows its failure to provide the United States with assurances that it will provide equitable and reasonable access to its markets in numerous sectors. Turkey's termination from GSP follows a finding that it is sufficiently economically developed and should no longer benefit from preferential market access to the United States market. By statute, these changes may not take effect until at least 60 days after the notifications to Congress and the governments of India and Turkey, and will be enacted by a Presidential Proclamation. For more information, please see: <https://ustr.gov/about-us/policy-offices/press-office/press-releases/2019/march/united-states-will-terminate-gsp>.

WTO Trade Indicator Points to Slower Trade Growth into First Quarter of 2019: Trade weakness is likely to extend into the first quarter of 2019, according to the WTO's latest World Trade Outlook Indicator. The simultaneous decline of several trade-related indicators should put policy makers on guard for a sharper slowdown should the current trade tensions remain unresolved. Weakness in the overall index was driven by steep declines in the component indices, which appear to be under pressure from heightened trade tensions. Indices for export orders (95.3), international air freight (96.8), automobile production and sales (92.5), electronic components (88.7) and agricultural raw materials (94.3) have shown the strongest deviations from trend, approaching or surpassing previous lows since the financial crisis. For the complete report, please see: https://www.wto.org/english/news_e/news19_e/wtoi_19feb19_e.htm.

Trade Wars: The Pain and the Gain: A new study by the United Nations Conference on Trade & Development looks at the repercussions of existing U.S. and Chinese tariff hikes, as well as the effects of the increase scheduled for March 1. The study underlines that bilateral tariffs would do little to help domestic firms in their respective markets. It estimates that of the \$250 billion in Chinese exports subject to U.S. tariffs, about 82% will be captured by firms in other countries, about 12% will be retained by Chinese firms, and only about 6% will be captured by U.S. firms. Similarly, of the approximately \$85 billion in U.S. exports subject to China's tariffs, about 85% will be captured by firms in other countries, U.S. firms will retain less than 10%, while Chinese firms will capture only about 5%. The study is here: <https://unctad.org/en/Pages/DITC/DITC.aspx>.

Update to China's Cross-Border eCommerce Policy: On November 28, 2018, various Chinese agencies jointly issued a policy update (no. 486) for the regulation of cross-border eCommerce (CBEC) retail imports. The CBEC policy update entered into force on January 1, 2019. The CBEC policy notice states that retail goods imported via cross-border e-commerce platforms will be regulated as imported items for personal use and not be subject to the requirements for licensing, registration or filing related to goods imported through traditional trade. An unofficial translation of the CBEC policy notice is here: https://gain.fas.usda.gov/Recent%20GAIN%20Publications/Update%20to%20China's%20Cross-Border%20eCommerce%20Policy_Shanghai%20ATO_China%20-%20Peoples%20Republic%20of_2-15-2019.pdf.

USTR Releases 2018 Reports on China's and Russia's WTO Compliance: As required by law, on February 4 the Office of the U.S. Trade Representative released annual reports assessing China's and Russia's implementation of their respective World Trade Organization (WTO) commitments.

The complete report on China's WTO compliance can be found here: <https://ustr.gov/sites/default/files/2018-USTR-Report-to-Congress-on-China%27s-WTO-Compliance.pdf>.

The complete report on Russia's WTO compliance can be found here: <https://ustr.gov/sites/default/files/Russia-2018-WTO-Report.pdf>.

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.

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- Mar. 11 **RENEWABLE ENERGY IN OMAN.** Direct Line webinar sponsored by the Bureau of Economic & Business Affairs, U.S. Department of State. **Marc J. Sievers**, U.S. Ambassador to Oman leads a discussion on opportunities in Oman's renewable energy sector with: **Andrew Rae**, Oman Power and Water Procurement; **Hilal Al-Ghaithi**, Authority for Electricity Regulation; and **Seti Gabriel**, GlassPoint Solar. 9:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.state.gov/e/eb/directline/events/289885.htm>.
- Mar. 11 **SUCCESSFUL MARKET ENTRY IN THE U.S.** Webinar – in German – sponsored by the German American Chamber of Commerce of the Midwest. Experts from Barnes and Thornburg LLC and Roedl & Partner will share their expertise in the field and provide valuable details on the dos and don'ts of market entry in uncertain times. 9:30 – 10:30 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg3x3s5o50be3368&oseq=&c=&ch=>.
- Mar. 11 **IMPORTING FOOD INTO THE U.S.: FDA ISSUES THAT DAMAGE FOOD IMPORTERS.** Webinar, sponsored by ComplianceOnline, will address importer concerns under new FDA laws and regulations, particularly those under the new Food Safety Modernization Act (FSMA), which is the most sweeping reform of FDA's safety authority in more than 70 years. 12:00 – 1:00 p.m. CDT. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/importing-food-into-the-united-states-webinar-training-705959-prdw>.

