



The
International
Trade Association
of Greater Chicago

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

November 16, 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

- Nov. 18 ***POST-ELECTION ANALYSIS: WHAT IT MEANS FOR AMERICAN COMPANIES IN GLOBAL MARKETS.*** Webinar sponsored by the **International Trade Association of Greater Chicago**. Presentations by two Washington insiders: **Dan Renberg**, partner and co-practice group leader of the Government Relations group, Arent Fox LLP, and **Leah Scarpelli**, Associate, Arent Fox LLP, who specializes in trade policy issues, such as the Section 232 tariffs on steel and aluminum, the Section 301 tariffs on imports from China and the EU, and the negotiation of trade agreements. They will comment on: *Expected changes in key Executive Branch officials; Changes in key players in the U.S. Congress and what it means for trade agreements and trade policy generally; Election results as they may affect: Export controls, market access & compliance; State of play regarding sanctions – China, Iran, N. Korea, etc.; Customs update.* 12:00 – 1:00 p.m. CST. ITA/GC Members - \$25; Non-members - \$40. For information & registration, please see: <https://www.eventbrite.com/e/post-election-analysis-what-it-means-for-american-companies-in-global-mar-tickets-126888068629>.
- Nov. 19 ***INVESTING AND DOING BUSINESS IN SPAIN: A LEGAL PERSPECTIVE.*** Webinar, sponsored by the **International Trade Association of Greater Chicago** in partnership with Harris Bricken and Monereo Meyer Abogados, will discuss regulations for doing business in Spain from a practical perspective. Spain-based attorneys, **Andrés Monereo**, **Nadja Vietz**, and **Consuelo Álvarez**, will discuss the most salient aspects of Spain's legal and regulatory regime as it pertains to foreign businesses, including intellectual property protection, labor compliance, and the European Union's General Data Protection Regulation (GDPR); they will also explore COVID-19-specific challenges and how to best address these. 12:00 – 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://attendee.gotowebinar.com/register/8437219434528268812?source=International+Trade+Association>.

Of Note:

Priorities for 2021 Economic Talks with China: In a memorandum to the Chair of the U.S. Delegation for Bilateral Economic Talks with China, Nicholas R. Lardy of the Peterson Institute for International Economics writes: *Economic negotiations with China must be a component of a consistent overall strategy to promote US interests, rather than one element of a menu of mutually inconsistent and constantly changing initiatives. The foundation of this strategy should be a comprehensive program of US economic renewal that maintains American technological leadership, rather than a defensive strategy that seeks to slow China's technological and economic rise.* He goes on to outline five priorities: (1) Be selective with requests; (2) Work with allies; (3) Recognize that the “tariff war” has failed; (4) Recognize China’s unstoppable expanding role; (5) Avoid a policy of “decoupling.” For details, please see: <https://www.piie.com/sites/default/files/documents/lardy-2020-10-rtge-memo.pdf>.

Regional Comprehensive Economic Partnership Expected to Be Signed November 15: As reported by Bloomberg, fifteen Asia-Pacific nations including China aim to clinch the world’s largest free-trade agreement on November 15, the culmination of Beijing’s decade-long quest for greater economic integration with a region that encompasses nearly a third of the global gross domestic product. The RCEP aims to reduce tariffs, strengthen supply chains with common rules of origin, and codify new e-commerce rules; it encompasses 2.2 billion people with a combined GDP of about \$26 trillion. “China has pulled off a diplomatic coup in dragging RCEP over the line,” said Shaun Roache, Asia-Pacific chief economist at S&P Global Ratings. For more, please see: <https://www.bloomberg.com/news/articles/2020-11-12/deal-near-for-world-s-biggest-free-trade-zone-anchored-by-china?srnd=economics-vp>.

The EU Single Window Environment for Customs - A Path Towards Streamlined Customs Controls and Trade Facilitation through Enhanced Cooperation between Authorities at the EU Borders: On October 28, 2020, the European Commission proposed a new initiative that will make it easier for different authorities involved in goods clearance to exchange electronic information submitted by traders. The “EU Single Window Environment for Customs” will enhance cooperation and coordination between different authorities and will support the automatic verification of non-customs formalities for goods entering or leaving the EU. The EU Single Window Environment for Customs is a future-looking digital solution for quicker and more efficient sharing of electronic data between different government authorities involved in goods clearance at the border. For details, please see: https://ec.europa.eu/taxation_customs/general-information-customs/electronic-customs/eu-single-window-environment-for-customs_en#:~:text=The%20EU%20Single%20Window%20Environment%20for%20Customs%20-clearance%20to%20exchange%20electronic%20information%20submitted%20by%20traders.

Container Sector Scrambles to Avert Holiday ‘Shipageddon’: According to *American Shipper*, the latest stats reveal a trans-Pacific trade that’s largely maxed out just seven weeks before Christmas. Spot Asia-West Coast rates have stayed in a record-high range of \$3,800-\$4,000 per forty-foot equivalent unit (FEU) since mid-September. According to the Freightos Baltic Daily Index, the rate (SONAR: FBXD.CNAW) was \$3,844 per FEU on October 27, almost triple the rate at this time last year. Rates are up over 130% since June, and a general rate increase scheduled for November 1 could bring a new record. For more analysis, please see: <https://www.freightwaves.com/news/container-sector-scrambles-to-avert-holiday-shipageddon>.

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Nov. 16 - **USA: A STUDY DESTINATION VIRTUAL CONNECTION PROGRAM – AFRICA.** Sponsored by the
20 U.S. Commercial Service (USCS), U.S. universities, colleges, and secondary institutions, as well as study state consortia will have the opportunity to schedule one-on-one meetings with agents, counselors, university partners, and foreign government officials from Africa and meet with them virtually. Participating Countries: Egypt, Ethiopia, Ghana, Morocco, Mozambique, Tanzania, Nigeria, and South Africa. Each school will be able to promote their institution and share a 360-degree virtual reality campus tour video (if available) in these 40-minute meetings. After the fair, each U.S. participant will receive contact details of all international potential partners that registered for the program. 7:00 a.m. – 2:00 p.m. CST. Fee: \$300. For information & registration, please see: <https://live.eventtia.com/en/africconnect/Home/>.

