



The
International
Trade Association
of Greater Chicago

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

September 14, 2020

***** *CONNECTING YOU TO GLOBAL MARKETS* *****

The *Illinois International Business Calendar* is published by the International Trade Association of Greater Chicago (ITA/GC). The *Calendar* is also available on our website: www.itagc.org. It is published every Friday, and available at no charge.

Inclusion Policy: As a public service to the international business community, we publish a listing of **international business events** for which we receive **written** notification, preferably by e-mail (info@itagc.org). Any organization may submit events that would be of interest to **and are open to** the Illinois international business community. There is no charge. All calendar listings are subject to the editor's discretion. Inclusion of an event does not imply endorsement by any of the sponsoring organizations.

Founded in 1978, the International Trade Association of Greater Chicago (ITA/GC) is a not-for-profit, 501(c)6 voluntary business association dedicated to promoting international commerce in all its forms.

The ITA/GC provides a forum for the exchange of practical information and insight within the international business community. Members share interests in import and export matters, in international investment, alliance, and licensing opportunities, and – in the broader sense – doing business across the world.

The ITA/GC's focus is on practicality: on building knowledge and enabling relationships that help people do international business. While our scope of interest is diverse – all aspects of trading and commercial activity across all geographies and all industries – our work is simple: **to help others gain understanding that is personal, current and actionable.**

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

FEATURED ITA/GC PROGRAMS

HELPING YOU GAIN UNDERSTANDING THAT IS PERSONAL, CURRENT AND ACTIONABLE

- Sep. 22 ***TRADE TRENDS IN THE NEW ECONOMY.*** Webinar, sponsored by the **International Trade Association of Greater Chicago**, will be an informal roundtable discussion of trade issues, current and future challenges, and mitigation strategies. Please join us to connect, network and share your perspective as we struggle to move forward in an economy where the only thing for sure is that everything will remain uncertain. Discussions range from sectoral, financial, geographical, legal & logistical issues to market trends and global developments affecting the international commercial landscape. 12:00 – 1:00 p.m. CDT. ITA/GC Members - \$10; Non-members - \$25. For information & registration, please see: <https://www.eventbrite.com/e/trade-trends-in-the-new-economy-tickets-119116337171>.
- Sep. 24 ***THE U.S. INTERNATIONAL DEVELOPMENT FINANCE CORPORATION: ONE YEAR LATER.*** Webinar sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Alison J. Germak**, Deputy Vice President, Office of Development Credit, U.S. International Development Finance Corporation, who will provide insight as to how the new agency – America's development bank – has begun to fulfill its Mission, Vision and Values after one year in operation. 12:00 – 1:00 p.m. CDT. ITA/GC Members - \$25; Non-members - \$50. For information, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_12688.pdf; for registration, please see: <https://www.eventbrite.com/e/the-us-international-development-finance-corporation-one-year-later-tickets-118947315623>.

Sep. 29 **STRATEGIC USES OF THE CARNET TO GET YOUR ORDERS ACROSS BORDERS.** Webinar sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Curt E.H. Wilson**, Co-Cahir/CEO, boomerang carnets[®], who will focus on how international traders can use the ATA carnet to strategically grow their export business. The manufacturing sector will find the benefits of carnets of particular interest as the sector struggles to respond to the new global commercial environment created by COVID-19. 12:00 – 1:00 p.m. CDT. ITA/GC Members - \$25; Non-members - \$50. For information & registration, please see: <https://www.eventbrite.com/e/strategic-uses-of-the-carnet-to-get-your-orders-across-borders-tickets-119476638843>.

Oct. 16 **BE A GLOBAL UNICORN.** Fifth annual (virtual) Global Small Business Forum sponsored by: Global TradeSource Ltd.; Associated Bank; Foley & Lardner LLP; Multilingual Connections; and with support from the **International Trade Association of Greater Chicago** and others. Panelists include: **Lori Novak**, VP Foreign Exchange | Capital Markets, Associated Bank; **Danny Park**, CEO and Co-founder, RoboTHINK LLC; **Aisha Ceballos-Crump**, CEO and Founder, Honey Baby Naturals; **Heather Acerra**, co-founder, LUX Blox; **Rajiv Khatau**, Managing Director, LODAAT Pharma. 7:30 – 11:00 a.m. CDT. Fee: \$20. For information & registration, please see: <http://globalsmallbusinessforum/>.

Of Note:

Illinois SBDC International Trade Centers Named 2020 EXIM Regional Export Promotion Program

Member of the Year: A program of the Illinois Department of Commerce and Economic Opportunity (DCEO), the Illinois SBDC International Trade Centers are comprised of eight international trade centers that serve the statewide export community. The Centers offer information, counseling, and training to existing and prospective companies interested in pursuing international trade opportunities. The Illinois SBDC International Trade Centers at DCEO have held more than a dozen EXIM-related events and referred approximately \$500,000 in EXIM authorizations over the last two fiscal years. “EXIM works well with the Illinois SBDC International Trade Centers,” said EXIM President and Chairman Kimberly A. Reed. “They exemplify our Regional Export Promotion Program partners, who utilize their local market knowledge to personally reach companies, especially small businesses, and connect them to EXIM’s financial tools and resources to help them export their ‘Made in the USA’ goods and services around the globe. I congratulate them on this achievement and look forward to their continued engagement with EXIM to deliver even more successes for U.S. exporters.” To find an ITC near you, please click here: <https://viewer.blipstar.com/blipstar?uid=5161672>.

Shifts in U.S. Merchandise Trade, 2019: The United States International Trade Commission has just released its annual examination of trends in U.S. trade, describing the overall changes in U.S. imports, exports, and reexports with respect to ten sectors (agricultural products, chemicals and related products, electronic products, energy and related products, footwear, forest products, machinery, minerals and metals, textiles and apparel, and transportation equipment) and four major trading partners (China, Mexico, Canada, and Vietnam). Access the complete report here: https://www.usitc.gov/research_and_analysis/trade_shifts_2019/index.htm.

Trade War Spurs Sharp Reversal in 2019 Reshoring Index, Foreshadowing COVID-19 Test of Supply Chain Resilience: Kearney Management Consulting Company’s seventh annual Reshoring Index revealed a dramatic reversal of a five-year trend, as domestic US manufacturing in 2019 commanded a significantly greater share versus the 14 Asian low-cost countries (LCCs) tracked in their study, with manufacturing imports from China registering a particularly sharp decline. This year’s report also shares the second installment of the Kearney China diversification index (CDI), which tracks the rebalancing of US manufacturing imports from Asia away from China to other Asian LCCs, most notably Vietnam. The report is here: <https://www.kearney.com/operations-performance-transformation/us-reshoring-index/full-report>.

U.S. Views of China Increasingly Negative Amid Coronavirus Outbreak: Since President Donald Trump took office in 2017, his approach to U.S.-China relations has included increased pressure via tariffs and trade war rhetoric, and now, with the onset of an unprecedented pandemic, the stage has been set for both sides to cast aspersions on the other. Against this backdrop, negative views of China have continued to grow, according to a new Pew Research Center survey of Americans conducted in March. Roughly two-thirds now say they have an unfavorable view of China, the most negative rating for the country since the Center began asking the question in 2005, and up nearly 20 percentage points since the start of the Trump administration. The Pew Research Center findings are here: <https://www.pewresearch.org/global/2020/04/21/u-s-views-of-china-increasingly-negative-amid-coronavirus-outbreak/>.

Trade Impacts Resource Page: Sandler, Travis & Rosenberg, P.A. has launched a page featuring information on the effects the COVID-19 pandemic is having on international trade. It includes updates to trade operations and import/export restrictions worldwide, as well as broader information on how the pandemic may affect trade generally. The page is here: <https://www.strtrade.com/f-covid-19-trade-impacts-resource-page.html>.

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- Sep. 14 **TARIFF CLASSIFICATION.** Webinar, sponsored by the Global Training Center, will focus on: *Structure of the HTS; Difference between HTSUS and Schedule B; Tariff classification of products for imports and exports; General Rules of Interpretation (GRI); General Notes; How to apply for and use U.S. Customs classification rulings; Classification exercises to practice what you learn.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.
- Sep. 14 **EXPO 2020 DUBAI – A REGIONAL PLATFORM OF OPPORTUNITY FOR U.S. BUSINESSES.** Webinar, sponsored by the U.S. Commercial Service, will describe how Dubai, as a regional hub and bridge to emerging markets for American companies, can provide a platform with exposure to over 100 countries at Expo 2020. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=0QKX>.
- Sep. 14 **EUROPE – A VIEW ACROSS THE CHANGING CONTINENT.** Last in a series of four Virtual Global Conferences sponsored by the Chicago Association of REALTORS® Global Real Estate Council. Speakers include: **Mikus Kins**, 2020 Global Council Committee Vice Chair, Be REALTY – Event Host; **Frederick Scherpereel**, Managing Broker, Poland Invest; **Giovanni de Niederhauser**, Senior VP, Architecture, Pininfarina. 11:00 a.m. – 12:15 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://chicagorealtor.com/event/global-conference-europe-a-view-across-the-changing-continent/>.
- Sep. 15 **USMCA – THE MODERNIZED NAFTA.** Webinar, sponsored by the Global Training Center, will cover: *USMCA Introduction; Definitions; A Closer Look at Origination; Finer Points of Origination; USMCA and Special Sectors; Origin Certification; USMCA in the Organization; Country of Origin for Marking Purposes; Article 2 USMCA’s Effects on Temporary Entry, Duty Deferral, and Duty Drawback.* 8:30 a.m. – 4:00 p.m. CDT. Fee; \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/usmca/>.
- Sep. 15 **VOLUNTARY SELF DISCLOSURE & PRIOR DISCLOSURE.** Webinar, sponsored by Star USA International Trade Services, will address: *What’s the difference between a voluntary self disclosure (VSD) and prior disclosure (PD)?; When should I submit a disclosure?; Will I be protected if I submit a VSD or PD?; What if I don’t file any disclosure?; What kinds of fines and penalties can I expect?* 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.starusa.org/events/2020/voluntary-self-disclosure-prior-disclosure>.
- Sep. 15 **YOU WON'T KNOW UNTIL YOU TRY – APPROACHING NEW MARKETS AFTER COVID-19.** IBG Global Virtual Insights Forum. Panelists include: **Adam Hosier**, CEO, Arabian Enterprise Incubator, Riyadh; **Peter Sanders**, CEO, psp Consultants, The Hague; **Satoshi Takayama**, CEO, Fenetre Partner Ltd., Tokyo. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://docs.google.com/forms/d/e/1FAIpQLSd4K3derjB6HpMSLpbM6Yz40kZvtN-ft_w8HbswtYcF02k0Qg/viewform.