- Mar. 11 ***TOHOKU UPDATE: WHAT'S BEING DONE TO BUILD A POSITIVE FUTURE – FIRST-HAND INSIGHTS ON THE CURRENT PROGRESS.*** Program, reception and sake tasting sponsored by JETRO Chicago and the Japan America Society of Chicago, and with the support of the Consulate General of Japan in Chicago, the Japanese Chamber of Commerce and Industry of Chicago, and Chicago Sister Cities International. Presentations by: **Yoshiyuki Koyano**, Director-General for International Affairs, Business and Tourism, Commerce, Industry and Tourism Department, Miyagi Prefectural Government; **Rob LoBreglio**, Brewmaster, Co-Founder and Vice President, Great Dane Pub and Brewing Co., Madison, WI; **Michelle Beshaw**, Buyer and Merchandise Manager, Brooklyn Museum, Brooklyn, NY. 5:30 – 8:15 p.m., Chez, 247 East Ontario Street, Chicago. No charge; advance registration required. For information & registration, please see: <http://jaschicago.org/events/tohoku-update-2/>.
- Mar. 12 ***EXPORT 101.*** Program sponsored by the Illinois SBDC International Trade Center at the Center for Entrepreneurship, College of DuPage. Presentation will help you: Gain basic knowledge about the export process, INCOTERM, payment and much more; Learn how to look for clients in the global market; Determine if your business is ready for exporting and/or have your mindset prepared. 10:00 a.m. – 12:00 p.m., Center for Entrepreneurship, 2525 Cabot Drive, Lisle, IL. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/30696>.
- Mar. 12 ***HOW TO WRITE AN EFFECTIVE EXPORT PLAN.*** Webinar, sponsored by the World Trade Research Institute, will help you learn all the aspects that go into an export plan and how to put them together for success in foreign markets. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg27cora4c2ede9f&oseq=&c=&ch=>.
- Mar. 12 ***MOROCCO LAND AND EMPLOYABILITY PROCUREMENT OPPORTUNITY.*** Webinar, sponsored by the Millennium Challenge Corporation, will discuss the upcoming design-build opportunity related to two waste water treatment facilities in Morocco. 11:00 a.m. – 12:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.mcc.gov/news-and-events/event/outreach-031219-morocco>.
- Mar. 12 ***FROM METALS TO MILK: THE IMPACT OF TRADE POLICY ON WISCONSIN BUSINESS.*** Luncheon program sponsored by the Madison International Trade Association. Presentations by: **Kelsey Murphy**, Compliance Counsel, Modine Manufacturing, and **Shawna Morris**, Vice President, Trade Policy, U.S. Dairy Export Council. 11:30 a.m. – 2:00 p.m., Fluno Center, 601 University Avenue, Madison, WI. MITA Members - \$35 (by March 5; \$45 thereafter); Non-members - \$50 (by March 5; \$60 thereafter). For information & registration, please see: <http://mitatrade.org/events/details/from-metals-to-milk-the-impact-of-trade-policy-on-wisconsin-business>.
- Mar. 12 ***DIY ENCRYPTION CLASSIFICATION 2019 EDITION.*** Webinar sponsored by the Export Compliance Training Institute. Participants will receive an encryption classification questionnaire reflecting all 2018 changes and will be guided through the template and coached on how to customize it for companies in different industries. We will also work through case studies involving products classified as EAR99, 5×992 and 5×002. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/diy-encryption-classification-2019-edition/>.
- Mar. 12 ***FACC MONTHLY LUNCHEON.*** Event sponsored by the French-American Chamber of Commerce Chicago. Presentation by **Brecken Swanberg**, Operations Manager, Ode à la ROSE. 12:00 – 2:00 p.m., Marchesa, 535 North Wells Street, Chicago. FACC Members - \$44; Non-members - \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg1o28ftb18058a0&oseq=&c=&ch=>.

- Mar. 12 ***FDA FSMA FINAL RULES ON THE SANITARY TRANSPORTATION OF HUMAN AND ANIMAL FOODS.*** Webinar, sponsored by ComplianceOnline, is intended to provide early review if non-shelf stable food is offered for or enters interstate commerce by shippers, receivers, carriers, exporters, importers, trucking, oceangoing vessels, rail, and air. 12:00 – 1:00 p.m. CDT. Fee: \$179. For information & registration, please see: <https://www.complianceonline.com/fda-fsma-proposed-rules-for-sanitary-transportation-of-human-and-animal-food-webinar-training-703363-prdw>.
- Mar. 12 ***IERG CHICAGO CHAPTER MARCH NETWORKING MIXER.*** Sponsored by the International Executives Resource Group – Chicago Chapter, executives, managers, entrepreneurs and others interested in making new acquaintances and contacts are welcome to join IERG members for a lively evening of networking. 5:30 – 8:00 p.m., HighLine, 169 West Kinzie Street, Chicago. No charge; cash bar. For information & registration, please see: https://www.iergonline.org/index.php?option=com_mc&view=mc&mcid=72&eventId=553632&orgId=ierg&recurringId=0.
- Mar. 13 ***TRADE IN THE TRENCHES.*** Breakfast Roundtable sponsored by the **International Trade Association of Greater Chicago**. Please join us for an informal discussion of trade issues and remedies. 7:00 – 9:00 a.m., Comfort Inn O’Hare/Des Plaines, 2175 East Touhy Avenue, Des Plaines, IL. ITA/GC Members - \$20; Non-members - \$30. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_10903.pdf; or e-mail: rsvp@itagc.org.
- Mar. 13 ***RUN A GLOBAL PERSONAL CARE COMPANY.*** Breakfast workshop sponsored by Women Entrepreneurs Grow Global and Associated Bank. Presentation by **Jacqueline Smith**, CEO, Kiesque. 8:30 – 11:30 a.m., Associated Bank, 525 West Monroe Street, 15th Floor, Chicago. Fee: \$40. For information & registration, please see: <https://www.eventbrite.com/e/wegg-workshop-roundtable-discussion-with-jacqueline-smith-ceo-kiesque-tickets-56688344364>.
- Mar. 13 ***GLOBAL E-COMMERCE.*** Webinar, sponsored by the World Trade Research Institute, will provide information you will need to complete international online sales and explain how to integrate that information in your sales fulfillment process. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg27corz40a66e7a&oseq=&c=&ch=>.
- Mar. 13 ***CORNERSTONES OF ITAR COMPLIANCE: LICENSES & AGREEMENTS.*** Webinar, sponsored by the Export Compliance Training Institute, will address the Department of State’s licenses and agreements, including Technical Assistance Agreements (TAA), Manufacturing License Agreements (MLA), and the Warehouse and Distribution Agreement (WDA). 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/cornerstones-of-itar-compliance-licenses-agreements/>.
- Mar. 13 ***HOW TO AVOID TARIFFS, INCLUDING SECTION 301 DUTIES, ON GOODS FOR THE HANDICAPPED.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review important terms and conditions related to duty-free treatment under HTSUS subheadings 9817.00.92 through 9817.00.96, and how affected companies can take advantage of it. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Nairobi-Protocol-Webinar-021419.html>.
- Mar. 13 ***U.S. AND CHINA: ECONOMIC POWERS AT ODDS.*** Program sponsored by The Chicago Council on Global Affairs. Presentations by **Phil Levy**, Senior Fellow, Global Economy, and **Derek Scissors**, Resident Scholar, American Enterprise Institute. 3:45 – 5:00 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-and-china-economic-powers-odds>.