- Nov. 16 - **CYBER SECURITY VIRTUAL FAIR**. Sponsored by the U.S. Commercial Service, this event is
20 designed to spark conversations between innovative U.S. Cyber Security solution companies looking to enter international markets and connect directly with international stakeholders in Cyber Security. In addition, you can link directly with in-country trade specialists for market insights into the Cyber Security landscape from Australia, Austria, Brazil, Bulgaria, Canada, Chile, Croatia, Czech Republic, Denmark, Egypt, Estonia, Finland, Germany, Ghana, Greece, Hungary, India, Ireland, Italy, Jordan, Kazakhstan, Kuwait, Malaysia, Mexico, Morocco, Mozambique, Netherlands, New Zealand, Nigeria, Norway, Pakistan, Peru, Philippines, Poland, Portugal, Romania, Saudi Arabia, Senegal, South Africa, South Korea, Spain, Thailand, Turkey, UK, United Arab Emirates (UAE), United Kingdom (UK), Uruguay, U.S. Mission to the European Union and the West Bank. No fee; advance registration required. For information & registration, please see: <https://live.eventtia.com/en/cybersecurityvirtualfair>.
- Nov. 16 **HOW TO FIND INTERNATIONAL DISTRIBUTORS**. Webinar, sponsored by the Illinois SBDC International Trade Center at the Women's Business Development Center, will address: what channel structures to consider; how to build a pool of potential distributors; how to evaluate and choose potential distributor partners; and, how to negotiate beginning business. 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_RGdA0rxsRn2sGDHT_Tx8ew.
- Nov. 16 **EXPORT OPPORTUNITIES IN THE MIDDLE EAST**. Webinar, sponsored by the World Trade Research Institute, will cover key tips to selling into the region, avoiding pitfalls and taking advantage of selling duty-free with FTAs. 12:00 – 1:00 p.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehchvkt0848dbdd&oseq=&c=&ch=>.
- Nov. 16 **INTRODUCTION TO EXPORTING**. Webinar, sponsored by the Illinois SBDC at Champaign County EDC, is specifically designed for startups and other small businesses looking to increase their sales beyond their domestic market. Topics include: *Opportunities and challenges of exporting during the COVID-19 pandemic; Evaluating your export readiness; Developing an export plan; Market selection and entry strategy; Finding qualified buyers; International logistics; Understanding the basics of U.S. export regulations; Funding your exports; Best practices*. 1:00 – 2:30 p.m. CST. No fee; advance registration required. For information & registration, please see: <http://www.cusbdc.org/event/sbdc-webinar-intro-exporting-3/2020-11-16/>.
- Nov. 16 **DEVELOPING A TECHNOLOGY CONTROL PLAN FOR ITAR & EXPORT CONTROLS BASED ON NIST800-171 REQUIREMENTS**. Webinar, sponsored by Strategic Aerospace & Defense Advisors, will address: the key elements required for Technology Control Plans (TCP) and the end results of a solid TCP, to address both ITAR and Export Control requirements; specific examples of how to leverage NIST and CMMC cybersecurity controls to address your ITAR/Export requirements in order to build a robust compliance program; how to leverage your current export control programs to address CMMC and NIST requirements for defense contracts. 1:30 – 2:30 CST. Fee: \$30. For information & registration, please see: <https://lu.ma/2xsny9an>.
- Nov. 16 - **CAPTURING OPPORTUNITIES AMIDST VOLATILITY**. Tenth Asian Logistics, Maritime and Aviation
17 Conference sponsored by the Hong Kong Trade Development Council. Among the many topics: *Outlook for Global Air Cargo and Demand under COVID-19; Preparing for COVID-19 Vaccine Air Logistics; Expanded Role of E-commerce in Times of COVID-19; The Supply Chain Outlook in the Philippines – Connectivity and Opportunities; Logistics Strategies for Shippers in Indonesian Food and Hospitality Market; Air Cargo Ecosystem in Singapore under the New Normal; The Opportunities of Halal Logistics in Selangor, Malaysia; From Globalisation to Regionalisation – A Shift in Supply Chain Strategies; India Logistics Update – On the Way to Excellence; Hong Kong and the Greater Bay Area – A Logistics and Transportation Nexus; The Way Forward For Hong Kong as an International Maritime Centre and its Role in the Guangdong-Hong Kong-Macao Greater Bay Area*. 7:00 p.m. CST. Fee: \$70. For information & registration, please see: <https://www.almac.hk/main/>.

- Nov. 17 - **GLOBAL AGCONNECT**. Virtual conference, sponsored by the Nebraska Department of Economic Development and Valmont Irrigation, connects Nebraska and U.S. agricultural companies with international businesses for future partnership and investment potential by encouraging knowledge sharing and engaging conversations about relevant opportunities in global agriculture. 9:00 a.m. – 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://hopin.com/events/global-agconnect#top>.
- Nov. 17 **INDONESIA'S NEW OMNIBUS LAW ON JOB CREATION: AN EXPERT BRIEFING**. Webinar briefing sponsored by US-ASEAN Business Council in cooperation with the Indonesia Investment Promotion Center. Keynoted by Indonesia's Coordinating Economics Minister **Airlangga Hartarto**, this webinar features leading experts on law, taxation, banking/financial services, and investment. 7:30 – 9:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehe44kr5034bae8c&oseq=&c=&ch=>.
- Nov. 17 **WILL THE ELECTION IMPACT THE US-CHINA TECH RACE?** Last in a series of three webinars sponsored by the South China Morning Post. With the hindsight of knowing who has won the election, the panel will discuss how the next administration plans to push forward in the U.S.-China tech race and the impact it will have on diplomatic relations between the two countries, as well as the world. 8:00 – 9:00 a.m. CST. Fee: \$50. For information & registration, please see: <https://uselection.scmp.com/home>.
- Nov. 17 **SBA & EXIM PROGRAMS**. Virtual Manufacturing Export Forum sponsored by the Technology & Manufacturing Association and First American Bank. Presentation by **Daniel Pische**, First American Bank, who will lead a discussion that outlines the export resources available to manufacturers from the Small Business Administration and Export-Import Bank, with a focus on the changing credit environment including working capital options to take advantage of export opportunities. 8:00 – 9:00 a.m. CST. No fee; advance registration required. For information & registration, please see: https://www.tmaillinois.org/ev_calendar_day.asp?date=11/17/2020&eventid=728.
- Nov. 17 **VIRTUAL CONNECTIONS: EXPORTING U.S. WATER SOLUTIONS TO EURASIA**. Webinar, sponsored by the U.S. Commercial Service, will provide a market overview for Azerbaijan, Turkmenistan, and Uzbekistan led by U.S. diplomats and local industry experts; opportunities for U.S. water solution/agribusiness companies in each market will be presented. 8:00 a.m. CST. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QCP>.
- Nov. 17 **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. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-procedures/>.
- Nov. 17 **ONLINE IN EGYPT AND THE ARAB GULF STATES: LEVERAGE TODAY'S ONLINE TOOLS TO GROW YOUR BUSINESS IN EGYPT AND THE ARAB GULF STATES**. Webinar, sponsored by IBT Online, will share expertise, case studies, client testimonials and experience in delivering online success in Egypt and the Arab Gulf States. 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://info.ibt.onl/online-in-the-arabic-gulf>.
- Nov. 17 **EXPLORING THE MYSTERIES OF HEADING 9801**. Webinar, sponsored by Braumiller Law Group, will explore some of the major classifications under Heading 9801 and how to meet the associated requirements. 11:00 a.m. CST. Fee: \$25. For information & registration, please see: https://www.bigmarker.com/braumiller-law-group-pllc/Exploring-the-Mysteries-of-Heading-9801?show_live_page=true.