- Sep. 15 ***HOW TO MAKE YOUR FOOD OR BEVERAGE PRODUCT SIZZLE IN THE CANADIAN MARKET.***
POSTPONED by the Illinois Office of Trade & Investment. Presentations by: **Ian Graham**, Partner, Global Food Alliances; **Sean Beckingham**, President, Branding & Buzzing; **Jeffrey Kearney**, Principal, Jeff Kearney Consulting; **Evan Mangino**, Agricultural Attaché, Office of Agricultural Affairs, U.S. Embassy, Ottawa. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://illinois.webex.com/mw3300/mywebex/default.do?nomenu=true&siteurl=illinois&service=6&rnd=0.52973919821273&main_url=https%3A%2F%2Fillinois.webex.com%2Fec3300%2Feventcenter%2Fevent%2FeventAction.do%3FtheAction%3Ddetail%26%26%26EMK%3D4832534b00000043a1697d5bba034a13d1a1c6499cfd017117657208af69f7fd5b387170aeb3cbb%26siteurl%3Dillinois%26confViewID%3D168870857314181824%26encryptTicket%3DSDJTSwAAAARnhGwUgR4fKvr8dKoQ1qxUKyaUO3sHTi1OV4-X19d-5Q2%26.
- Sep. 15 ***ECOMMERCE: LEVERAGE TODAY'S ECOMMERCE PROGRAMS TO GROW YOUR BUSINESS GLOBALLY.*** Webinar, sponsored by IBT Online, will share expertise, case studies, client testimonials and experience in delivering ecommerce online success. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://info.ibt.onl/ecommerce>.
- Sep. 15 ***WORKING WITH THE MULTILATERAL DEVELOPMENT BANKS – DEEP DIVE INTO THE INTER-AMERICAN DEVELOPMENT BANK (IDB) WATER & SANITATION DIVISION.*** Webinar, sponsored by the U.S. Commercial Service, will describe the IDB Group, water and sanitation opportunities at the bank, and how to best position your company to win IDB-financed contracts. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=0QNG>.
- Sep. 15 ***SCOPING OUT THE RULINGS PROCESS – ANTIDUMPING AND TARIFF CLASSIFICATION.*** Webinar sponsored by the Braumiller Law Group. Presentations by **Lowell DeFrance**, Of Counsel, Braumiller Law Group and **Christos Linardakis**, Of Counsel, Braumiller Law Group, who will provide the background and process of how and when to file Scope Rulings, including the rules and requirements for filing with the International Trade Commission. 11:00 a.m. – 12:30 p.m. CDT. Fee: \$25. For information & registration, please see: https://www.bigmarker.com/braumiller-law-group-pllc/Scoping-out-the-rulings-process-Antidumping-and-tariff-classification?show_live_page=true.
- Sep. 15 ***BRAZIL WIND POWER.*** Webinar, sponsored by the U.S. Commercial Service, will provide insight from C-Level executives at Rio Energy, ArcVera Renewables and ABEEOLICA (the Brazilian Wind Power Association), and hear best practices for market entry and expansion from Senior U.S. Commercial Officers in Brazil. 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=0QN9>.
- Sep. 15 ***RESOURCES FOR EXPORTING AND IMPORTING: THE GOVERNMENT REALLY IS HERE TO HELP.*** Webinar sponsored by the Madison International Trade Association. Learn how to expand your global markets by using financial programs from EXIM and SBA, hear first-hand success stories from Carma Labs using a variety of resources. Speakers include: **Giacomo Tormene**, Managing Director, Carma Labs; **Mike Fazio**, Export Finance Manager, U.S. Small Business Administration (SBA) Office of International Trade, Illinois and Wisconsin; **Michael F. Howard**, Managing Director, Central Region, Export-Import Bank of the United States. 1:00 – 2:30 p.m. CDT. MITA Members – NO fee; Non-members - \$20. For information & registration, please see: <https://mitaweb.123signup.com/event/details/234546;jsessionid=57BB437CD5DCC233F7FF8AC67BD991D6>.
- Sep. 15 ***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. 2:00 – 3:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eha3xoar388262a8&oseq=&c=&ch=>.

- Sep. 15 ***BRACING FOR BREXIT: WHAT TO KNOW IF YOU DO BUSINESS ACROSS THE POND.*** International Program & Scotch Tasting sponsored by ACG Chicago. 6:30 p.m., 200 West Monroe Street, 6th Floor Conference Center, Chicago. ACG Members - \$59; Non-members - \$109. For information & registration, please see: <https://www.acg.org/chicago/events/international-program-scotch-tasting>.
- Sep. 16 ***DOING BUSINESS IN JAPAN.*** Webinar, sponsored by the Michigan Economic Development Corporation and the Van Andel Global Trade Center, will focus on practical knowledge and resources to succeed in Doing Business in Japan. 7:00 – 11:00 a.m. CDT. Fee: \$50. For information & registration, please see: <https://medc.broad.msu.edu/events/397/doing-business-in-japan-online>.
- Sep. 16 ***FDI CONFERENCE 2020.*** First of seven virtual events sponsored by SelectChicago® for the fifth consecutive year. Learn the tools that helped over 47 communities, counties and regional landscapes increase their business recruitment and expansion through Foreign Direct Investment (FDI) in 2019 and how SelectChicago can help attract FDI throughout Chicagoland. Keynote: **Harry Moser**, Founder, Reshoring Initiative. 12:00 p.m. CDT. Fees vary. For information & registration, please see: <https://www.eventbrite.com.au/e/selectchicago-fdi-conference-2020-tickets-80875676325>.
- Sep. 16 ***TRADE COMPLIANCE ON A BUDGET: INTERACTIVE PROCESS FOR BUILDING YOUR “RIGHT SIZE” COMPLIANCE PROGRAM.*** Webinar, sponsored by the Export Compliance Training Institute, will address: *Assessing it and moving it from overhead to value creation; Identifying and prioritizing compliance enhancements; Developing an ongoing, continuous improvement approach; Integrating program elements with business systems for maximum value, all while grappling with scarce resources and stakeholder buy-in.* 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://academy.learnexportcompliance.com/#/instructor-led-courses/6cb57811-a5cc-4a70-b9f1-b20770f7b50a>.
- Sep. 16 ***PANDEMIC PERSPECTIVES ON TRADE: A CONVERSATION WITH GIORGI TSIKOLIA, DEPUTY CHIEF OF MISSION, EMBASSY OF GEORGIA IN THE UNITED STATES.*** Webinar sponsored by the World Trade Center Washington, D.C. Presentation by **Giorgi Tsikolia**, Deputy Chief of Mission, Embassy of Georgia in the United States, who will share his perspectives on trade and the bilateral trading relationship between the two countries. 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://zoom.us/webinar/register/WN_9yKfCnmCRIe35mAabBaowg.
- Sep. 17 ***INTELLIGENT MANUFACTURING IN EUROPE COFFEE CHAT: RUSSIA, UKRAINE AND GEORGIA.*** Webinar sponsored by the U.S. Commercial Service. Commercial experts from the U.S. Embassy in Russia, Ukraine and Georgia will discuss trends in intelligent manufacturing. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=0QMX>.
- Sep. 17 ***ADVANCED EXPORT DOCUMENTATION.*** Webinar, sponsored by the World Trade Research Institute, will cover less common and more unusual export documents so that you’re not surprised by unusual requests. 10:00 – 11:00 a.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eha43sd58be7754b&oseq=&c=&ch=>.
- Sep. 17 ***TECHNOLOGY AND TRADE: ADDING AUTOMATION TO THE TRADE COMPLIANCE FUNCTION WITH MICROSOFT OFFICE 365 (POWER AUTOMATE AND POWER BI).*** Webinar sponsored by the Global Training Center. Presentation by **Kellie Kemock**, Ernst & Young. 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.globaltrainingcenter.com/focus-on-trade-webinar-series/>.