- Mar. 13 ***SABC ANNUAL MEMBERS MEETING AND INNOVATION INITIATIVE EVENT.*** Sponsored by the Swiss-American Business Council, the event features a presentation and tour of the Sonova USA facility, followed by a reception and light dinner. 6:00 – 8:45 p.m., Sonova USA Inc., 444 North Commerce Street, Aurora, IL. No charge; non-members welcome. For information & registration, please e-mail: sutha.heck@sabcnow.com.
- Mar. 14 ***5 COMMON MISTAKES TO AVOID WITH YOUR INTELLECTUAL PROPERTY.*** Breakfast seminar sponsored by the French-American Chamber of Commerce Chicago. Presentations by **Anne Pansard**, Owner, Pansard & Associates - Cross-Border Attorney, and **Randy Micheletti**, Owner/Partner, Incubate IP. 8:30 – 10:30 a.m., FACC, 205 North Michigan Avenue, 37 Floor, Chicago. FACC Members - \$25; Non-members - \$35. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efxrdcpof94f27a7&oseq=&c=&ch=>.
- 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. 14 ***NEW AD/CV DUTIES ON WOODEN CABINETS AND VANITIES: WHAT YOU NEED TO KNOW.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will address key issues such as how companies can fight this case within the first 45 days and long-term strategies that should be considered. 1:00 – 1:30 p.m. CDT. Fee: \$50. For information & registration, please see: <https://www.strtrade.com/events-New-AD-CV-Duties-Wooden-Cabinets-Vanities-031419.html>.
- Mar. 15 ***THE U.S.-COLOMBIA FREE TRADE AGREEMENT.*** Webinar, sponsored by the World Trade Research Institute, will explain the details of the agreement and how you can take advantage of this exciting opportunity. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg27coss132fde2f&oseq=&c=&ch=>.
- Mar. 18 - ***STATE OF ILLINOIS MULTI-SECTOR MISSION TO AFRICA (ADDIS ABABA, NAIROBI).*** Illinois 22 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. 18 ***EXPORT2EUROPE: DOING BUSINESS IN SPAIN AND PORTUGAL.*** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of each market, trends, business opportunities, and key projects with practical advice from European experts. 11:00 a.m. – 12:00 p.m. CDT. Fee: \$50. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=9QE3>.

- Mar. 19 **INTERNATIONAL EXPANSION AND MANAGING NEW AGE SUPPLY CHAIN.** Program sponsored by the Midwest International Trade Association. Panelists include: **David Gnuse**, Vice President of Operations, Lozier Corporation (*Shifting Supply Chains*); **Juan José Miceli**, Latin American Business Specialist, International Group, LI-COR Biosciences (*Selling through Distributors*); **Barry Ruffalo**, Group President – Engineered Support Structures, Valmont Industries, Inc. (*Joint Ventures*). 8:00 – 11:45 a.m., Tiburon Golf Course Clubhouse, 10302 South 168th Street, Omaha, NE. MITA Members - \$35; Non-members - \$75. For information & registration, please see: <http://mitaonline.org/events/international-expansion-managing-new-age-supply-chain/>.
- 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. 19 **HOW TO ACCESS THE HEALTHCARE MARKET IN BRAZIL.** Webinar, sponsored by the U.S. Commercial Service, will address the new government’s plan to invest billions in healthcare expansion, mostly in: data management; services; prevention; senior care; diagnostics; chronic disease treatment; and professional education. 12:00 – 1:00 p.m. CST. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39173&InputType=EVENT.
- Mar. 19 **NETWORK AND LEARN ABOUT MORE WAYS TO INVEST IN ISRAEL.** Luncheon program sponsored by the American – Israel Chamber of Commerce Chicago. Panelists include: **Jacob L. Hartz**, Lenox Advisors, Inc.; **Bernard Hasten**, Israel Stake; **Brandon Pevnick**, Angeles Investments; **Steven Schoenfeld**, BlueStar Indexes; **Yaniv Zilberman**, Geshar Capital. 12:00 – 1:30 p.m., Katten Muchin Rosenman LLP, 525 West Monroe Street, Chicago. AICC Members – No charge; Non-members - \$25. For information & registration, please see: <https://www.eventbrite.com/e/network-and-learn-about-more-ways-to-invest-in-israel-tickets-56950464372>.
- Mar. 19 **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, thus helping your company evaluate the opportunity. 2:00 – 3:00 p.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg27cow51bbd5182&oseq=&c=&ch=>.
- 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 ***EXPORT OPPORTUNITIES IN FRANCE AND THE UK/POTENTIAL IMPACT OF BREXIT.*** Breakfast program sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association. Presentation by **Terry Potter**, Wisconsin Economic Development Corporation's Authorized Trade Representative for France and the United Kingdom, who will discuss market opportunities in France and the U.K. and possible impacts of Brexit. 8:00 – 10:00 a.m., MMAC, 756 North Milwaukee Street, Suite 400, Milwaukee, WI. WTA Members - \$20; Non-members - \$30. For information & registration, please see: <http://web.mmac.org/events/Export-Opportunities-in-France-and-the-UKPotential-Impact-of-Brexit-2219/details>.
- Mar. 20 ***EXPORT DOCUMENTATION – EXPORT OVERVIEW.*** Workshop sponsored by the Illinois SBDC International Trade Center at the Industrial Council of Nearwest Chicago. Presentation by **Paul Jarzombek**, Chief Operating Officer and Director, LR International, who will provide an overview of the export process, identify the necessary service providers, examine the available payment options, and discuss compliance issues. 8:30 – 10:30 a.m., ICNC, 320 North Damen Avenue, Chicago. No charge; advance registration required. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?oeidk=a07eg4bn6zt13ae25a7&llr=ei5vsbcab>.
- Mar. 20 ***CORNERSTONES OF ITAR COMPLIANCE: ADMINISTRATION, DOCUMENTATION & SHIPPING.*** Webinar, sponsored by the Export Compliance Training Institute, will address the specific actions you need to take when you export hardware under a license, hardware under an exemption, or if you are exporting data under a license, agreement, or exemption. 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/cornerstones-of-itar-compliance-administration-documentation-shipping/>.
- Mar. 20 ***ROUNDTABLE WITH ASIAN DEVELOPMENT BANK.*** Sponsored by the U.S. Commercial Service – Chicago, this event will focus on how to identify and pursue ADB business opportunities as well as how to bid successfully for ADB-financed projects. Presentation by **Bart Édes**, the Asian Development Bank's representative in North America, who will also discuss the economic outlook for Asia in 2019. 12:00 – 2:00 p.m., 233 North Michigan Avenue, Chicago. No charge; advance registration required. For information & registration, please e-mail: office.chicago@trade.gov.
- Mar. 20 ***CYBER SECURITY OPPORTUNITIES IN EUROPE.*** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of industry drivers, trends, key players, and market entry strategies. Speakers include **Talal Rajab**, Head of Cyber and National Security, Tech UK, and **Christopher Domans**, Infosecurity Group, Reed Exhibitions. 1:00 p.m. CDT. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39199&InputType=EVENT.
- Mar. 20 ***WHAT YOU NEED TO KNOW ABOUT CUSTOMS AND TRADE LAWS AND THE AGENCIES THAT ENFORCE THEM.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will acquaint importers and exporters with the functions of these agencies, how they interact with each other, and how they affect trade operations. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Customs-Trade-Laws-and-Agencies-032019.html>.