- Nov. 17 ***ACE REPORTING: LEARN HOW TO USE ACE REPORTING FUNCTIONALITY TO GAIN INSIGHT INTO YOUR IMPORT DATA.*** Webinar sponsored by the Midwest Global Trade Association. Presentations by **Matt Rivard**, Senior Manager, Target, and **Amanda McDonald**, Senior Broker, DSV. 11:30 a.m. – 1:00 p.m. CST. MGTA Members – No fee; Non-members - \$20. For information & registration, please see: <https://www.mgta.org/events/EventDetails.aspx?id=1443180&group=>.
- Nov. 17 ***ADVANCED ENCRYPTION CLASSIFICATION.*** Webinar, sponsored by Export Strategies, LLC, is for export compliance officers, engineers, and legal practitioners who have experience with product classification and the use of encryption technologies in hardware and software applications. It will provide participants with classification exercises to complete prior to the webinar; during the webinar we will use a combination of instruction and discussion of the exercises for a “practice makes perfect” approach to learning how to assess jurisdiction and classification for products with data security features. 12:00 – 1:30 p.m. CST. Fee: \$179. For information & registration, please see: <https://www.exportcontrolwebinars.com/pages/advanced-encryption-classification>.
- Nov. 17 ***INCOTERMS MADE EASY – DECODING YOUR SHIPMENT.*** Webinar, sponsored by ComplianceOnline, will help exporters understand International Commercial Terms, or (INCOTERMS); using the correct INCOTERM will limit liability and transfer title of goods at the proper point during transit. 12:00 – 1:00 p.m. CST. Fee: \$199. For information & registration, please see: <https://www.complianceonline.com/incoterms-made-easy-decoding-your-shipment-webinar-training-705597-prdw>.
- Nov. 17 ***FEASIBILITY OF GLOBAL MANUFACTURING & SUPPLY CHAIN STRATEGIES.*** Webinar, sponsored by East West Associates (EWA), will focus on the EWA Financial and Implementation Feasibility Analysis process, which has been developed to: (1) Confirm if a proposed strategy will deliver the projected ROI and can be successfully implemented; (2) Develop alternative recommendations if the proposed strategy does not meet ROI or implementation projections; (3) Enable companies to move forward with confidence in their global expansion/relocation undertakings. Six case studies will be presented of proposed supply chain strategies in the US, Mexico, Asia and Central Eastern Europe (CEE). 12:00 – 1:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/7138305875661953295>.
- Nov. 17 ***CBP AUDIT SURVEYS: WHAT’S AT STAKE.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., is designed to prepare companies to undergo an audit survey or other CBP audit by reviewing how to implement and maintain an effective import compliance program as well as how to recognize potential import compliance risks. 1:00 – 2:00 p.m. CST. Fee: \$300. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/cbp-audit-surveys-what-s-at-stake>.
- Nov. 17 ***ASSOCIATION OF SOUTHEAST ASIAN NATIONS (ASEAN) OIL AND GAS VIRTUAL COFFEE CHAT.*** Webinar, sponsored by the U.S. Commercial Service, features U.S. Embassy oil & gas Commercial Specialists from the Philippines, Thailand, Vietnam Malaysia and Indonesia discussing opportunities in the region. 6:30 – 8:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QCY>.

- Nov. 18 **WORKING EFFECTIVELY WITH JAPANESE.** Webinar, sponsored by Japan Intercultural Consulting, will address: *Japanese communication style; Why Japanese tend to be vague/ indirect - how to interpret what they mean; Why Japanese don't give a lot of feedback; Overcoming the language barrier; How to confirm whether you've been understood correctly; How decisions are made in Japanese organizations; Why Japanese avoid risk; How to get your ideas accepted by a Japanese organization; How to make meetings with Japanese more effective; How to build strong working relationships with Japanese; How to behave appropriately at meals and other social situations; What to keep in mind if you travel to Japan for business; What most bothers Japanese about the Americans they work with.* 8:00 a.m. – 3:00 p.m. CST. Fee: \$295. For information & registration, please see: <https://eventsframe.com/e/qTVDLnMOc/working-effectively-with-japanese/>.
- Nov. 18 **FOOD IS LIFE: THE IMPACT OF FOOD, NUTRITION AND TECHNOLOGY ON OUR HEALTH AND WELLBEING.** Webinar 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. CST. Fee: \$95. For information & registration, please see: <https://register.gotowebinar.com/register/3592811883349504268?source=PDFInvite>.
- Nov. 18 **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. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-201/>.
- Nov. 18 **INTERNATIONAL AEROSPACE STANDARDS OVERVIEW.** Webinar, sponsored by the Ohio Aerospace Institute and SAE, will provide information on the following: *Overview of SAE's Aerospace Standards Program; Aerospace Quality Standards; AS9100, AS9101, AS9102, AS9102 (+ pkg. of ~30 stds.); G-22 AESQ Standards AS13xxx Series; SAE's Aerospace Quality Training; AS9100 Certification Process; Counterfeit Standards; UAV's; Additive Materials for Aerospace Application (SAE AMS7000 Series of standards).* 9:00 – 10:30 a.m. CST. Fee: \$20. For information & registration, please see: <https://www.eventbrite.com/e/ohio-aerospace-institute-and-sae-international-aerospace-standards-overview-tickets-122080501065?aff=erelpanelorg>.
- Nov. 18 **ATTAINING YOUR CE MARK FOR YOUR MEDICAL DEVICE IN THE EU.** Webinar, sponsored by ComplianceOnline, will begin with an understanding of the new EU Medical Device Regulation and will walk through the CE marking process explaining all relevant aspects of it to include acquiring and displaying the CE mark. 10:00 – 11:00 a.m. CST. Fee: \$329. For information & registration, please see: <https://www.complianceonline.com/ce-mark-medical-device-webinar-training-706543-prdw>.
- Nov. 18 **WHAT'S NEW IN THE US-MEXICO-CANADA AGREEMENT.** Webinar, sponsored by the World Trade Research Institute, will describe the changes and additions to the agreement that replaced NAFTA and cover the details of the changes and how U.S. companies can take advantage of the new export opportunities. 12:00 – 1:00 p.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehchvxolee5799e6&oseq=&c=&ch=>.
- Nov. 18 **POST-ELECTION ANALYSIS: WHAT IT MEANS FOR AMERICAN COMPANIES IN GLOBAL MARKETS.** Webinar sponsored by the **International Trade Association of Greater Chicago.** Presentations by two Washington insiders: **Dan Renberg**, partner and co-practice group leader of the Government Relations group, Arent Fox LLP, and **Leah Scarpelli**, Associate, Arent Fox LLP, who specializes in trade policy issues, such as the Section 232 tariffs on steel and aluminum, the Section 301 tariffs on imports from China and the EU, and the negotiation of trade agreements. They will comment on: *Expected changes in key Executive Branch officials; Changes in key players in the U.S. Congress and what it means for trade agreements and trade policy generally; Election results as they may affect: Export controls, market access & compliance; State of play regarding sanctions – China, Iran, N. Korea, etc.; Customs update.* 12:00 – 1:00 p.m. CST. ITA/GC Members - \$25; Non-members - \$40. For information & registration, please see: <https://www.eventbrite.com/e/post-election-analysis-what-it-means-for-american-companies-in-global-mar-tickets-126888068629>.