- Sep. 17 ***INCOTERMS 2020: PROCUREMENT/FINANCE/TRADE COMPLIANCE.*** Webinar, sponsored by The World Academy, will be an in-depth discussion regarding the new Incoterms® 2020 rules for clarification, education and professional information transfer. 12:00 – 2:00 p.m. CDT. Fee: \$150. For information & registration, please see: <https://www.theworldacademy.com/product-page/9-17-1-3-pm-incoterms-2020-procurement-finance-trade-compliance>.
- Sep. 17 ***MITIGATING SECTION 301 TARIFF INCREASES WITH FIRST SALE VALUATION & SAFEGUARDING YOUR FIRST SALE SAVINGS IN A SECTION 301 ENFORCEMENT ENVIRONMENT.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will help importers utilizing first sale determine whether their operations could withstand a CBP review. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/mitigating-section-301-tariff-increases-with-first-sale-valuation-safeguarding-your-first-sale-savings-in-a-section-301-enforcement-environment>.
- Sep. 18 ***ROLE OF THE U.S. CONGRESS AND U.S. GOVERNMENT AGENCIES.*** First of a four-part Virtual Intensive Trade Seminar sponsored by the Washington International Trade Association in partnership with the Institute for International Economic Policy at George Washington University and the World Trade Center DC. Speakers will help attendees increase their professional knowledge by learning the nuts and bolts of trade policy directly from career trade policy professionals from across government, industry, and law. Participants gain insight from trade professionals, pose questions to policy makers, and learn about the ever-shifting trade landscape. 8:00 – 11:00 a.m. CDT. Fees vary: \$200 - \$599. For information & registration, please see: <https://www.eventbrite.com/e/2020-virtual-intensive-trade-seminar-full-4-part-package-tickets-114953918264>.
- Sep. 18 ***TRADE LAW.*** Second of a four-part Virtual Intensive Trade Seminar sponsored by the Washington International Trade Association in partnership with the Institute for International Economic Policy at George Washington University and the World Trade Center DC. Speakers will help attendees increase their professional knowledge by learning the nuts and bolts of trade policy directly from career trade policy professionals from across government, industry, and law. Participants gain insight from trade professionals, pose questions to policy makers, and learn about the ever-shifting trade landscape. 12:00 – 3:00 p.m. CDT. Fees vary: \$200 - \$599. For information & registration, please see: <https://www.eventbrite.com/e/2020-virtual-intensive-trade-seminar-full-4-part-package-tickets-114953918264>.
- Sep. 21 ***BRAND PROTECTION ON [CHINESE] ECOMMERCE PLATFORMS.*** Webinar, sponsored by Woodburn Accountants & Advisors, will explain the few important measures to adopt as part of your IP protection strategy. 3:30 – 4:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/4367709194896050704?source=Website>.
- Sep. 21 ***INVESTMENT, SANCTIONS, AND INTERNATIONAL TAX.*** Third of a four-part Virtual Intensive Trade Seminar sponsored by the Washington International Trade Association in partnership with the Institute for International Economic Policy at George Washington University and the World Trade Center DC. Speakers will help attendees increase their professional knowledge by learning the nuts and bolts of trade policy directly from career trade policy professionals from across government, industry, and law. Participants gain insight from trade professionals, pose questions to policy makers, and learn about the ever-shifting trade landscape. 8:00 – 11:00 a.m. CDT. Fees vary: \$200 - \$599. For information & registration, please see: <https://www.eventbrite.com/e/2020-virtual-intensive-trade-seminar-full-4-part-package-tickets-114953918264>.
- Sep. 21 ***EU PRODUCT STANDARDS: HOW TO GET A CE MARK.*** Webinar, sponsored by the World Trade Research Institute, will describe the complicated process to apply for and obtain a CE Mark. 10:00 – 11:30 a.m. CDT. Fee: \$110. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eha4a3xf76b25d85&oseq=&c=&ch=>.

- Sep. 22 **CREATING YOUR ECOMMERCE BUSINESS MODEL [FOR CHINA]**. Webinar, sponsored by Woodburn Accountants & Advisors, will examine: the new era for China's eCommerce; business models to start an eCommerce business in China; the importance of applying for an ICP license (if needed and applicable); the benefits of China's eCommerce regime; and, what to watch out for when choosing eCommerce platforms in China. 3:30 – 4:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/4284788425975776016?source=website>.
- Sep. 22 **U.S. TRADE AGENDA**. Last of a four-part Virtual Intensive Trade Seminar sponsored by the Washington International Trade Association in partnership with the Institute for International Economic Policy at George Washington University and the World Trade Center DC. Speakers will help attendees increase their professional knowledge by learning the nuts and bolts of trade policy directly from career trade policy professionals from across government, industry, and law. Participants gain insight from trade professionals, pose questions to policy makers, and learn about the ever-shifting trade landscape. 8:00 – 11:00 a.m. CDT. Fees vary: \$200 - \$599. For information & registration, please see: <https://www.eventbrite.com/e/2020-virtual-intensive-trade-seminar-full-4-part-package-tickets-114953918264>.
- Sep. 22 **GLOBAL TRAVEL AND TOURISM TEAM CHECK IN: UNITED KINGDOM**. Informal video chat discussion, sponsored by the U.S. Commercial Service, will provide the very latest insight and information on the UK market for international visitors. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=0QNJ>.
- Sep. 22 **WHY WEST AFRICA? NIGERIA & SENEGAL**. Second in a series of four webinars, sponsored by the U.S. Commercial Service, will discuss the U.S. government's Prosper Africa Initiative and identify market opportunities in Nigeria and Senegal's key industry sectors of: Energy; Agriculture; Healthcare; Transportation; and ICT. 10:00 – 11:15 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=0QN2>.
- Sep. 22 **VIRTUAL SERVICES AVAILABLE TO HELP YOU EXPORT**. Webinar, sponsored by the U.S. Commercial Service, will describe how the B2B Matchmaking, Market Research, and Due Diligence services are available to you during this time of decreased international business travel. 10:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=0QNC>.
- Sep. 22 **PROTECTING THE MOST IMPORTANT ASSET – YOUR IP: TALES FROM THE TRENCHES**. Last of a six-part Women's Global Trade Empowerment Virtual Forum on Expanding Trade in North America & Beyond sponsored by the U.S. Commercial Service. In anticipation of the United States-Mexico-Canada Agreement (USMCA), this forum provides a unique opportunity to gain the tools, skills and networks to build an export strategy and develop business connections. 11:00 a.m. – 12:30 p.m. CDT. No fee; advance registration required. Qualified U.S., Canadian, and Mexican companies in the Aerospace & Defense, Automotive, Education, Design & Construction, Medical Devices & Services, ICT and Energy sectors may register for value-added activities, which include facilitated trade skills development breakouts immediately following this session. Fee: \$50 (includes 4 sessions). For information & registration, please see: https://live.eventtia.com/en/wgtef/Home/?utm_campaign=wgtef_2020&utm_medium=email&utm_source=govdelivery&utm_content=wgtef_intro.
- Sep. 22 **WHAT'S THE COUNTRY OF ORIGIN OF THIS THING AND WHY SHOULD I CARE?** Webinar, sponsored by Braumiller Law Group, will address: *The traditional meaning of country of origin; The doctrine of "substantial transformation"; Interpretations of substantial transformation; Significant rulings on country of origin; What's the worst that could happen?* 11:00 a.m. – 12:00 p.m. CDT. Fee: \$25. For information & registration, please see: https://www.bigmarker.com/braumiller-law-group-pll/What-s-the-Country-of-Origin-of-This-Thing-and-Why-Should-I-Care?show_live_page=true.

- Sep. 22 **INTRODUCING THE NORWEGIAN AQUACULTURE INDUSTRY, VALUE CHAIN, PARTNERSHIP & OPPORTUNITIES.** Webinar sponsored by Innovation Norway and the U.S. Commercial Service. NCE Aquatech Cluster, Salmar (TBC), and Aquaii will discuss: *Current technical challenges in aquaculture; Market opportunities for U.S. companies in Norway; Diversity of technologies and R&D; Norway as a test bed for U.S. innovations, with a focus on green technologies.* 12:00 – 1:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/us-norway-aquaculture-webinar-series-tickets-117578523529>.
- Sep. 22 **TRADE TRENDS IN THE NEW ECONOMY.** Webinar, sponsored by the **International Trade Association of Greater Chicago**, will be an informal roundtable discussion of trade issues, current and future challenges, and mitigation strategies. Please join us to connect, network and share your perspective as we struggle to move forward in an economy where the only thing for sure is that everything will remain uncertain. Discussions range from sectoral, financial, geographical, legal & logistical issues to market trends and global developments affecting the international commercial landscape. 12:00 – 1:00 p.m. CDT. ITA/GC Members - \$10; Non-members - \$25. For information & registration, please see: <https://www.eventbrite.com/e/trade-trends-in-the-new-economy-tickets-119116337171>.
- Sep. 22 **LIVE FROM NAFTA TO USMCA.** Webinar sponsored by the Illinois SBDC International Trade Center at the College of DuPage Business Development Center. Presentation by **Adam Hill**, President & COO, Scarbrough Group of Companies. 2:00 – 3:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/33059>.
- Sep. 23 **CHINA CROSS BORDER E-COMMERCE: ROUTES TO MARKET AND NAVIGATING A PATH TO SUCCESS.** Webinar, sponsored by Woodburn Accountants & Advisors, will explain, in simple terms, the facts about: Key steps to take, to protect your brand and to increase your chances of success; China cross-border e-commerce market and platforms; China cross border e-commerce models; What routes to market are available; Payments; Logistics flow for your products; Tax and duty; Key considerations – step-by-step guide; How Chinese consumers can find your brand. 3:30 – 4:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/8435872530853448208?source=Website>.
- Sep. 23 **IMPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *Verifying what your customs broker should be doing for you; Six different ways to value your goods (valuation tied to duties); Country of Origin & markings; Overview of Harmonized Tariff Schedules of the U.S.; Duty Determination; Customs Entry Process; Record keeping requirements; Timely ISF Reporting (Import Security Filing).* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-procedures/>.
- Sep. 23 **DISCUSSION WITH CONGRESSMAN EARL BLUMENAUER (D-OR).** Webinar, sponsored by the American Leadership Initiative with the Washington International Trade Association, features a discussion with Congressman **Earl Blumenauer** (D-OR), Chair of the House Ways & Means Trade Subcommittee, who is planning the trade agenda for the next Congress, considering the expiration of TPA, TAA and GSP. He is looking at how to reframe the trade agenda to address labor, sustainability and other domestic concerns. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_6HDj-VkTue8CMwfyC_oxw.
- Sep. 23 **ACE – CBP TRADE PORTAL.** Webinar sponsored by the Global Training Center. Presentation by **Gabrielle Griffith**, BPE Global. 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.globaltrainingcenter.com/focus-on-trade-webinar-series/>.