- 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: **Beatriz Vivas**, Consul General of **Argentina**; **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 see: http://calendar.itagc.org/docs/ITAGC_Calendar_10759.pdf.
- Mar. 20 ***EUROPEAN PROFESSIONALS NETWORKING COCKTAIL.*** Event sponsored by the French-American Chamber of Commerce Chicago and the German-American Chamber of Commerce, Midwest in partnership with: Advantage Austria; Danish-American Chamber of Commerce-Midwest; Dutch-American Chamber of Commerce; Finnish-American Chamber of Commerce; Italian-American Chamber of Commerce; Latvian-American Chamber of Commerce; Norwegian-American Chamber of Commerce; Polish-American Chamber of Commerce; Swedish-American Chamber of Commerce; & the Trade Commission of Spain. 5:30 – 7:30 p.m., Potter's Burger Bar, Palmer House Hilton, 17 East Monroe Street, Chicago. Members of sponsoring organizations - \$15; Non-members - \$25. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg0syh1g0aec7cdd&oseq=&c=&ch=>.
- Mar. 21 ***WATER INDUSTRY WORKSHOP AND PROCUREMENT SEMINAR WITH THE WORLD BANK.*** Event sponsored by the U.S. Commercial Service Wisconsin, The Water Council, and the Wisconsin Economic Development Corporation. In addition to learning about water-related procurement opportunities through World Bank-financed projects and recent World Bank procurement reforms, water industry sub-sector roundtables will be offered with World Bank officials. Roundtable participants will help identify recurring procurement problems in Bank-financed projects in the water sector and suggest solutions to achieve improved procurement and development outcomes. One-on-one meeting opportunities will be available in the afternoon with World Bank officials, The Water Council, Wisconsin Economic Development Corporation, and U.S. Commercial Service representatives. 8:00 a.m. – 4:00 p.m., Badger Meter Inc., 4545 West Brown Deer Road, Milwaukee, WI. No charge; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/water-industry-workshop-and-procurement-seminar-with-the-world-bank-registration-53968845269>.
- Mar. 21 ***[INTERNATIONAL] DROP SHIPMENTS.*** Program sponsored by the Midwest Global Trade Association. Presentation by **Catherine Petersen**, President, C J Petersen & Associates, LLC. 8:00 – 11:45 a.m., Smiths Medical, 6000 Nathan Lane North, Minneapolis, MN. MGTA Members - \$50; Non-members - \$75. For information & registration, please see: <https://www.mgta.org/events/EventDetails.aspx?id=1206544&group=>.

- Mar. 21 ***TRADE OPPORTUNITIES AND DOING BUSINESS IN PAKISTAN.*** Webinar sponsored by the U.S. Department of Commerce and the Pakistan Ministry of Commerce. Speakers include: **Muhammad Ashraf**, Director General of Trade Policy, Pakistan Ministry of Commerce; **Syed Bakhtiyar Kazmi**, Partner, KPMG Taseer Hadi & Company; **Aisha Humera Moriani**, Joint Secretary of the Americas, Pakistan Ministry of Commerce; **Diane Farrell**, Deputy Assistant Secretary for Asia, U.S. Department of Commerce. 8:00 – 9:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39163&InputType=EVENT.
- Mar. 21 ***REGULATORY HEALTHCARE UPDATES SERIES: CANADA.*** Third of four webinars, sponsored by the U.S. Commercial Service Global Healthcare Team, will inform U.S. medical products exporters about the regulatory environment in Canada. 10:00 a.m. CDT. Fee: \$50. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39155&InputType=EVENT.
- Mar. 21 ***EU PRODUCT STANDARDS: HOW TO GET A CE MARK.*** Webinar, sponsored by the World Trade Research Institute, will explain the complicated process for getting a CE Mark which is required to sell your products in the European market. 10:00 – 11:30 a.m. CDT. Fee: \$105. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg27covh8bd9863c&oseq=&c=&ch=>.
- Mar. 21 ***INTERNATIONAL TRADE FINANCE – INCOTERMS 2010.*** Webinar, sponsored by ComplianceOnline, will help exporters understand International Commercial Terms, or INCOTERMS, published by the International Chamber of Commerce and how to select the correct one for their transactions (who pays for freight, insurance and customs duties). 12:00 – 1:30 p.m. CDT. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/international-trade-finance-incoterms-2010-webinar-training-705979-prdw>.
- Mar. 21 ***TRUMP ADMINISTRATION TRADE ACTIONS UPDATE & USMCA (NAFTA 2.0).*** Luncheon program sponsored by the South Dakota International Trade Center. Presentation by **Sean T. Murray**, Partner, Miller & Company P.C. 12:15 – 4:30 p.m., University Center Avera Hall, 4801 North Career Avenue, Sioux Falls, SD. Fee: \$125 (in-person); \$100 (webinar). For information & registration, please see: <https://www.eventbrite.com/e/trump-administration-trade-actions-update-usmca-nafta-20-with-sean-t-murray-esq-tickets-55492488527>.
- Mar. 21 ***UNITED STATES-MEXICO-CANADA AGREEMENT (USMCA).*** Program sponsored by the Midwest Global Trade Association. Presentation by **John D. Goodrich**, Principal, JD Goodrich and Associates. 12:30 – 4:45 p.m., Smiths Medical, 6000 Nathan Lane North, Minneapolis, MN. MGTA Members - \$50; Non-members - \$75. For information & registration, please see: <https://www.mgta.org/events/EventDetails.aspx?id=1206544&group=>.
- Mar. 21 ***ESSENTIAL DUE DILIGENCE & BLITZ SCAM SCREENING.*** Webinar, sponsored by the U.S. Commercial Service and GloBIS, will outline what you absolutely need to know about all your business partners; whether you should drop a business relationship or pursue it; walk you through a standard credit report; highlight red flags and help you recognize when you need to conduct further due diligence. 1:00 p.m. CDT. Fee: \$35. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39194&InputType=EVENT.
- Mar. 21 ***HONG KONG SMART CITIES OPPORTUNITIES.*** Webinar, organized by the U.S. Consulate General in Hong Kong, will feature presentations by government and private sector experts on smart city development and related business opportunities in Hong Kong. 8:00 – 9:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39290&InputType=EVENT.