- Nov. 18 **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/training/events/upcoming-webinars/trade-in-turmoil-monthly-update-\(1\)](https://www.strtrade.com/training/events/upcoming-webinars/trade-in-turmoil-monthly-update-(1)).
- Nov. 18 **U.S. - MEXICO CROSS BORDER ASSET RECOVERY & GUARANTEE EXECUTION: EMERGING CASES, CHALLENGES AND PRACTICAL ADJUSTMENTS AS A RESULT OF THE PANDEMIC**. Webinar sponsored by the United States-Mexico Chamber of Commerce Northeast & California Chapters. Panelists include: **Alejandro Moreno**, Partner, Sheppard Mullin; **Fernando Pérez Correa**, Partner, SOLCARGO; **Beatriz Pérez Perazzo**, International Legal Advisor, Global Recovery Group; **Laura Nava** (Moderator), Registered Foreign Legal Consultant, Sheppard Mullin. 1:00 – 2:00 p.m. CST. USMCoC Members - \$15; Non-members - \$25. For information & registration, please see: <https://web.cvent.com/event/4ba70b9f-9b96-4cb8-9085-7585a71fd32a/summary>.
- Nov. 18 **INTERNATIONAL ECOMMERCE**. Webinar, sponsored by the Illinois SBDC at Champaign County EDC, will help you understand the opportunities, benefits, challenges, and risks of international e-commerce for new and established companies. Topics include: *E-commerce challenges and opportunities for exporters during COVID-19; Selling your products on your website and/or on online international marketplaces (e.g. Amazon, Alibaba, eBay); Logistics; Payment methods; Export and import compliance; Best practices*. 2:00 – 3:30 p.m. CST. No fee; advance registration required. For information & registration, please see: <http://www.cusbdc.org/event/sbdc-webinar-international-e-commerce-4/2020-11-18/>.
- Nov. 19 **GLOBAL ECONOMIC SANCTIONS ON CANADIAN OPERATIONS**. Webinar, sponsored by the American Conference Institute, is an in-depth event designed to bring current information about economic sanctions strategies to North America's leading financial institutions and exporters. Topics include: *Export Controls for China/Hong Kong: Analysis of the latest GAC criteria for transfer-controlled items; The practical implications of Smart Sanctions for your screening program; Mitigating risks when sanctions regimes conflict*. 7:50 a.m. – 4:30 p.m. CST. Fee: \$895 (by October 16; \$995 thereafter). For information & registration, please see: <https://www.canadianinstitute.com/global-economic-sanctions/>.
- Nov. 19 **DUTY DRAWBACK**. Webinar, sponsored by the Global Training Center, will describe: The basics of a duty drawback program and the reasons why recovering drawback can be so beneficial; How to maximize your refundable dollar amount by implementing a full duty drawback program in compliance with Customs laws and regulations; The structure of the new 301 Tariffs that have been put into place on goods with a country of origin of China or Europe (and tbd for Vietnam) and discuss the different options involved in obtaining refunds of those additional tariffs; on top of the customarily paid duty rate. 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/duty-drawback/>.
- Nov. 19 **BUILDING AN EXPORT PLAN**. Webinar, sponsored by the Illinois SBDC International Trade Center at the Joseph Business School, will teach you about the benefits of exporting, what the key elements of a strategic export plan are, how to put one together, and what all the great resources are that are available to help you out along the way. 9:30 – 11:30 a.m. CST. Fee: \$15. For information & registration, please see: <https://sbdctraining.josephcenter.com/#/instructor-led-courses/11e61ac6-b6bf-40c0-9547-e9440272ff89>.
- Nov. 19 **CHANGES TO MEXICAN LABELING REQUIREMENTS-NOM ANNEX**. Webinar, sponsored by the U.S. Commercial Service, will discuss the key changes of NOM Annex 2.4.1 and the application of labeling requirements in Mexico. 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QD6>.