- Sep. 23 ***NAVIGATING EXPORT COMPLIANCE IN THE NEW NORMAL***. First in a seven-part Virtual Global Business Insights series sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association. Topics include: *AES/EEI Filing; Restricted Party Screening; Free Trade Agreements*. 11:30 a.m. – 1:00 p.m. CDT. WTA Members - \$25 (\$100 for the series); Non-members - \$40 (\$150 for the series). For information & registration, please see: <https://web.mmac.org/events/Virtual-Global-Business-Insights-Series-Navigating-Export-Compliance-in-the-New-Normal-2673/details>.
- Sep. 23 ***THE U.S.-COLOMBIA FREE TRADE AGREEMENT***. Webinar, sponsored by the World Trade Research Institute, will describe the opportunities for selling in the fast-growing market of Colombia, including the details of the agreement and how you can take advantage of this exciting opportunity. 12:00 – 1:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eha4a3x17cda4c29&oseq=&c=&ch=>.
- Sep. 23 ***THE SILK ROAD – BUSINESS, NATIONAL SECURITY, AND GEOPOLITICAL IMPACT OF THE PANDEMIC***. Webinar, sponsored by the National Association of District Export Councils, will address: *How exactly does the U.S. compete with China's BRI?; What does the future trade relationship between China and the U.S. look like?; What do U.S. firms do for supply chain reorganization, onshoring, diversification and new markets?; How does the USMCA fit into this picture?; What about other options and markets?* 1:00 – 2:00 p.m. CDT. Fee: \$35. For information & registration, please see: <https://www.usaexporter.org/events/china-bri-the-silk-road-business-national-security-and-geopolitical-impact-of-the-pandemic/>.
- Sep. 24 ***CHINA DOMESTIC E-COMMERCE: THE MARKET, OPPORTUNITIES, KEY CONSIDERATIONS AND LOGISTICS***. Webinar, sponsored by Woodburn Accountants & Advisors, will explain, in simple terms, the facts about: Key steps to take, to protect your brand and to increase your chances of success; China domestic e-commerce market; What routes to market are available; Payments; Logistics flow for your products; Tax and duty; Key considerations – step-by-step guide. 3:30 – 4:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/4512826038065067280?source=website>.
- Sep. 24 ***AQUACULTURE MARKET OPPORTUNITIES IN THE UNITED STATES [FOR NORWEGIAN FIRMS]***. Webinar sponsored by Innovation Norway and the U.S. Commercial Service. Key U.S. agencies will discuss: *Latest developments and trends in the United States; Business/investment opportunities; Supply chain development*. 8:00 – 9:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/us-norway-aquaculture-webinar-series-tickets-117578523529>.
- Sep. 24 ***IMPORTING 201 – ADVANCED IMPORT COMPLIANCE***. Webinar, sponsored by the Global Training Center, will focus on: *Legal requirement for compliance & reporting; Types of CBP audits and enforcement; Responding to CBP Audit inquiries; Preparing your company for regulatory enforcement; Policy and procedure manual*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-201/>.
- Sep. 24 ***INTRODUCTION TO EXPORTING***. Webinar, sponsored by the Illinois SBDC International Trade Center at College of Lake County, will provide a comprehensive overview of export requirements and procedures including knowledge, resources and key elements to your export success. Topics include: *Export readiness; How to select target markets; Market research and prioritization; Finding good partners; Methods of payment; Insurance; Managing your international shipments; Export compliance*. 10:00 – 11:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/introduction-to-exporting-live-zoom-fall-2020-registration-108157245232>.

- Sep. 24 ***TRADE AND THE ENVIRONMENT.*** Webinar, sponsored by NextGenTrade and the Washington International Trade Association, will discuss the role of trade and trade agreements in addressing climate change and environmental issues. Speakers include: **Jennifer Haverkamp**, Moderator, Director, University of Michigan Graham Sustainability Institute, and former Assistant USTR for Environmental and Natural Resources; **Mary Latimer**, Corporate Head, Global Trade & Investment, Mars Inc, and former Deputy Assistant USTR for Environmental and Natural Resources; **David Shark**, former Deputy Director General at the WTO, and former Deputy Assistant USTR for Environmental and Natural Resources. 10:00 – 11:00 a.m. CDT. WITA Members – No fee; Non-members - \$10. For information & registration, please see: <https://www.eventbrite.com/e/nextgentradetm-presents-trade-and-the-environment-tickets-116918567583>.
- Sep. 24 ***BREXIT UPDATE – TRANSITIONING TO 2021.*** Webinar, sponsored by UPS, will explain the current Brexit transition period and what to expect after it. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://www.sttas.com/ups-webinar-on-brexit-updates-and-transitions/?utm_source=STTAS+Newsletters&utm_campaign=c09d596e26-STTAS+Events+and+Webinars&utm_medium=email&utm_term=0_9b44648adb-c09d596e26-393169441.
- Sep. 24 ***EXPORTING TO BRAZIL.*** Webinar, sponsored by the World Trade Research Institute, will cover the opportunities and challenges that companies may face in Brazil and will include strategies for entering the market. 10:00 – 11:00 a.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eha4a3yn5cf5861a&oseq=&c=&ch=>.
- Sep. 24 ***THE U.S. INTERNATIONAL DEVELOPMENT FINANCE CORPORATION: ONE YEAR LATER.*** Webinar sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Alison J. Germak**, Deputy Vice President, Office of Development Credit, U.S. International Development Finance Corporation, who will provide insight as to how the new agency – America’s development bank – has begun to fulfill its Mission, Vision and Values after one year in operation. 12:00 – 1:00 p.m. CDT. ITA/GC Members - \$25; Non-members - \$50. For information, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_12688.pdf; for registration, please see: <https://www.eventbrite.com/e/the-us-international-development-finance-corporation-one-year-later-tickets-118947315623>.
- Sep. 24 ***ASIA EDGE: WORKING WITH MULTILATERAL DEVELOPMENT BANKS.*** Seventh in a series of 10 virtual workshops, sponsored by the U.S. Commercial Service and others, will convene U.S. private sector stakeholders and U.S. government officials across nine U.S. government agencies to facilitate deep-dive discussions on regional and sub-sector specific priorities for U.S. energy companies in the Indo-Pacific. 12:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.trade.gov/asiaedgeworkshop>.
- Sep. 24 ***RIDING THE WAVE OF CURRENT AND NEW TARIFFS – UPDATE ON US TRADE REMEDIES.*** Webinar, sponsored by the Export Compliance Training Institute, will provide an understanding of the scope, impact, and ongoing investigations of the following on various industry sectors: *Section 201 Safeguard Tariffs on Washers and Solar Panel Imports; Section 232 National Security Tariffs on Steel, Aluminum and Their Derivatives; Section 301 Unfair Trade Practice Tariffs on Chinese Imports.* 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://academy.learnexportcompliance.com/#/instructor-led-courses/ae7a74e6-f9b8-408d-90e3-0eb058127d0f>.
- Sep. 24 ***CTPAT 2020 NEW MSC UPDATE PORTAL MANAGEMENT AND VIRTUAL VALIDATION PREPARATION.*** Webinar, sponsored by The World Academy, will provide an in-depth review of the new responsibilities of CTPAT certified and validated companies to remain in good standing and in adherence with security and compliance standards of the CTPAT program management. 12:00 – 2:00 p.m. CDT. Fee: \$150. For information & registration, please see: <https://www.theworldacademy.com/product-page/9-24-1-3-pm-est-ctpat-2020-new-msc-update-portal-management-virtual-validation>.