- Mar. 24 - **TRADE MISSION TO SOUTHERN CONE REGION.** The United States Department of Commerce, 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 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. 26 **TRADE FINANCE & FOREIGN EXCHANGE.** Program sponsored by the Illinois SBDC International Trade Center at the Center for Entrepreneurship, College of DuPage. Presentations by **Angie Kappel**, Vice President Foreign Exchange, Associated Bank, and **Paul Eversman**, Vice President Foreign Exchange & Trade Finance, Associated Bank. 10:00 a.m. – 12:00 p.m., Center for Entrepreneurship, 2525 Cabot Drive, Lisle, IL. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/30686>.
- Mar. 26 **MILLENNIUM CHALLENGE CORP FORECAST.** Webinar, sponsored by the U.S. Commercial and the Millennium Challenge Corporation, will explore the upcoming forecast for projects; participants will hear of opportunities for SMEs to secure business in A/E, infrastructure and energy. 11:00 a.m. CDT. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39276&InputType=EVENT.
- 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>.

- Mar. 27 ***ACQUISITION HOUR: DOING BUSINESS WITH THE UNITED NATIONS.*** Webinar sponsored by the: U.S. Department of Commerce, International Trade Administration; National Contract Management Association (NCMA) - Wisconsin Chapter; Wisconsin Procurement Institute (WPI). Presentations by **Carmela Mammias**, Director, U.S. Commercial Service, and **Dmitri G. Dovgopoly**, Director, UN Headquarter Procurement Division. 12:00 – 1:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.wispro.org/event/acquisition-hour-doing-business-with-united-nations/>.
- Mar. 27 ***TRADE IN TURMOIL [MONTHLY UPDATE].*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide an update on the latest trade policy developments and predictions on what we can expect in the near future. 1:00 – 1:30 p.m. CST. Fee: \$50. For information & registration, please see: <https://www.strtrade.com/events-Trade-In-Turmoil-Update-032719.html>.
- Mar. 28 ***ANTI-DUMPING (AD) AND COUNTERVAILING DUTIES (CVD).*** Webinar, sponsored by ComplianceOnline, will describe the basics of Anti-Dumping (AD) and Countervailing Duties (CVD) Law, Process, Petitions, Filing, and Chronology of Events. 12:00 – 1:30 p.m. CDT. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/anti-dumping-and-countervailing-duties-webinar-training-705999-prdw>.
- Mar. 28 ***EXPORT CONTROLS.*** Webinar, sponsored by the Los Angeles Customs Brokers & Freight Forwarders Association, will be an introduction to export controls under the International Traffic in Arms Regulations and the Export Administration Regulations and determining jurisdiction between the two regulations. 12:00 – 1:00 p.m. CDT. LACBFFA Members - \$30 (by March 26; \$40 thereafter); Non-members - \$35 (by March 26; \$45 thereafter). For information & registration, please see: <https://www.lacbffa.org/events/032819-export-controls-1>.
- Mar. 28 ***THEORY OF (R)EVOLUTION: CANADIAN DOLLAR OUTLOOK 2019.*** Webinar sponsored by Cambridge Global Payments. Experts will explore how changes currently underway in the global ecosystem are likely to force Canada into another evolutionary change – with profound implications for the economy and the Canadian dollar. 1:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://event.on24.com/eventRegistration/EventLobbyServlet?target=reg20.jsp&referrer=&eventid=1953805&sessionid=1&key=B95647B0CD1644F503D025D92005200D®Tag=&sourcepage=register>.
- Mar. 29 ***WHEN YOU DISAGREE WITH CUSTOMS...*** Seminar sponsored by the International Trade Club of Chicago. Presentation by **Brian F. Walsh**, Barnes, Richardson & Colburn, LLP, who will address: *Protests; Applications for Future Review; CF-29 Responses; Penalty and Liquidated Damages Petitions; Offers in Compromise; Prior Disclosures.* 9:00 – 11:00 a.m., Wintrust Financial Corp, 9700 West Higgins Road, 2nd Fl, Rosemont, IL. ITCC Members - \$60; Non-members - \$95. For information & registration, please see: <https://itcc.wildapricot.org/event-3306413>.
- Apr. 1 ***INTRODUCTION TO EXPORTING.*** Event sponsored by the Central Asian Productivity Research Center and Global Programs, College of Business, Northern Illinois University. Topics include: *Introduction to Exporting; International Marketing; Understanding the Cultural Aspects of Marketing; Overview of Legal Aspects; Understanding the Financial Aspects of Exporting; Understanding Logistics.* 9:00 a.m. – 2:00 p.m., Northern Illinois University Loop Center, 105 West Madison Street, 7th Floor, Chicago. No charge; advance registration required. For information & registration, please e-mail: lepinske@sbcglobal.net.
- 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. 2 ***DUTY DRAWBACK – NEW OPPORTUNITIES.*** Webinar, sponsored by the U.S. Commercial Service, will be conducted by a team of three senior managers from International Tariff Management, Inc. Topics include: *Introduction to duty drawback; Who can take advantage of duty drawback; What is required to implement a program; How the new law (TFTEA) significantly expands the opportunity; Process for filing duty drawback claims with U.S. Customs and Border Protection; Recordkeeping requirements; Ways your company can benefit from TFTEA.* 12:00 – 1:00 p.m. CDT. Fee: \$15. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39284&InputType=EVENT.
- Apr. 2 ***CORNERSTONES OF EAR COMPLIANCE: CONTROLLED ITEMS, ACTIVITIES, & HARDWARE CLASSIFICATION.*** Webinar, sponsored by the Export Compliance Training Institute, will help you understand what the EAR controls, and does not control, as the first step in the process of determining how the regulations could, and likely will, apply to your business. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/cornerstones-of-ear-compliance-controlled-items-activities-hardware-classification/>.