- Nov. 19 ***WORKING EFFECTIVELY WITH JAPANESE.*** Webinar, sponsored by Japan Intercultural Consulting, will address: *Japanese communication style; Why Japanese tend to be vague/ indirect - how to interpret what they mean; Why Japanese don't give a lot of feedback; Overcoming the language barrier; How to confirm whether you've been understood correctly; How decisions are made in Japanese organizations; Why Japanese avoid risk; How to get your ideas accepted by a Japanese organization; How to make meetings with Japanese more effective; How to build strong working relationships with Japanese; How to behave appropriately at meals and other social situations; What to keep in mind if you travel to Japan for business; What most bothers Japanese about the Americans they work with.* 11:00 a.m. – 6:00 p.m. CST. Fee: \$295. For information & registration, please see: <https://eventsframe.com/e/pElVMih4Q/working-effectively-with-japanese/>.
- Nov. 19 ***THE NEW DNA OF LOGISTICS IN THE USMCA ERA.*** Webinar sponsored by MexicoNow. Panelists include Dr. **Eduardo Reyes Díaz-Leal**, President, Buffete International, and **Jorge Torres**, Present, FedEx Express, México. 11:00 a.m. – 12:30 p.m. CST. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/9615942347052/WN_CBuMjXQ7RiGeckXXvumiDA.
- Nov. 19 ***INVESTING AND DOING BUSINESS IN SPAIN: A LEGAL PERSPECTIVE.*** Webinar, sponsored by the **International Trade Association of Greater Chicago** in partnership with Harris Bricken and Monereo Meyer Abogados, will discuss regulations for doing business in Spain from a practical perspective. Spain-based attorneys, **Andrés Monereo**, **Nadja Vietz**, and **Consuelo Álvarez**, will discuss the most salient aspects of Spain's legal and regulatory regime as it pertains to foreign businesses, including intellectual property protection, labor compliance, and the European Union's General Data Protection Regulation (GDPR); they will also explore COVID-19-specific challenges and how to best address these. 12:00 – 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://attendee.gotowebinar.com/register/8437219434528268812?source=International+Trade+Association>.
- Nov. 19 ***HOW TO LEVERAGE YOUR PRODUCT LINES IN MEXICO, ASIA AND CENTRAL EASTERN EUROPE.*** Webinar, sponsored by East West Associates, will provide supply chain information on Mexico, Asia (Vietnam, Thailand and the Philippines) and Central Eastern Europe (Czech Republic, Slovakia, Poland and Hungary). 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_TqaKQjsORDKORKz0D1ILfQ.
- Nov. 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, helping your company evaluate the opportunity. 1:00 – 2:00 p.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehchvy6c574ca2fe&oseq=&c=&ch=>.
- Nov. 19 ***THE ELECTION'S POTENTIAL IMPACT ON TRADE.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review the election results in the House, the Senate and the White House and give opinion and insight into what traders might expect. 1:00 – 1:30 p.m. CST. Fee: \$50. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/the-election-s-potential-impact-on-trade>.
- Nov. 20 ***THE ECONOMIC AND BUSINESS ENVIRONMENT IN CENTRAL ASIA.*** Webinar/roundtable discussion sponsored by the Central Asian Productivity Research Center. Panelists include: **Shairbek Dzhuraev**, Director, Crossroads Central Asia, Bishkek, Kyrgyz Republic; **Basrad Pashayev**, international business consultant and entrepreneur, Baku, Azerbaijan; and **Zafer Karaca**, entrepreneur and attorney, London and Istanbul. 9:00 a.m. CST. No fee; advance registration required. For information & registration, please e-mail: hlepinske.caprc@gmail.com.

- Nov. 23 ***MANAGING YOUR ACCOUNTING AND TAX IN CHINA: BENEFITS OF THE PREFERENTIAL TAX POLICY FOR SMALL & MEDIUM ENTERPRISES (SMEs) IN CHINA.*** Webinar, sponsored by Woodburn Accountants & Advisors, will examine the preferential tax policy in detail and how it can be implemented for one's business in China. 4:30 – 5:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/5100771190830849036>.
- Nov. 23 ***[THE NEXT TRADE AGENDA]: DISCUSSION WITH CONGRESSMAN JIMMY PANETTA (D-CA).*** Webinar sponsored by the Washington International Trade Association with the American Leadership Initiative. Presentation by Congressman Jimmy Panetta (D-CA), a member of the House Ways and Means Trade Subcommittee who will assist in planning the trade agenda for the next Congress. 1:00 p.m. CST. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_GmDdR7DRSn-M4zciTJDoIA.
- Nov. 24 - ***FARMMECH 2020.*** Virtual exhibition on agricultural machinery and equipment sponsored by the Engineering Export Promotion Council India. Event is for overseas buyers & agents to explore opportunities with leading Indian Agri machinery companies in the areas of: Agri Machinery; Tractors; Land preparation; Crop maintenance; Crop harvesting; Post-harvest machinery; Tillage tools; Other equipment & components. For information & registration, please see: <https://farmmech.cepc.expoplatform.com/>.
- Nov. 24 ***MANAGING YOUR ACCOUNTING AND TAX IN CHINA: THE OPERATIONAL ASPECTS OF THE CHINESE VAT TAX AND INVOICE FAPIAO SYSTEM.*** Webinar, sponsored by Woodburn Accountants & Advisors, will provide you with an understanding of the China VAT Tax system, the Invoice Fapiao System and the operational aspects surrounding VAT within your company. 4:30 – 5:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/3751396645168232459>.
- Nov. 24 ***THE IMPACT OF COVID-19 ON RETAILING ONLINE & OFFLINE IN HONG KONG & CHINA.*** Webinar sponsored by the Hong Kong Business Association of New York and Fossil Group. Presentation by **Annemiek Ballesty**, Senior Vice President Commercial APAC, Fossil Group, who will discuss: COVID-19's impact on Retail industry; Hong Kong's impact on e-commerce growth; different retail industries and global pricing structures in the U.S. and in Hong Kong, China, and Asia. 7:30 – 8:30 a.m. CST. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_HYrYdLQ2SGuNBivCjsFglg.
- Nov. 24 ***EXPORT WORKING CAPITAL & CREDIT INSURANCE.*** Virtual Manufacturing Export Forum sponsored by the Technology & Manufacturing Association and First American Bank. Presentations by **Daniel Pische**, First American Bank, and **Lee Fahrenz**, Euler Hermes North America, who will discuss the role working capital will play in the coming recovery and how to manage risk and sell confidently on the road ahead. 8:00 – 9:00 a.m. CST. No fee; advance registration required. For information & registration, please see: https://www.tmaillinois.org/ev_calendar_day.asp?date=11/24/2020&eventid=729.
- Nov. 24 ***LOCALIZATION STRATEGY: OPTIMIZING ONLINE PRESENCE FOR GLOBAL EXPANSION.*** Webinar sponsored by the Illinois SBDC International Trade Center, Business Development Center, College of DuPage. Topics include: *Definition of localization; The key elements in a localization project (content, design, SEO, payment, etc.); Grant help to fund your project.* 10:00 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/33351>.
- Nov. 24 ***EXPORT USA: SELL ON AMAZON INDIA.*** Webinar sponsored by the U.S. Commercial Service and Amazon. Topics include: Introduction to Amazon in India; Overview of fulfillment channels available to sellers; How to start selling on Amazon India. 10:00 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/560497353550585611>.