- Sep. 24 **WHY SOUTHERN AFRICA? MOZAMBIQUE & SOUTH AFRICA.** Third in a series of four webinars, sponsored by the U.S. Commercial Service, will discuss the U.S. government's Prosper Africa Initiative and identify market opportunities in Mozambique and South Africa's key industry sectors of: Energy; Design and Construction; Healthcare; and ICT. 12:00 – 1:15 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=0QN1>.
- Sep. 24 **CBP ORGANIZATION AND OPERATIONS.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., reviews CBP's basic operations as well as its organizational structure and various components, including: CBP's national and local organization; those in CBP involved in customs enforcement and trade facilitation; agency laws administered by CBP; organization of CBP at the headquarters level, including key offices that affect commercial importations; other agencies involved in customs administration and enforcement; role of CBP field offices; role of local and national import specialists; role of CBP enforcement officers, including uniformed officers and enforcement agents; Centers of Excellence and Expertise. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-CBP-Organization-Operations-092420.html>.
- Sep. 24 **CHINA CYBERSECURITY LAW: NO PLACE TO HIDE.** Webinar, sponsored by Harris Bricken, will address: *How cybersecurity fits into Chairman Xi's concept of Comprehensive National Security: digital authoritarianism, iDictatorship, and the social credit system; Why this is a business issue and not a traditional national security issue; What is the statutory and regulatory basis for the cybersecurity regime; Key statutes and regulations; What techniques the Chinese government uses to gain access to all networked communications and data; The international implications of China's cybersecurity regime; How China is extending its cybersecurity via its Digital Silk Road Initiative; What your company can do against this.* 2:00 – 3:15 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://register.gotowebinar.com/register/8111582571473899019?source=Email+Blast&utm_source=%2AInternational+Law+List&utm_campaign=d2642fbb23-EMAIL_CAMPAIGN_2020_03_20_05_50_COPY_01&utm_medium=email&utm_term=0_05df6abb29-d2642fbb23-359549537.
- Sep. 25 - **NIGERIA INVESTMENT CONFERENCE.** Event, sponsored by Nazaru LLC in partnership with 26 Nigeriahouse.com, the Consulate General of Nigeria in New York, and WorldChicago, brings together Investors, Trade Experts, Policy Makers, Nigerian Diaspora and Innovators focused on Accelerating Trade & Foreign Direct Investments (FDI) in Nigeria. Focus areas include: African Continental Free Trade Agreement; Export & Investment Promotion; Manufacturing & Industrialization; Trade Financing & Women in Business; Developing the Agriculture Value Chain; Transportation & Logistics Supply Chain; Education & Human Capital Development; Healthcare. 8:00 a.m. CDT. Fee: \$99. For information & registration, please see: http://www.nigeriainvestmentconference.com/?mc_cid=ac2c22779e&mc_eid=fc2663191a.
- Sep. 25 **HOW TO FIND THE RIGHT PEOPLE TO IMPLEMENT YOUR ECOMMERCE STRATEGY IN CHINA.** Webinar, sponsored by Woodburn Accountants & Advisors, will discuss the different ways to build a successful eCommerce organization, whether that is having employees in the head office or creating a local team in China that knows the ins and outs of how to operate an eCommerce model. 3:30 – 4:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/2449803574775993872?source=website>.
- Sep. 25 **INCOTERMS® 2020.** Webinar sponsored by the International Trade Club of Chicago and the Chicago Customs Brokers & Forwarders Association. Presentations by **Merit Tremper** and **Matilda Vasquez**, Merit Trade Consulting Services, LLC, who will explain each of the terms set forth by the ICC in detail and will work through real-world examples and potential problem areas. 9:00 – 11:00 a.m. CDT. ITCC & CCBFA Members - \$20; Non-members - \$50. For information & registration, please see: <https://itcc.wildapricot.org/event-3974351>.

- Sep. 28 **INTERNATIONAL LOGISTICS.** Webinar, sponsored by the Global Training Center, will cover: *Comprehensive review of the roles of the Forwarder and the Customs Broker; Securely and affordably transport your products; Importance of Tariff Classification; Select and negotiate with ocean and/or air carriers for your shipments; The Rules of the Road (Standard Terms of Carriage); Protect your company's assets by choosing the proper insurance.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/international-logistics/>.
- Sep. 28 **ANTIDUMPING.** Webinar, sponsored by the World Trade Research Institute, will provide the information needed to help you know what to expect in antidumping investigations. 10:00 – 11:00 a.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eha4a3zi20f3b97d&oseq=&c=&ch=>.
- Sep. 29 - **SIAL CANADA (MONTREAL).** The Illinois Office of Trade and Investment invites qualified Illinois
Oct. 1 **[CANCELED]** in a trade mission to Canada's largest trade show for the retail and foodservice industry, the show had over 1,000 exhibitors from 50 different countries, and there were more than 18,000 visitors from more than 60 countries. Canada is the ideal market to target U.S. food exports with its proximity, common language and similar culture. Covering every aspect of the Canadian food & beverage industry, SIAL Canada provides the perfect platform for Illinois exporters servicing institutional foodservices, restaurants, or grocery. For more information, please contact Godfrey Angara: godfrey.angara@illinois.gov.
- Sep. 29 **LETTERS OF CREDIT.** Webinar, sponsored by the Global Training Center, will cover: *Letters of Credit Requirements; How to minimize discrepancies and risks; Different types of Letters of Credit; Consider other payment methods; Select most appropriate method of payment for your company; Compare the costs and risks of various LC options; UCP 600 included in reference book; ISP 98 included in reference book.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/letters-of-credit/>.
- Sep. 29 **WHAT DOES THE WORLDWIDE ECONOMIC POWER SHIFT MEAN FOR INTERNATIONAL BUSINESS?** IBG Global Virtual Insights Forum. Panelists include: **Brigitte LeBorgne**, CEO, Stratexio, Lily-Dev SAS, Paris; **Sushama Kanetkar**, CEO, SRK and Associates, Bangalore; **Ron Straatsma**, CEO, CDA Marketing Services, Toronto. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://docs.google.com/forms/d/e/1FAIpQLSdzlJ7WrX1Y9K_BBN2E9qH8jWs4qRjHWNvdUjTM0vGM1BCGKg/viewform.
- Sep. 29 **WHY NORTH AFRICA? MOROCCO, EGYPT, ALGERIA, AND TUNISIA.** Last in a series of four webinars, sponsored by the U.S. Commercial Service, will discuss the U.S. government's Prosper Africa Initiative and identify market opportunities in North Africa's key industry sectors of: Renewable Energy; Healthcare; ICT; Water Technologies; Smart Cities; and Infrastructure. 10:00 – 11:15 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=0QN3>.
- Sep. 29 **A NEW WORLD OF EXPORT CONTROLS FOR CHINA.** Webinar, sponsored by the Export Compliance Training Institute, will help you get things done in China without breaking US export control rules; Recent changes in the regulations pose new challenges -- learn what they are and how to manage. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://academy.learnexportcompliance.com/#/instructor-led-courses/1fd23d2e-57ec-4250-a212-5195b0239ff3>.
- Sep. 29 **2020 EXPORT COMPLIANCE MANAGEMENT AND TRADE FACILITATION.** Webinar, sponsored by The World Academy, will provide export compliance demonstration strategies to address the core components of global trade facilitation and reasonable care management to meet the demands of the ever-evolving challenges of import compliance deliverables. 12:00 – 2:00 p.m. CDT. Fee: \$150. For information & registration, please see: <https://www.theworldacademy.com/product-page/9-29-1-3-pm-est-2020-export-compliance-management-and-trade-facilitation>.

- Sep. 29 ***STRATEGIC USES OF THE CARNET TO GET YOUR ORDERS ACROSS BORDERS.*** Webinar sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Curt E.H. Wilson**, Co-Cahir/CEO, boomerang carnets[®], who will focus on how international traders can use the ATA carnet to strategically grow their export business. The manufacturing sector will find the benefits of carnets of particular interest as the sector struggles to respond to the new global commercial environment created by COVID-19. 12:00 – 1:00 p.m. CDT. ITA/GC Members - \$25; Non-members - \$50. For information & registration, please see: <https://www.eventbrite.com/e/strategic-uses-of-the-carnet-to-get-your-orders-across-borders-tickets-119476638843>.
- Sep. 29 - ***EXPORT OPERATIONS & REGULATIONS.*** Three-day virtual seminar, sponsored by the National
Oct. 1 Institute for World Trade, will cover: *Creating an Internal Export Trade Compliance Program; Export Trade Compliance Foundation Review; Export Regulations; CTPAT for Export; Export Business & Resource Development.* 12:00 – 2:00 p.m. daily. Fee: \$49. For information & registration, please see: <https://niwt.org/event-registration/>.
- Sep. 29 ***TRADE IN TURMOIL [MONTHLY UPDATE].*** Webinar sponsored by Sandler, Travis & Rosenberg, P.A. Presentation by **Nicole Bivens Collinson**, President, International Trade & Government Relations, Sandler, Travis & Rosenberg, who will review the latest trade policy developments and offer predictions on what may happen in the near future. 1:00 – 1:30 p.m. CDT. Fee: \$50. For information & registration, please see: <https://www.strtrade.com/events-Monthly-Update-092920.html>.
- Sep. 29 ***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. 2:00 – 3:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eha4a4116867aaed&oseq=&c=&ch=>.
- Sep. 29 ***GLOBAL TRAVEL AND TOURISM TEAM CHECK IN: JAPAN.*** Informal video chat discussion, sponsored by the U.S. Commercial Service, will provide the very latest insight and information on the Japanese market for international visitors. 8:00 p.m. CDT. NO fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=0QNK>.
- Sep. 30 ***AFRICA REGION EDUCATION MARKET UPDATE.*** Webinar, sponsored by the U.S. Commercial Service, will provide an education market update for the continent and will feature speakers representing the five regions of Africa. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=0QNH>.
- Sep. 30 ***IMPORT COMPLIANCE – OVERCOMING OBSTACLES.*** Second in a seven-part Virtual Global Business Insights series sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association. Topics include: *Country of Origin; Section 232/301 Tariffs; Tariff Classification.* 11:30 a.m. – 1:00 p.m. CDT. WTA Members - \$25 (\$100 for the series); Non-members - \$40 (\$150 for the series). For information & registration, please see: <https://web.mmac.org/events/Virtual-Global-Business-Insights-Series-Import-Compliance-Overcoming-Obstacles-2679/details>.
- Sep. 30 ***EXPORT CONTROL 101: A PRIMER ON THE EAR, ITAR, AND OFAC REGULATIONS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide you with critical knowledge and skills to understand the basics of the Department of Commerce's Export Administration Regulations, the Department of State's International Traffic in Arms Regulations, and the Office of Foreign Assets Control's sanctions regulations. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Export-Control-101-093020.html>.