- Apr. 3 ***ANNUAL MEXICO LEGAL, TAX AND FISCAL UPDATE FOR 2019.*** Program sponsored by the U.S.-Mexico Chamber of Commerce, Mid-America Chapter. Experts from Baker & McKenzie, Plante Moran, RSM, Citi Bank and Grupo Estrategia Política will provide the most recent guidelines for those companies trading with, investing in, or operating in Mexico with highlights on policies of the new AMLO administration, the President’s new Border Free Zone Program, the USMCA trade agreement, the economic outlook, and guidance for executives looking forward. 8:00 – 11:45 a.m., Baker & McKenzie, 300 East Randolph Drive, 51st Floor, Chicago. USMCoC Members - \$30; Non-Members - \$45. For information & registration, please see: www.usmcoc.org/events, or e-mail: ralph.b@usmcoc.org.
- Apr. 3 ***SILK ROAD CONFERENCE.*** 15th Annual event sponsored by the Central Asian Productivity Research Center and Northern Illinois University. Topics include: *Central Asia: A Timely Overview; Agriculture Report; Structural Reforms and Business Climate in Azerbaijan; China; Kazakhstan; Pakistan – An Emerging Pakistan; Turkey’s Enterprising and Humanitarian Foreign Policy; Uzbekistan; Hong Kong; Sustainable Tourism Development in Indonesia; Central Asia’s Labor Migration; Hemingway in Azerbaijan; Soybeans and Illinois Exports.* 8:00 a.m. – 5:00 p.m., Illinois Institute of Technology, Kent College of Law Auditorium, 565 West Adams Street, Chicago. CAPRC Members - \$35; Non-members - \$45. For information & registration, please e-mail: lepinske@sbcglobal.net.
- Apr. 4 ***REGULATORY HEALTHCARE UPDATES SERIES: EUROPEAN UNION.*** Last of four webinars, sponsored by the U.S. Commercial Service Global Healthcare Team, will inform U.S. medical products exporters about the regulatory environment in the EU. 10:00 a.m. CDT. Fee: \$50. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39162&InputType=EVENT.
- Apr. 6 - ***HEALTHCARE TECHNOLOGIES AND SERVICES TRADE MISSION TO SAUDI ARABIA, KUWAIT,***
11 ***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 - ***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. 9 ***EXPORT 101.*** Program sponsored by the Illinois SBDC International Trade Center at the Center for Entrepreneurship, College of DuPage. Presentation will help you: Gain basic knowledge about the export process, INCOTERM, payment and much more; Learn how to look for clients in the global market; Determine if your business is ready for exporting and/ or have your mindset prepared. 10:00 a.m. – 12:00 p.m., Center for Entrepreneurship, 2525 Cabot Drive, Lisle, IL. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/30697>.
- Apr. 10 ***DOING BUSINESS IN THE ATLANTIC PROVINCES OF CANADA.*** Webinar, sponsored by the U.S. Commercial Service, is designed to educate U.S. companies on market opportunities and key projects in the Atlantic Provinces in Canada. Best prospect sectors include marine technologies, port infrastructure, and architecture and engineering services. 10:00 a.m. CDT. Fee: \$35. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39285&InputType=EVENT.
- Apr. 10 ***CORNERSTONES OF EAR COMPLIANCE: TECHNOLOGY & SOFTWARE CLASSIFICATION, AND NO LICENSE REQUIRED (NLR) DETERMINATION.*** Webinar, sponsored by the Export Compliance Training Institute, will highlight and explain the key areas of the CCL and the EAR that play a decisive role in determining the ECCN for your technology and software. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/cornerstones-of-ear-compliance-technology-software-classification-and-no-license-required-nlr-determination/>.
- Apr. 10 ***IMPORT COMPLIANCE BOOTCAMP.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide comprehensive overview of import laws, regulations and best practices, and will give you the resources and information you need to tackle a variety of trade compliance issues with authority. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Import-Compliance-Bootcamp-041019.html>.
- Apr. 11 ***FOREIGN DIRECT INVESTMENT WORKSHOP (FDI 201).*** Program sponsored by SelectChicago®. Come find out what over 47 communities, counties and regions did to increase their business recruitment and expansion through Foreign Direct Investment (FDI) in 2018 and how SelectChicago® can help attract FDI throughout Chicagoland. 8:30 – 11:30 a.m., Rosalind Franklin University, 3333 Green Bay Road, North Chicago, IL. Fee: \$30 in advance; \$40 at the door. For information & registration, please see: <https://www.eventbrite.com.au/e/foreign-direct-investment-workshop-fdi-201-tickets-57831985024>.
- Apr. 12 ***U.S.-MEXICO CHAMBER OF COMMERCE, MID-AMERICA CHAPTER 25TH ANNIVERSARY CELEBRATION LUNCHEON.*** Event sponsored by the U.S.-Mexico Chamber of Commerce, Mid-America Chapter with Constellation Brands, Ingredion, Citibank, United Airlines, Baker & McKenzie. Invited honored guests are: the Honorable **Martha Bárcena Coqui**, Mexican Ambassador to the United States; the Honorable **James R. Jones**, former U.S. Ambassador to Mexico; the Honorable **William M. Daley**, Former White House Chief of Staff and Recipient of the U.S.-Mexico Chamber's Good Neighbor Award; and **Gery Chico**, Immediate Past President of the Mid-America Chapter. 11:30 a.m., The Peninsula Chicago, 108 East Superior Street, Chicago. For further information on attendance or sponsorship, please see: <https://www.usmcocma.org>, or contact Ralph Biedermann at ralph.b@usmcoc.org.