- Nov. 24 **SUCCESS SHOWCASE.** Webinar sponsored by Nexdigm, in association with U.S.-India Business Council (USIBC), Invest India, and ICICI Bank Canada. Panelists will delve into the crucial aspects that make India one of the most attractive FDI destinations in the world today. Panelists include: **Amy Hariani**, Vice President, Legal Policy Counsel, USIBC; **Vivek Abraham**, Vice President, Invest India; **Shachar Rachim**, CEO, Member of Board, Avgol; **Kanwal Tikoo**, President - India & South Asia, AptarGroup; **Pinaki Bhattacharyya**, Country Head, Amp India. 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: https://zoom.us/webinar/register/7516046428650/WN_RIpNpszaQkyNDsVhG-uPzA.
- Nov. 24 **EXPORT FUNDING OPTIONS.** Webinar, sponsored by the Illinois SBDC at Champaign County EDC, is designed to help you gain a better understanding of federal and state funding options available to support your export activities. Topics include: *Analyze and understand your financial capacity to support your global expansion strategy; Manage export working capital to meet growing customer demand; Utilize export credit insurance to protect against non-payment, minimize risk, and offer extended credit terms to international buyers to increase sales; Obtain working capital loans with U.S. government backing to provide capital for inventory, hiring, and performance bonds to support export sales orders and free up needed capital; Offer financing at competitive rates to prospective customers to help close the sale; Take advantage of the ISTEP program (Illinois State Trade and Export Promotion); Financial resources for exporters affected by COVID-19.* 12:00 – 1:30 p.m. CST. No fee; advance registration required. For information & registration, please see: <http://www.cusbdc.org/event/sbdc-webinar-export-funding-options-4/2020-11-24/>.
- Nov. 25 **MANAGING YOUR ACCOUNTING AND TAX IN CHINA: HOW TO AVOID A TAX AUDIT FOR YOUR CHINA BUSINESS.** Webinar, sponsored by Woodburn Accountants & Advisors, will highlight a simple message: no more business as usual; the days of hiding profits and avoiding paying taxes in China are over. 4:30 – 5:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/5179977809486497803>.
- Nov. 26 **MANAGING YOUR ACCOUNTING AND TAX IN CHINA: IMPLEMENTING AN INTERNAL CONTROL SYSTEM FOR YOUR CHINA BUSINESS.** Webinar, sponsored by Woodburn Accountants & Advisors, will provide tips on where internal control systems can be placed, how to effectively manage those control systems and provide recommendations on ongoing support to protect your China business. 4:30 – 5:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/7554908631831554827>.
- Nov. 27 - 28 **NIGERIA BEYOND OIL: GROWING REGIONAL AND GLOBAL TRADE UNDER THE #AfCFTA.** Virtual conference sponsored by Nazaru LLC. Topics include: *#AfCFTA Adoption and Implementation: The Benefits and Challenges for Nigeria; Trade and Investment Opportunities in Nigeria's Non-Oil Exports; Growing the Kano-Lagos Leather Industry; Private Sector Mobilization for Sustainable Economic Development; Current State of Healthcare in Nigeria; Diaspora Engagement for Nation Building; Youth Empowerment; Accelerating Industrialization.* Fee: \$89.99. For information & registration, please see: <https://www.nazaru.trade/landing/plans/103424>.
- Nov. 27 **MANAGING YOUR ACCOUNTING AND TAX IN CHINA: DEVELOPING PROFIT REPATRIATION STRATEGIES FOR YOUR CHINA BUSINESS.** Webinar, sponsored by Woodburn Accountants & Advisors, will discuss the types of repatriation strategies that can be created and the procedures to process the payments overseas. 4:30 – 5:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/8571586352105859595>.
- 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. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/international-logistics/>.

- Dec. 1 **COMPREHENSIVE OVERVIEW OF U.S. SANCTIONS REGIMES AND FOCUS ON RECENT DEVELOPMENTS.** Webinar, sponsored by the American Conference Institute, will provide a practical and up-to-the-minute overview of key sanctions affecting the principal targeted countries with a dedicated focus on recent developments. 8:00 – 11:30 a.m. CST. Fee: \$600. For information & registration, please see: <https://www.americanconference.com/economic-sanctions-new-york/workshops/comprehensive-overview-of-u-s-sanctions-regimes-and-focus-on-recent-developments/>.
- 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. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/letters-of-credit/>.
- Dec. 1 **OFAC COMPLIANCE PROGRAM BEST PRACTICES.** Webinar, sponsored by American Conference Institute, has been specifically designed for in-house sanctions professionals. To engage with senior-level sanctions professionals will engage in dialogue on strengthening their companies' sanctions compliance programs based on OFAC's May 2019 guideline and latest enforcement action guidance. 12:30 – 4:00 p.m. CST. Fee: \$600. For information & registration, please see: <https://www.americanconference.com/economic-sanctions-new-york/workshops/ofac-compliance-program-best-practices/>.
- Dec. 1 **CLASSIFICATION 101.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will cover the basics of the classification process and help you effectively evaluate tariff classification and related considerations, including the role classification may play in section 232/301 origin determinations, tariff exclusions, and recent court decisions. 1:00 – 2:30 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/classification-101>.
- Dec. 2 - **ECONOMIC SANCTIONS.** Eleventh Annual New York [Virtual] Forum, sponsored by the American Conference Institute, convenes a diverse mix of financial institutions, exporters and their advisers to provide practical and timely, country-specific sanctions insights and address how to update sanctions compliance and risk management programs. Topics include: *Latest on the highly dynamic Russia/Ukraine sectoral and secondary sanctions; Unraveling the new developments of Venezuela sanctions; Iran: current status of JCPOA and increased request for humanitarian licenses; Practical guidance on OFAC Compliance Guidelines; Regulatory and Enforcement Trends; Managing Transportation, Logistics and Insurance Challenges; Navigating the Intersection of Sanctions and Export Controls; Understanding and Assessing Secondary Sanctions Risk; Maintaining effective sanctions compliance with a Remote Workforce; Using Technology to innovate your sanctions compliance program.* 7:30 a.m. – 4:30 p.m. CST. Fee: \$1,595 (by October 16; \$1,695 thereafter). For information & registration, please see: <https://www.americanconference.com/economic-sanctions-new-york/>.
- 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 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. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-procedures/>.