- Oct. 1 **RECENT DEVELOPMENTS IN EU/GERMAN FOREIGN INVESTMENT CONTROLS.** Webinar, sponsored by the Export Compliance Training Institute, will give an overview on recent events, and touch on the foreseeable future developments, along with an invaluable understanding of: Scope of these regulations; How to run the procedure effectively; How parties to the transaction should cooperate; Authority's political objectives. 9:00 – 10:30 a.m. CDT. Fee: \$195. For information & registration, please see: <https://academy.learnexportcompliance.com/#/instructor-led-courses/1ed07042-62bc-454b-8e67-594225f00471>.
- Oct. 1 **A CHAMELEON'S VIEW OF THE EVER-CHANGING U.S. IMMIGRATION POLICIES.** Webinar, sponsored by Masuda Funai Eifert & Mitchell, will talk about the current state of the various Presidential Proclamations covering foreign nationals, the guidance memoranda issued by the various governmental agencies and other timely immigration related issues. 12:00 – 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/2956137476219019791>.
- Oct. 2 - **INTERNATIONAL E-COMMERCE AND SOCIAL MEDIA MARKETING BOOT CAMP.** Five-part
30 webinar series sponsored by the Illinois SBDC International Trade Center at the Industrial Council of Nearwest Chicago. **Oct. 2: Introduction to International E-Commerce; Oct. 9: Export Basics; Oct. 16: What Products and How to Market (Social Media); Oct. 23: The Details Build Success; Oct. 30: Wrap up Case Studies.** 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?oeidk=a07ehag99nm1ce51b52&llr=ei5vsbcab>.
- Oct. 5 - **U.S. CYBER-SECURITY BUSINESS DEVELOPMENT MISSION TO SOUTH AMERICA.** Organized by
9 the U.S. Department of Commerce, International Trade Administration, the mission will call at: Santiago, Chile; Montevideo, Uruguay; and Lima, Peru, with an optional stop in Buenos Aires, Argentina on October 13. The objective of the mission is to introduce U.S. firms and organizations to South America's information and communication technology (ICT), security, and critical infrastructure protection markets. Mission participants will: Gain market insights, make industry and government contacts, solidify business strategies, and advance specific projects; Join in one-on-one business appointments and networking events with prescreened potential buyers, agents, distributors, or joint venture partners. Application deadline: **July 9**. For information & an application, please see: https://2016.export.gov/build/groups/public/@eg_main/@byind/@infocomm/documents/webcontent/eg_main_127840.pdf.
- Oct. 6 **INDUSTRY 4.0: IS MEXICO UP TO THE CHALLENGE?** Session 1 of Mexico's [Virtual] Manufacturing Supply Chain Summit sponsored by *MexicoNow*. Panelists include: **Javier Acosta**, CEO, Mechatronics Automation; **Ramiro Villeda**, Managing Director, Villeda Consulting; **Mo Abuali**, CEO & Managing Partner, IoTco. 9:00 – 10 :00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <http://www.mexicosupplychainsummit.com/virtual/>.
- Oct. 6 **MEXICO – U.S. RELATIONS OUTLOOK: TRADE, LABOR, COST AND FDI IMPACT.** Session 2 of Mexico's [Virtual] Manufacturing Supply Chain Summit sponsored by *MexicoNow*. Panelists include: Sergio Ornelas, Editor, *MexicoNow*; Luis Aguirre, President, Index; Enrique Perret, Director, U.S.-Mexico Foundation; Christopher Wilson, Deputy Director, Wilson Center. 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <http://www.mexicosupplychainsummit.com/virtual/>.
- Oct. 6 **FTZ #176 2ND ANNUAL MEETING.** A virtual update on global trade and investment opportunities in Northern Illinois, sponsored by FTZ #176 with BDG International, Zethmayr and Rockford Area Economic Development Council. Keynote: **Bob Hess**, Vice Chairman, Global Strategy, Newmark Knight Frank (NKF) & Founding Member and Shareholder, The Site Selectors Guild. 11:00 a.m. – 12:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/ftz-176-2nd-annual-meeting-tickets-118547002275>.

- Oct. 7 - ***GROWTH OPPORTUNITIES IN INTELLIGENT MANUFACTURING.*** Discover Global Markets business development [virtual] forum, sponsored by the U.S. Department of Commerce, will cut across smart technology aspects of various industries, including automotive, aerospace and energy storage. Products and services may include manufacturing machinery, composites, electric and autonomous vehicles, next generation batteries, automation products, supply and security solutions, wearables, sensors and digital services, among others. You will have the opportunity to: Meet Virtually One-on-One with U.S. Commercial Diplomats; Attend Virtual Forum Sessions and Hear Global Industry Leaders; Meet Virtually with Foreign Buyers, Government Officials and Investors. Fee: \$125 by September 15 (\$175 thereafter). For information & registration, please see: <https://live.eventtia.com/en/intelligentmanufacturing/Home/>.
- Oct. 7 ***THE NEW DNA OF LOGISTICS IN THE USMCA & COVID-19 ERA.*** Session 3 of Mexico's [Virtual] Manufacturing Supply Chain Summit sponsored by *MexicoNow*. Panelists include: **Jacob Burroughs**, Vice President, Ownership Solutions, Electrolus North America. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <http://www.mexicosupplychainsummit.com/virtual/>.
- Oct. 7 ***MEXICO'S AUTOMOTIVE INDUSTRY OUTLOOK FOR 2020 – 2025.*** Session 4 of Mexico's [Virtual] Manufacturing Supply Chain Summit sponsored by *MexicoNow*. Panelists include: *Oscar Albin*, Executive President, INA; **Guido Vildoza**, Senior Manager of Americas Forecasting, IHS Markit; **Guillermo Rosales**, General Director, AMDA; **Pete Hockey**, Purchasing & Finance Director, Ford. 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <http://www.mexicosupplychainsummit.com/virtual/>.
- Oct. 7 ***GLOBAL LOGISTICS.*** Third in a seven-part Virtual Global Business Insights series sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association. Topics include: *Force Majeure; delivery deadlines and breaking contracts; Incoterms.* 11:30 a.m. – 1:00 p.m. CDT. WTA Members - \$25 (\$100 for the series); Non-members - \$40 (\$150 for the series). For information & registration, please see: <https://web.mmac.org/events/Virtual-Global-Business-Insights-Series-Global-Logistics-2680/details>.
- Oct. 7 ***2020 HTSUS CLASSIFICATION DETERMINATION AND RESOURCE EXPLANATION TRAINING.*** Webinar, sponsored by The World Academy, provides a full review of the Harmonized Tariff Schedule, including: the General Rules of Interpretation; the importance of Chapter and Section Notes; how preferential tariff treatments and country of origin rules come into the correct tariff; and tariff rate determination. 12:00 – 2:00 p.m. CDT. Fee: \$150. For information & registration, please see: <https://www.theworldacademy.com/product-page/10-7-1-3-pm-est-2020-htsus-classification-determination-and-resource>.
- Oct. 7 ***PANDEMIC PERSPECTIVES ON TRADE: A CONVERSATION WITH H.E. JAVLON VAKHABOV, AMBASSADOR OF THE REPUBLIC OF UZBEKISTAN TO THE UNITED STATES.*** Webinar sponsored by the World Trade Center Washington, D.C. Presentation by H.E. **Javlon Vakhobov**, Ambassador of the Republic of Uzbekistan to the United States, who will share his perspectives on trade and the bilateral trading relationship between the two countries. 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://zoom.us/webinar/register/WN_e8JVWNqTRbuGzqO8fpyDA.
- Oct. 8 ***HOW THE U.S.-MEXICO BORDER ADAPTS TO THE COVID-19 PANDEMIC AND USMCA.*** Session 5 of Mexico's [Virtual] Manufacturing Supply Chain Summit sponsored by *MexicoNow*. Panelists include: **Cesar Ochoa**, Partner, EC Legal Rubio Villegas; **Thomas Fullerton**, Chair of the Study of Trade in the Americas, University of Texas El Paso; **Alan Russell**, President and CEO, The TECMA Group; **Mayra G. Maldonado**, Associate Director, Hunt Institute. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <http://www.mexicosupplychainsummit.com/virtual/>.