- Apr. 15 - **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. 16 **EXPORT2EUROPE: DOING BUSINESS IN THE NORDICS**. Webinar, sponsored by the U.S. Commercial Service, will provide a briefing on trends and opportunities in the Nordics: Sweden, Finland, Denmark, and Norway. 11:00 a.m. CDT. Fee: \$50. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39256&InputType=EVENT.
- Apr. 16 **EXPORT WHILE PROTECTING YOUR COMPANY'S INTELLECTUAL PROPERTY**. Luncheon program sponsored by the Illinois SBDC International Trade Center at the Industrial Council of Nearwest Chicago. Presentation by **Randy Micheletti**, Founder, Incubate IP, who will discuss how to protect your company's identity, product/services branding, and even proprietary technologies and methods. 11:30 a.m. – 1:30 p.m., ICNC, 320 North Damen Avenue, Chicago. No charge; advance registration required. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?llr=ei5vsbcab&oeidk=a07eg5841f334f282cb>.
- Apr. 16 **CFIUS UPDATE: NEW REQUIREMENTS TO MEET, NEW INDUSTRIES AFFECTED**. Webinar, sponsored by the Export Compliance Training Institute, will provide an overview of the current CFIUS rules, including when a mandatory declaration is required and the details such a declaration must include. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/cfius-update-new-requirements-to-meet-new-industries-affected/>.
- Apr. 17 **MARKETING STRATEGIES FOR GLOBAL TRADE SHOWS: ONE SIZE DOES NOT FIT ALL**. Luncheon program sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Larry Kulchawik**, Author, *Trade Shows from One Country to the Next*, who will examine three critical areas when planning for a trade show abroad: Rules & regulation differences; Exhibit design style; Cultural differences when engaging with a global buyer. 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_10852.pdf; or e-mail: rsvp@itagc.org.

- Apr. 17 **CORNERSTONES OF EAR COMPLIANCE: UNDERSTANDING LICENSE EXCEPTIONS & END-USE(R) CONTROLS.** Webinar, sponsored by the Export Compliance Training Institute, will highlight the issues to address when you use an exception and focus on the most widely used authorizations under the EAR. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/cornerstones-of-ear-compliance-understanding-license-exceptions-end-user-controls/>.
- Apr. 23 **NEW NAFTA 2.0 – USMCA.** Program sponsored by the Illinois SBDC International Trade Center at the Center for Entrepreneurship, College of DuPage. Presentation by **Lisa Victoria Waller**, Vice President and Co-owner, BDG International, Inc., who will discuss: USMCA vs. NAFTA; Rules to qualify and classify products; NAFTA Certificate of Origin; Best practices of maintaining proper export documents and shipping process. 10:00 a.m. – 12:00 p.m., Center for Entrepreneurship, 2525 Cabot Drive, Lisle, IL. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/30687>.
- Apr. 24 **EXPORT2EUROPE: DOING BUSINESS IN AUSTRIA AND HUNGARY.** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of each market, trends, business opportunities, and key projects with practical advice from European experts. 10:00 – 11:00 a.m. CDT. Fee: \$50. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=9QE1>.
- Apr. 24 **CORNERSTONES OF EAR COMPLIANCE: LICENSE APPLICATION PROCESS & EXPORT CLEARANCE.** Webinar, sponsored by the Export Compliance Training Institute, will walk you through the web-based system (SNAP-R) and explain how to tell the story of your application with the Who, What, and How of your transaction to BIS. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/cornerstones-of-ear-compliance-license-application-process-export-clearance/>.
- Apr. 25 **2019 EXPORT PITCH.** Event sponsored by Chicago Regional Growth Corporation and UPS. Ten finalists, representing small and medium-sized companies throughout the region, will pitch to a panel of judges on their plans for going global and win one of three grand prizes (\$5,000; \$2,500; \$1,000). 2:00 – 6:30 p.m., PowerForward DuPage, 28600 Bella Vista Parkway, IBEW Local 701 Building, Warrenville, IL. No charge; advance registration required. For information on becoming a participant or to attend as a guest, please see: https://www.eventbrite.com/e/2019-export-pitch-tickets-57029974188?mc_cid=bd80c5f2fc&mc_eid=3557b77165.
- Apr. 26 **HOW TO IMPROVE EXPORT COMPLIANCE WITH EFFECTIVE AUDITS.** Webinar, sponsored by the Export Compliance Training Institute, will provide a practical and instructive session on what you need to know about audits, including: *Vocabulary; Why a company should conduct an audit; BIS Audit Guidelines; Options for doing the audit: internal vs. external resources; Vetting outside law firms and consulting firms; How to budget and create a time table for an audit; How to develop an audit module; How to figure out who to interview and which documents to review.* 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/how-to-improve-export-compliance-with-effective-audits/>.
- 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 ***STOPFAKES ROADSHOW***. Event organized by the U.S. Department of Commerce, sponsored and hosted by K&L Gates LLP, and supported by the: Illinois District Export Council; Illinois Office of Trade & Investment; **International Trade Association of Greater Chicago**; Organization of Women in International Trade; Women Entrepreneurs Grow Global. Experts from multiple government agencies will deliver critical information about intellectual property to audiences that need it most – start-ups, entrepreneurs, small and medium-sized businesses, independent creators, and inventors. Participants will receive information on a range of topics, including: identifying and protecting their various intellectual property assets; mechanisms for obtaining IP protection in overseas markets; strategies for determining where to seek protection; and the value of copyright and trade secrets protection to their businesses. Presentations will also address how to combat counterfeits on international e-commerce sites and what additional government resources are available to help U.S. business bolster intellectual property protections. 8:30 a.m. – 5:00 p.m., K&L Gates, 70 West Madison Street, Chicago. Fee: \$45. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=9QE9>.
- 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>.
- Apr. 30 ***DIGITAL STRATEGIES FOR ECOMMERCE: EXPLORING THE ECOMMERCE SALES CHANNELS***. Webinar, sponsored by the U.S. Commercial Service, will provide an overview of the ecommerce sales channel, and how developing a digital strategy can help you to organize your business processes. 12:00 – 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=39259&InputType=EVENT.
- 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 6 - 13 ***TRADE WINDS 2019: INDO PACIFIC FORUM & MISSION***. Sponsored by the U.S. Commercial Service, the 2019 Trade Winds program includes an Indo-Pacific focused business forum in New Delhi, India consisting of regional and industry specific conference sessions as well as pre-arranged consultations with U.S. Diplomats representing commercial markets throughout the region. Customize an optional business matchmaking schedule, based on input from U.S. Commercial Specialists throughout the region, and grow your international sales through meetings with pre-screened potential buyers, agents, distributors and joint-venture partners in the following Indian cities on May 8-10: New Delhi, Mumbai, Ahmedabad, Bengaluru, Chennai, Hyderabad, Kolkata. Optional business matchmaking appointments may also be arranged in Bangladesh or Sri Lanka on May 13. Registration fees vary; deadline: **March 1**. For information & registration, please see: <https://live.eventtia.com/en/tradewinds19/Home>.