- Dec. 2 ***STARTING AND RUNNING A GLOBAL COMPANY AS A WORKING MOTHER: LESSONS LEARNED.*** Webinar sponsored by Women Entrepreneurs Grow Global. Presentation by **Margery Kraus**, Founder, Executive Chairman, APCO Worldwide, a global advisory and advocacy communications consultancy headquartered in Washington, D.C. She specializes in public affairs, communication, and business consulting for major multinationals. 11:00 a.m. – 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: https://register.gotoweinar.com/register/1728885687793874444?mc_cid=a18b7df9f9&mc_eid=6499c7d108.
- Dec. 2 ***IMPORT COMPLIANCE BOOTCAMP.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide a comprehensive overview of import laws, regulations, and best practices to give you the resources and information you need to tackle a variety of trade compliance issues with authority. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/import-compliance-bootcamp>.
- Dec. 3 ***TRADE ENFORCEMENT: LOOKING BEYOND TARIFFS.*** Webinar sponsored by the Washington International Trade Association. Panelists include: **Brian Pomper**, Partner, Akin Gump Strauss Hauer & Feld LLP and Head of the Alliance for Trade Enforcement Coalition; **Christine Bliss**, President, Coalition of Services Industries; **Tom Wyler**, Senior Vice President for Global Strategy, PSP Capital; **Wendy Cutler** (Moderator), Vice President, Asia Society Policy Institute. 8:00 – 9:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.wita.org/events/webcast-looking-beyond-tariffs/>.
- 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. CST. 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. CST. No fee; advance registration required. For information & registration, please see: <https://www.trade.gov/asiaedgeworkshop>.
- Dec. 3 ***USMCA RULES, PROCEDURES AND DOCUMENTATION.*** Webinar, sponsored by ComplianceOnline, will help you understand how to meet the rules that are required to qualify your imports/exports between the three USMCA countries (United States, Canada, and Mexico); it will also present some of the major changes between the NAFTA & the USMCA and how these changes may affect the qualification of your products. 12:00 – 1:30 p.m. CST. Fee: \$199. For information & registration, please see: <https://www.complianceonline.com/nafta-rules-of-origin-and-documentation-with-updates-on-renegotiations-webinar-training-705498-prdw>.
- Dec. 3 ***UNDERSTANDING THE BROKER-IMPORTER RELATIONSHIP.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide an overview of the important relationship between these two parties for purposes of customs compliance, including: the responsibilities of both importers and brokers with regard to making entry; classifying and valuing merchandise; complying with other government agency requirements; and recordkeeping. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/understanding-the-broker-importer-relationship>.
- 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. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/country-of-origin/>.

- Dec. 4 **WHEN YOU DISAGREE WITH CUSTOMS...** Webinar sponsored by the International Trade Club of Chicago. Presentation by **Brian F. Walsh**, Barnes, Richardson & Colburn LLP, Chicago, who will address the following topics: *Protests; Applications for Future Review; CF-29 Responses; Penalty and Liquidated Damages Petitions; Offers in Compromise; Prior Disclosures*. 9:00 – 11:00 a.m. CST. ITCC & CCBFA Members - \$60; Non-members - \$95. For information & registration, please see: <https://itcc.wildapricot.org/event-4050161>.
- Dec. 4 **INTRODUCTION TO EXPORTING.** Webinar, sponsored by the Illinois SBDC at Champaign County EDC, is specifically designed for startups and other small businesses looking to increase their sales beyond their domestic market. Topics include: *Opportunities and challenges of exporting during the COVID-19 pandemic; Evaluating your export readiness; Developing an export plan; Market selection and entry strategy; Finding qualified buyers; International logistics; Understanding the basics of U.S. export regulations; Funding your exports; Best practices*. 10:00 – 11:30 a.m. CST. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_s0TEewG-RaeiP7FDDnscnw.
- 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. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.
- Dec. 7 **INTERNATIONAL ECOMMERCE.** Webinar, sponsored by the Illinois SBDC at Champaign County EDC, will help you understand the opportunities, benefits, challenges, and risks of international e-commerce for new and established companies. Topics include: *E-commerce challenges and opportunities for exporters during COVID-19; Selling your products on your website and/or on online international marketplaces (e.g. Amazon, Alibaba, eBay); Logistics; Payment methods; Export and import compliance; Best practices*. 10:00 – 11:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <http://www.cusbdc.org/event/sbdc-webinar-international-e-commerce-4/2020-11-18/>.
- Dec. 8 **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. CST. Fee; \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/usmca/>.
- Dec. 8 **ELECTION RESULTS AND WHAT’S NEXT FOR CANADA-US RELATIONS.** Webinar sponsored by the Canada-U.S. Business Council Chicago. Panelists include: **Cindy Shearn**, Partner, Fragomen Worldwide; **Lupita Cardiel**, Manager of Central Region USA Sales, Air Canada; **Wayne Robson**, Acting Consul General of Canada in Chicago. 9:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://ccoc.123signup.com/event/registration/kfbnd>.
- Dec. 8 **MEDICAL DEVICES: EU DIRECTIVES, CE MARKING, ISO CERTIFICATION AND THE NEW DEVICE REGULATIONS COMING TO THE EU.** Webinar, sponsored by ComplianceOnline, will discuss the requirements of the Medical Device Directives, their linkage to the EU Clinical Trial Directive and the requirements of CE Marking and ISO Certification on commercializing products. 12:00 – 1:30 p.m. CST. Fee: \$249. For information & registration, please see: <https://www.complianceonline.com/medical-devices-eu-directives-guidance-documents-ce-marking-process-and-iso-certification-programs-webinar-training-701369-prdw>.

- Dec. 8 ***THE RIGHT EXPORT PARTNER FOR TURBULENT TIMES.*** Webinar, sponsored by the Madison International Trade Association, will discuss how companies can leverage state and federal export support, financial resources and international connections to increase global sales and expand into new international markets. Presentations by **Aaron Zitzelsberger**, International Grants Manager, WEDC Global Trade & Investment Division, and **Mark Rhoda-Reis**, Director of the Export and Business Development Division, Wisconsin Department of Agriculture, Trade and Consumer Protection. 1:00 – 2:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.mitatrade.org/events>.
- Dec. 8 ***CUSTOMS AUDITS 101: WHAT TO EXPECT.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will discuss current CBP audit methods and what importers may expect. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/customs-audits-101-what-to-expect>.
- Dec. 9 ***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. – 2:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/ear/>.
- Dec. 9 ***INTRODUCTION TO EXPORTING.*** Webinar, sponsored by the Illinois SBDC at Champaign County EDC, is specifically designed for startups and other small businesses looking to increase their sales beyond their domestic market. Topics include: *Opportunities and challenges of exporting during the COVID-19 pandemic; Evaluating your export readiness; Developing an export plan; Market selection and entry strategy; Finding qualified buyers; International logistics; Understanding the basics of U.S. export regulations; Funding your exports; Best practices.* 10:00 – 11:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <http://www.cusbdc.org/event/sbdc-webinar-intro-exporting-3/2020-11-16/>.
- Dec. 9 ***IMPORTING 101: THE REAL BASICS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will focus on the most frequently encountered issues facing importers and offer practical information on how to protect your company's interests. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/importing-101-the-real-basics>.
- Dec. 10 ***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/>.
- Dec. 10 ***USING ACE REPORTS TO BOOST COMPLIANCE AND DUTY SAVING.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review how to leverage ACE report data to manage trade compliance, identify opportunities for duty savings, and discover potential problems, often prior to CBP inquiries. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/using-ace-reports-to-boost-compliance-and-duty-savings>.
- Dec. 11 ***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. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/ctpat/>.