- Oct. 8 ***THE NORTH AMERICAN TRADING BLOC IN A WORLD OF GLOBALIZATION.*** Webinar hosted by the U.S.-Mexico Chamber of Commerce, Mid-America Chapter, and sponsored by Baker McKenzie. Speakers include: **Rufus Yerxa**, National Foreign Trade Council; **Valeria Moy**, Institute for Mexican Competitiveness; **Colin Robertson**, Canadian Global Affairs Institute; and **Eric Miller**, Rideau Potomac Strategy Group. 9:30 – 10:45 a.m. **Fee: \$30.** For information & registration, please see: <https://www.usmccocma.org/events>.
- Oct. 8 ***MEXICO'S AEROSPACE INDUSTRY OUTLOOK 2020 – 2025.*** Session 6 of Mexico's [Virtual] Manufacturing Supply Chain Summit sponsored by *MexicoNow*. Panelists include: **Luis Lizcano**, Managing Director, FEMIA; **Felipe Sandoval**, Chairman of the Board, FEMIA; **Sergio Perez**, Senior Sourcing and Procurement Director, Latin America, Honeywell; **Ricardo Márquez**, Global Supply Chain Manager, Airbus. 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <http://www.mexicosupplychainsummit.com/virtual/>.
- Oct. 8 ***ASIA EDGE: SOUTHEAST ASIA.*** Eighth in a series of 10 virtual workshops, sponsored by the U.S. Commercial Service and others, will convene U.S. private sector stakeholders and U.S. government officials across nine U.S. government agencies to facilitate deep-dive discussions on regional and sub-sector specific priorities for U.S. energy companies in the Indo-Pacific. 12:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.trade.gov/asiaedgeworkshop>.
- Oct. 12 ***EXPORT ADMINISTRATION REGULATIONS (EAR).*** Webinar, sponsored by the Global Training Center, will focus on: *Who needs to comply?; General prohibitions; Determine if you are subject to EAR; Be aware of Export Control Reform changes; Know who are prohibited parties; Record keeping requirements; Determine if your product or software is covered by the Commerce Control List (CCL); Learn to determine your Export Control Classification Numbers (ECCN); Determine license requirements.* 9:00 a.m. – 23:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/ear/>.
- Oct. 13 ***YOUR CHINA ROADMAP.*** Webinar, sponsored by Woodburn Accountants & Advisors, will look at Woodburn's China Roadmap which consists of accomplishing 3 major milestones and 9 superpowers in order to build a "performance" business in China. 3:30 – 4:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/5968385919897485582>.
- Oct. 13 ***INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR).*** Webinar, sponsored by the Global Training Center, will cover: *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: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/itar/>.
- Oct. 13 ***GIVEN THE WORLDWIDE ECONOMIC POWER SHIFT – DO YOU FOLLOW YOUR GUT OR THE EXPERTS IN DEVELOPING NEW BUSINESS?*** IBG Global Virtual Insights Forum. Panelists include: **Sherwin Pomerantz**, CEO, Atid EDI Ltd., Jerusalem; **Juan Millan**, CEO, Gdeth Network, Madrid; **Ana Aroyo**, CEO, Negocios Internacionales, Mexico City. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://docs.google.com/forms/d/e/1FAIpQLSe57MpX3JhiymFY4LnHOScm0W3xretlXE_txGFqJjQewstX9w/viewform.

- Oct. 14 ***A MANUFACTURER'S PERSPECTIVE - STRATEGIC GLOBAL SOURCING.*** Fourth in a seven-part Virtual Global Business Insights series sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association. Functional and regional manufacturing experts will share their insights on: *A long-term approach to building an organization and culture that supports strategic sourcing, followed by tactical deployment of procurement functions; Diversification and de-risking of the Global Supply Base, as key elements in managing the supply chain; The risks and benefits of an on-shore and off-shore supply base that is diversified across multiple geographic regions.* 11:30 a.m. – 1:00 p.m. CDT. WTA Members - \$25 (\$100 for the series); Non-members - \$40 (\$150 for the series). For information & registration, please see: <https://web.mmac.org/events/Virtual-Global-Business-Insights-Series-A-Manufacturers-Perspective-Strategic-Global-Sourcing-2681/details>.
- Oct. 16 ***BE A GLOBAL UNICORN.*** Fifth annual (virtual) Global Small Business Forum sponsored by: Global TradeSource Ltd.; Associated Bank; Foley & Lardner LLP; Multilingual Connections; and with support from the **International Trade Association of Greater Chicago** and others. Panelists include: **Lori Novak**, VP Foreign Exchange | Capital Markets, Associated Bank; **Danny Park**, CEO and Co-founder, RoboTHINK LLC; **Aisha Ceballos-Crump**, CEO and Founder, Honey Baby Naturals; **Heather Acerra**, co-founder, LUX Blox; **Rajiv Khatau**, Managing Director, LODAAT Pharma. 7:30 – 11:00 a.m. CDT. Fee: \$20. For information & registration, please see: <http://globalsmallbusinessforum.com/>.
- Oct. 20 ***COUNTRY OF ORIGIN DETERMINATION.*** Webinar, sponsored by the Global Training Center, will focus on: *International Definition of Country of Origin; CBP Definition of Country of Origin; FTC Rules on Country of Origin; Substantial Transformation; Country of Origin & Section 232/301 duties.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/country-of-origin/>.
- Oct. 21 ***INTRODUCTION TO INCOTERMS® 2020 RULES.*** Webinar sponsored by the Illinois SBDC International Trade Center at College of Lake County. Presentation by **Arthur O'Meara**, Principal, O'Meara & Associates, who will address the types of Incoterms® Rules, under which circumstances they are to be used, and their use in both domestic and international purchases and sales. 10:00 a.m. – 12:00 p.m. CDT. Fee: \$57.55 (includes a copy of the official *Incoterms® Rules* book). For information & registration, please see: <https://www.eventbrite.com/e/introduction-to-incoterms-2020-rules-fall-2020-registration-108470578420>.
- Oct. 21 ***FINANCING IN A CRISIS.*** Fifth in a seven-part Virtual Global Business Insights series sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association. Topics include: *Transaction protection; Working capital loans for SMEs; Who is vetting your customer's financial health?* 11:30 a.m. – 1:00 p.m. CDT. WTA Members - \$25 (\$100 for the series); Non-members - \$40 (\$150 for the series). For information & registration, please see: <https://web.mmac.org/events/Virtual-Global-Business-Insights-Series-Financing-in-a-Crisis-2682/details>.
- Oct. 23 ***CTPAT CERTIFICATION OR RE-VALIDATION.*** Webinar, sponsored by the Global Training Center, will cover: *Supply Chain Risk and Vulnerability; Hard and Soft Benefits of Securing the Supply Chain; Product transportation and risk of loss; CTPAT Pros and Cons; CTPAT Basics & Mechanics.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/ctpat/>.
- Oct. 25 - 30 ***SECURITY MISSION FOR ECONOMIC PROSPERITY IN EL SALVADOR, GUATEMALA, AND HONDURAS.*** Trade mission sponsored by the International Trade Administration, U.S. Department of Commerce. Mission will help participating U.S. firms gain market insights, make industry and government contacts, and increase exports by taking advantage of new opportunities in safety & security, cybersecurity/IT, ports, infrastructure, smart cities, and energy. Application deadline: **August 14**. For information & an application, please see: <https://www.trade.gov/security-mission-economic-prosperity-el-salvador-guatemala-and-honduras-0>.

- Oct. 26 **TARIFF CLASSIFICATION.** Webinar, sponsored by the Global Training Center, will focus on: *Structure of the HTS; Difference between HTSUS and Schedule B; Tariff classification of products for imports and exports; General Rules of Interpretation (GRI); General Notes; How to apply for and use U.S. Customs classification rulings; Classification exercises to practice what you learn.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.
- Oct. 27 **USMCA – THE MODERNIZED NAFTA.** Webinar, sponsored by the Global Training Center, will cover: *USMCA Introduction; Definitions; A Closer Look at Origination; Finer Points of Origination; USMCA and Special Sectors; Origin Certification; USMCA in the Organization; Country of Origin for Marking Purposes; Article 2 USMCA’s Effects on Temporary Entry, Duty Deferral, and Duty Drawback.* 8:30 a.m. – 4:00 p.m. CDT. Fee; \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/usmca/>.
- Oct. 27 **DOES CLIMATE CHANGE GENERATE NEW OPPORTUNITIES? WHAT ARE THEY?** IBG Global Virtual Insights Forum. Panelists include: **Sushama/Supriya Kanetkar**, CEOs, SRK Affiliates, Bangalore; **Annabel Rong**, CEO, Algory International, Beijing; **Joel Burgess**, CEO, Ernest Lorraine Ltd. USA. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://docs.google.com/forms/d/e/1FAIpQLSd35keYtlprtY0-YnWIdnLEkKg6laDR7ZIGydKFRRepDgA1LSw/viewform>.
- Oct. 28 - **ACE EXPORT COMPLIANCE.** Two-day webinar series sponsored by the U.S. Commercial Service and the U.S. Census Bureau. U.S. Government experts will present on a wide range of export compliance topics that are critical to your company’s success. 11:00 a.m. CDT daily. Fee: \$75. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QBZ>.
- Oct. 28 **MEET YOUR INTERNATIONAL TRADE REPRESENTATIVES.** Sixth in a seven-part Virtual Global Business Insights series sponsored by the Metropolitan Milwaukee Association of Commerce’s World Trade Association. Wisconsin Economic Development Corp trade representatives from Germany, Korea, Mexico and Canada will share their expertise. 11:30 a.m. – 1:00 p.m. CDT. WTA Members - \$25 (\$100 for the series); Non-members - \$40 (\$150 for the series). For information & registration, please see: <https://web.mmac.org/events/Virtual-Global-Business-Insights-Series-Meet-Your-International-Trade-Representatives-2683/details>.
- Oct. 28 **CUSTOMS VALUATION 101.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., provides the basic concepts and terminology of customs valuation to aid importers and brokers in meeting their reasonable care obligations and also provides information useful to buyers and finance staff in understanding how customs valuation can impact a company’s bottom line. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/customs-valuation-101>.
- Nov. 4 **NOW WHAT? STORIES FROM THE MANUFACTURING TRENCHES.** Last in a seven-part Virtual Global Business Insights series sponsored by the Metropolitan Milwaukee Association of Commerce’s World Trade Association. Manufacturers will share their stories as they navigate the new normal of international trade: What’s next? What are their strategies? What is the “new normal” anyway? 11:30 a.m. – 1:00 p.m. CDT. WTA Members - \$25 (\$100 for the series); Non-members - \$40 (\$150 for the series). For information & registration, please see: <https://web.mmac.org/events/Virtual-Global-Business-Insights-Series-Now-What-Stories-from-the-Manufacturing-Trenches-2684/details>.
- Nov 9 - **EXPOMIN 2020 (SANTIAGO, CHILE).** The Illinois Office of Trade and Investment invites firms to participate in a trade mission to Latin America’s largest mining fair that change of knowledge, experience and especially technology. EXPOMIN gathers all the key sector players and attracts the largest concentration of world-class local and international supply companies. EXPOMIN has global attendance, with over 1,200 exhibitors and 70,000 visitors. For more information, please contact Lauro Arias: lauro.arias@illinois.gov.
- 13 **CANCELED**