- May 13 - **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, better defining landed costs, and mitigating the impact of the 232 and 301 tariffs, among others, will be addressed. 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/purchasing-management.aspx>.
- 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 15 **EXPORT2EUROPE: DOING BUSINESS IN CZECH REPUBLIC AND SLOVAKIA.** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of each market, trends, business opportunities, and key projects with practical advice from European experts. 10:00 – 11:00 a.m. CDT. Fee: \$50. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=9QE2>.
- 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 21 - **SAFETY AND SECURITY TRADE MISSION TO NIGERIA, KENYA, & SOUTH AFRICA.** Organized by the U.S. Department of Commerce's International Trade Administration, the purpose of this mission is to help U.S. firms in the safety and security industry find business partners and sell products and services in sub-Saharan Africa. The mission will include stops in Lagos, Nigeria and Nairobi, Kenya, with an optional stop in Johannesburg, South Africa. Participating firms will gain market insights, make industry contacts, solidify business strategies, and advance specific projects, with the goal of increasing U.S. exports of products and services to Africa. The mission will include: customized one-on-one business appointments with pre-screened potential buyers, agents, distributors and joint venture partners; meetings with state and local government officials and industry leaders; and networking events. For information & an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39200&InputType=EVENT.

- 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 29 ***FRESHER, FASTER, TASTIER: HOW PACKAGING INNOVATIONS ARE CHANGING THE FOOD INDUSTRY***. Seminar sponsored by Global Midwest Alliance. In addition to speakers examining packaging innovations, a Growth and Global Opportunities Panel will delve into opportunities for businesses to expand globally, particularly through gaining a competitive edge from better food packaging. 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://www.globalmidwestalliance.org/EVENT_2019_05_29_Fresher_Faster_Tastier_-_How_Packaging_Innovations_are_Changing_the_Food_Industry.html.
- 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>.
- May 30 ***EXPORT2EUROPE: DOING BUSINESS IN THE BALTICS***. Webinar, sponsored by the U.S. Commercial Service, will discuss market opportunities and challenges in the Baltics. 9:30 a.m. CDT. Fee: \$50. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39257&InputType=EVENT.
- 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 - **EXPO PACK (GUADALAJARA)**. Illinois small businesses are invited to join the Illinois Department of
13 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 - **PARIS AIR SHOW 2019**. Illinois small businesses are invited to join the Illinois Department of
21 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 6 - **WATER TRADE MISSION TO SOUTH AFRICA AND ANGOLA**. Organized by the U.S. Commercial
16 Service, the mission will call on Johannesburg and Cape Town, with an optional stop in Angola. It will include representatives from a variety of U.S. environmental technologies industry manufacturers and service providers, specifically with a concentration in the water and wastewater technologies subsector. Mission participants will be introduced to government officials, end-users, and customers whose needs are targeted to each participant's product or service offering. Participants will also be briefed by key local industry leaders on local market conditions and opportunities in the various regions of South Africa and Angola. For information & an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39174&InputType=EVENT.
- July 9 - **FOOMA JAPAN (TOKYO)**. Illinois small businesses are invited to join the Illinois Department of
12 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>.
- Aug. 18 - **TRADE MISSION TO CENTRAL AMERICA**. Organized by the U.S. Department of Commerce's
23 International Trade Administration, this mission will include the Trade Americas – Business Opportunities in Central America Conference in Washington D.C. on August 18-19. Following the morning session of the conference on August 19, trade mission participants will participate in one-on-one consultations with U.S. and Foreign Commercial Service (US&FCS) Commercial Officers and/or Department of State Economic/Commercial Officers from the following U.S. Embassies in the region: Costa Rica, El Salvador, Honduras, Guatemala, Belize, Nicaragua, and Panama. The following day, August 20, trade mission participants will travel to engage in business-to-business appointments, each of which will be with a pre-screened potential buyer, agent, distributor or joint-venture partner, in up-to two markets in the Central America Region. The mission is open to U.S. companies from a cross section of industries with growing potential in Central America, but is focused on U.S. companies representing best prospects sectors such as: infrastructure and construction; safety & security; auto parts and service equipment; renewable energy; energy & oil & gas; medical equipment; and logistics. For information & an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38661&InputType=EVENT.

- Sept. 15 - ***U.S. INDUSTRY PROGRAM AT THE INTERNATIONAL ATOMIC ENERGY AGENCY (IAEA)***
18 ***GENERAL CONFERENCE 2019.*** The U.S. Department of Commerce's International Trade Administration, with participation from the U.S. Departments of Energy and State, is organizing the 12th Annual U.S. Industry Program at the IAEA General Conference in Vienna, Austria. The IAEA General Conference is the premier global meeting of civil nuclear policymakers and typically attracts senior officials and industry representatives from all 170 Member States. The U.S. Industry Program is part of the U.S. Department of Commerce's Civil Nuclear Trade Initiative, a U.S. Government effort to help U.S. civil nuclear companies identify and capitalize on commercial civil nuclear opportunities around the world. The purpose of the program is to help the U.S. nuclear industry promote its services and technologies to an international audience, including senior energy policymakers from current and emerging markets as well as IAEA staff. For information & an application, please see:
https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39198&InputType=EVENT.
- 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.