- Dec. 11 **EXPORT FUNDING OPTIONS.** Webinar, sponsored by the Illinois SBDC at Champaign County EDC, is designed to help you gain a better understanding of federal and state funding options available to support your export activities. Topics include: *Analyze and understand your financial capacity to support your global expansion strategy; Manage export working capital to meet growing customer demand; Utilize export credit insurance to protect against non-payment, minimize risk, and offer extended credit terms to international buyers to increase sales; Obtain working capital loans with U.S. government backing to provide capital for inventory, hiring, and performance bonds to support export sales orders and free up needed capital; Offer financing at competitive rates to prospective customers to help close the sale; Take advantage of the ISTEP program (Illinois State Trade and Export Promotion); Financial resources for exporters affected by COVID-19.* 1:00 – 2:30 p.m. CST. No fee; advance registration required. For information & registration, please see: <http://www.cusbdc.org/event/sbdc-webinar-export-funding-options-4/2020-11-24/>.
- 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. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/exporting-procedures/>.
- Dec. 15 **INCOTERMS – INTERNATIONAL COMMERCIAL TERMS.** Webinar, sponsored by ComplianceOnline, will discuss how to use INCOTERMS to define who pays for freight, insurance and customs duties for the export sale and the import purchase of goods. 12:00 – 1:00 p.m. CST. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/incoterms-international-commercial-terms-webinar-training-702213-prdw>.
- Dec. 15 **THE EXPORT CONTROL YEAR IN REVIEW.** Webinar, sponsored by the Export Compliance Training Institute, is ideal for those who want to be brought up to date on recent developments in export controls and related sanctions and reveal best guesses as to what 2021 will bring. 12:00 – 1:30 p.m. CST. Fee: \$99. For information & registration, please see: <https://academy.learnexportcompliance.com/#/instructor-led-courses/2c0c0ace-687c-405c-8160-a189ecfa36c9>.
- 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. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/incoterms/>.
- Dec. 16 **CUSTOMS RECORDKEEPING 101: WHAT YOU NEED TO KNOW.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will explain the burdens and requirements of recordkeeping under U.S. Customs laws and how those required to keep records can best meet their obligations. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/customs-recordkeeping-101-what-you-need-to-know>.
- Dec. 17 **EXPORT TO MEXICO.** Webinar, sponsored by the Global Training Center, will cover: *An overview of Mexico; Leaving the United States; Entering Mexico; Mexico tariff schedule; Non-tariff regulations and restrictions; Trade Promotions & Initiatives; Information Resources.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/export-to-mexico/>.

- Dec. 17 ***ITAR COMPLIANCE FOR U.S. PERSONS WORKING OUTSIDE THE UNITED STATES: WHAT YOU NEED TO KNOW.*** Webinar, sponsored by the Export Compliance Training Institute, will discuss the practical impacts of DDTC's guidance for U.S. persons and for companies that employ U.S. persons outside the United States. We will use case studies to illustrate the types of activities that fall within the scope of defense services regulated by the ITAR and key compliance considerations for U.S. persons and companies that employ U.S. persons outside the US. 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://academy.learnexportcompliance.com/#/instructor-led-courses/3523cf5d-ccb4-44ea-82ea-a859c27545e5>.
- Dec. 18 ***EXPORT TO CANADA.*** Webinar, sponsored by the Global Training Center, will focus on: *Doing business in Canada; To market, to market; Policers, PGAs, partners and providers; Expanding your markets: leaving the U.S.; Canadian import procedures; Special import considerations and duty reduction programs; NAFTA and other free trade agreements; BSCA enforcement; Other programs.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/export-to-canada/>.
- Feb. 1 - ***UAE VIRTUAL HEALTHCARE TRADE MISSION 2021.*** Virtual trade mission, sponsored by the Great Lakes St. Lawrence Governors & Premiers, is to assist small to medium-sized companies from the Great Lakes St. Lawrence region to export products and services to this important market. Similar to an in-person trade mission, 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 a market briefing. Fee: \$1,000 - \$3,000. For information & registration, please see: <https://www.gsgp.org/projects/international-trade/trade-missions/uae-virtual-healthcare-trade-mission-2021/>.
- Mar. 1 - ***CYBER SECURITY BUSINESS DEVELOPMENT MISSION TO SOUTH AMERICA.*** Mission, sponsored by the U.S. Department of Commerce, will introduce U.S. firms and trade associations to some of South America's most rapidly growing information and communication technology (ICT), security, and critical infrastructure protection markets (Lima, Peru; Santiago, Chile; Montevideo, Uruguay; Buenos Aires, Argentina). It will assist U.S. companies in finding business partners to which they may export their products and services to the region. For an application, please see: <https://emenuapps.ita.doc.gov/ePublic/TM/1R1J>.
- Mar. 7 - ***SECURITY MISSION FOR ECONOMIC PROSPERITY IN EL SALVADOR, GUATEMALA, AND HONDURAS.*** Mission, sponsored by the U.S. Department of Commerce, will focus on opportunities in Regional Security, Digital Security, and Infrastructure Security. The purpose of the mission is to leverage the regional political and economic climate and include both the Western Hemisphere Deal Team and America Crece Initiatives to advance the U.S. Administration's goals of reducing and stopping the flow of migration from Central America through economic growth and job creation. For an application, please see: <https://emenuapps.ita.doc.gov/ePublic/TM/0R0X>.
- Mar. 8 - ***UNITED KINGDOM VIRTUAL TRADE MISSION 2021.*** Virtual multi-sector trade mission, sponsored by the Great Lakes St. Lawrence Governors & Premiers, is to assist small to medium-sized companies from the Great Lakes St. Lawrence region to export products and services to this important market. Similar to an in-person trade mission, 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 a market briefing. Fee: \$1,000 – \$4,000. For information & registration, please see: <https://www.gsgp.org/projects/international-trade/trade-missions/united-kingdom-virtual-trade-mission-2021/>.

May 23 - **TRADE MISSION TO THE CARIBBEAN REGION.** Organized by the U.S. Department of Commerce,
28 this mission will include the Trade Americas – Business Opportunities in the Caribbean Region Conference in Bridgetown, Barbados on May 23 - 25. 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 see: <https://emenuapps.ita.doc.gov/ePublic/TM/0R0V>.

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.