- Nov. 10 ***YOUR CHINA ROADMAP***. Webinar, sponsored by Woodburn Accountants & Advisors, will look at Woodburn's China Roadmap which consists of accomplishing 3 major milestones and 9 superpowers in order to build a "performance" business in China. 3:30 – 4:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/8009815074328736782>.
- Nov. 11 ***2020 DUTY DRAWBACK REVENUE RECOVERY EXPLANATION AND MANAGEMENT***. Webinar, sponsored by The World Academy, will provide a comprehensive review of the new duty drawback program included as part of the Trade Facilitation and Enforcement Act of 2016 (TFTEA drawback). 12:00 – 2:00 p.m. CDT. Fee: \$150. For information & registration, please see: <https://www.theworldacademy.com/product-page/11-11-1-3-pm-est-2020-duty-drawback-revenue-recovery-explanation>.
- Nov. 12 ***EXPORTING PROCEDURES***. Webinar, sponsored by the Global Training Center, will cover: *Structuring export sales to foreign markets; Negotiating your contract and meeting its terms; Incoterms® 2010 Product Transportation and Risk of Loss; Forms of Payment; Customs & tariff planning considerations; Export controls; Freight Forwarders, Packing, Transportation and insurance*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/exporting-procedures/>.
- Nov. 12 ***ASIA EDGE: SOUTH ASIA***. Ninth in a series of 10 virtual workshops, sponsored by the U.S. Commercial Service and others, will convene U.S. private sector stakeholders and U.S. government officials across nine U.S. government agencies to facilitate deep-dive discussions on regional and sub-sector specific priorities for U.S. energy companies in the Indo-Pacific. 12:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.trade.gov/asiaedgeworkshop>.
- Nov. 13 ***INCOTERMS® 2020***. Webinar, sponsored by the Global Training Center, will focus on: *New Incoterms® 2020 trade terms including changes to FCA, DAP (DPU), CIF, and CIP; New security-related requirements within carriage obligations and costs; 11 Incoterms® 2010 trade terms will still be reviewed; Responsibilities & obligations for seller and buyer under each term; Product transportation and risk of loss; Terms for any mode; Maritime terms; Court Cases will be reviewed*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/incoterms/>.
- Nov. 15 - 20 ***TRADE MISSION TO THE CARIBBEAN REGION***. Organized by the U.S. Department of Commerce, this mission will include the Trade Americas – Business Opportunities in the Caribbean Region Conference in Bridgetown, Barbados on November 15-16. The mission is open to U.S. companies from a cross section of industries with growing potential in the Caribbean region, but is focused on U.S. companies in best prospects sectors such as: Automotive Parts and Services; Construction Equipment/Road Building Machinery/Building Products/Infrastructure projects; Medical Equipment and Devices/Pharmaceuticals; ICT; Energy Equipment and Services; Safety and Security Equipment; Hotel and Restaurant Equipment; Franchise; Manufacturing Equipment; Yachting industry/Maritime services/Sailing Equipment. The combination of participation in the Trade Americas – Business Opportunities in the Caribbean Region Conference and business-to-business matchmaking appointments in the Caribbean region markets, will provide participants with access to substantive information about and strategies for entering or expanding their business across the Caribbean region. For information and an application, please e-mail: delia.valdivia@trade.gov.

- Nov. 16 - **BRAZIL AND COLOMBIA TRADE MISSION 2020**. Multi-sector trade mission led by the Great Lakes
20 **NEW DATE** Governors & Premiers. The goal of this mission is to assist small to medium-sized
the Great Lakes St. Lawrence region to export products and services to these
important markets. Each mission participant will receive a customized schedule of B2B meetings to
meet with prospective customers and business partners. Mission participants will also benefit from
networking events and logistical support provided by the GSGP Brazil and Colombia Trade Offices.
For information & registration, please see: <https://www.gsgp.org/projects/international-trade/trade-missions/brazil-and-colombia-trade-mission-2020/>.
- Nov. 18 **FOOD IS LIFE: THE IMPACT OF FOOD, NUTRITION AND TECHNOLOGY ON OUR HEALTH AND WELLBEING**. Program sponsored by Global Midwest Alliance with: Decernis; Institute for Food Safety & Technology; Kerry; Federal Reserve Bank of Chicago. Panel topics include *Innovation and Technology* and *Growth and Global Opportunities*. **8:30 – 11:50 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_2020_05_27_Food_Is_Life.html.
- Nov. 30 **INTERNATIONAL LOGISTICS**. Webinar, sponsored by the Global Training Center, will cover: *Comprehensive review of the roles of the Forwarder and the Customs Broker; Securely and affordably transport your products; Importance of Tariff Classification; Select and negotiate with ocean and/or air carriers for your shipments; The Rules of the Road (Standard Terms of Carriage); Protect your company's assets by choosing the proper insurance*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/international-logistics/>.
- Dec. 1 **LETTERS OF CREDIT**. Webinar, sponsored by the Global Training Center, will cover: *Letters of Credit Requirements; How to minimize discrepancies and risks; Different types of Letters of Credit; Consider other payment methods; Select most appropriate method of payment for your company; Compare the costs and risks of various LC options; UCP 600 included in reference book; ISP 98 included in reference book*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/letters-of-credit/>.
- Dec. 2 **IMPORTING PROCEDURES**. Webinar, sponsored by the Global Training Center, will cover: *Verifying what your customs broker should be doing for you; Six different ways to value your goods (valuation tied to duties); Country of Origin & markings; Overview of Harmonized Tariff Scheduled of the U.S.; Duty Determination; Customs Entry Process; Record keeping requirements; Timely ISF Reporting (Import Security Filing)*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-procedures/>.
- Dec. 3 **IMPORTING 201 – ADVANCED IMPORT COMPLIANCE**. Webinar, sponsored by the Global Training Center, will focus on: *Legal requirement for compliance & reporting; Types of CBP audits and enforcement; Responding to CBP Audit inquiries; Preparing your company for regulatory enforcement; Policy and procedure manual*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-201/>.
- Dec. 3 **ASIA EDGE: EAST ASIA AND THE PACIFIC ISLANDS**. Last in a series of 10 virtual workshops, sponsored by the U.S. Commercial Service and others, will convene U.S. private sector stakeholders and U.S. government officials across nine U.S. government agencies to facilitate deep-dive discussions on regional and sub-sector specific priorities for U.S. energy companies in the Indo-Pacific. 12:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.trade.gov/asiaedgeworkshop>.
- Dec. 4 **COUNTRY OF ORIGIN DETERMINATION**. Webinar, sponsored by the Global Training Center, will focus on: *International Definition of Country of Origin; CBP Definition of Country of Origin; FTC Rules on Country of Origin; Substantial Transformation; Country of Origin & Section 232/301 duties*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/country-of-origin/>.

- Dec. 7 **TARIFF CLASSIFICATION**. Webinar, sponsored by the Global Training Center, will focus on: *Structure of the HTS; Difference between HTSUS and Schedule B; Tariff classification of products for imports and exports; General Rules of Interpretation (GRI); General Notes; How to apply for and use U.S. Customs classification rulings; Classification exercises to practice what you learn.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.
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- Dec. 15 **EXPORTING PROCEDURES**. Webinar, sponsored by the Global Training Center, will cover: *Structuring export sales to foreign markets; Negotiating your contract and meeting its terms; Incoterms® 2010 Product Transportation and Risk of Loss; Forms of Payment; Customs & tariff planning considerations; Export controls; Freight Forwarders, Packing, Transportation and insurance.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/exporting-procedures/>.
- Dec. 16 **INCOTERMS® 2020**. Webinar, sponsored by the Global Training Center, will focus on: *New Incoterms® 2020 trade terms including changes to FCA, DAP (DPU), CIF, and CIP; New security-related requirements within carriage obligations and costs; 11 Incoterms® 2010 trade terms will still be reviewed; Responsibilities & obligations for seller and buyer under each term; Product transportation and risk of loss; Terms for any mode; Maritime terms; Court Cases will be reviewed.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/incoterms/>.

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.