



# ILLINOIS INTERNATIONAL BUSINESS CALENDAR

January 11, 2021

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

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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](http://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](mailto: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.**

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**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*

- Jan. 14 ***TRADE TRENDS IN THE NEW ECONOMY.*** Webinar, sponsored by the **International Trade Association of Greater Chicago**, will be an off-the-record, informal 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. CST. ITA/GC Members - \$10; Non-members - \$25. For information, please see: <https://www.eventbrite.com/e/trade-trends-in-the-new-economy-tickets-133268655135>.
- Jan. 21 ***GLOBAL TRADE OUTLOOK 2021: THE BIDEN AGENDA.*** Twenty-first Annual program sponsored by the **International Trade Association of Greater Chicago** with **BDG International, Inc.** Presentation by **John G. Murphy**, Senior Vice President for International Policy, U.S. Chamber of Commerce. Murphy will share his decades of international policy insight and perspective on such pressing issues as: the U.S.-China tariff war; Brexit; trade relations with the U.K., the E.U., and more. 12:00 – 1:00 p.m. CST. ITA/GC Members - \$25; Non-members - \$50. For information & registration, please see: <https://www.eventbrite.com/e/global-trade-outlook-2021-the-biden-agenda-tickets-130331070741>.
- Jan. 26 ***INCOTERMS® 2020 RULES.*** Webinar sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Arthur C. O'Meara**, Principal, O'Meara & Associates - International Trade Compliance & Training, who will highlight the Incoterms® 2020 Rules and address changes made from the last version (Incoterms® 2010) from the perspective of domestic and international purchases and sales. Each participant will receive a copy of the new *Incoterms® 2020 Rules*, as well as a copy of Mr. O'Meara's new book, *Making Money with Incoterms® 2020: Strategic Use of Incoterms Rules in Purchases and Sales*. 8:30 a.m. – 12:00 p.m. CST. **Registration closes at 12:00 p.m. CST, January 12.** ITA/GC & CCBFA Members - \$275; Non-members - \$350. For information & registration, please see: <https://www.eventbrite.com/e/incoterms-2020-rules-tickets-132477362357>.

## Of Note:

**Suspension of Tariff Action in France Digital Services Tax Investigation:** Relax lovers of French soap, cosmetics, and handbags. The U.S. Trade Representative has determined to suspend the tariff action in the Section 301 investigation of France's Digital Services Tax (DST). The additional tariffs on certain products of France were announced in July 2020, and were scheduled to go into effect on January 6, 2021. For the announcement and link to the *Federal Register* notice, please see: <https://ustr.gov/about-us/policy-offices/press-office/press-releases/2021/january/suspension-tariff-action-france-digital-services-tax-investigation>.

**EU-MERCOSUR Trade Agreement: A Preliminary Analysis:** On June 28, 2019, the European Union became the first major partner to strike a trade agreement with the Southern Common Market (or MERCOSUR) countries of Argentina, Brazil, Paraguay, and Uruguay. The landmark agreement, which the EU Parliament and Commission have yet to ratify, covers a market of 780 million people and encompasses 25 percent of world GDP, making it one of the largest free trade areas in the world. The USDA's Foreign Agricultural Service provides a preliminary analysis on the "significant disadvantage" this bodes for U.S. agricultural products. The analysis is here: <https://www.fas.usda.gov/data/eu-mercosur-trade-agreement-preliminary-analysis>.

**The Impact of Foreign-Owned SMEs on the U.S. Economy:** SelectUSA's latest analysis shows that small, foreign-owned firms have a substantial impact on the U.S. economy, directly and indirectly supporting 5 million U.S. jobs, \$350 billion in employee compensation, and \$1 trillion in output. Their analysis found that over 2.7 million of those jobs were directly created by small foreign-owned firms operating here, while the other 2.3 million were indirect and induced jobs supported by the ripple effects of small foreign-owned firms. For the complete report, please see: <https://www.selectusa.gov/servlet/servlet.FileDownload?file=015t0000000YEA>.

**The Young Transatlantic Innovation Leaders Initiative Fellowship Program:** WorldChicago has announced applications are open (through March 1) for the Young Transatlantic Innovation Leaders Initiative (YTILI), the U.S. Department of State's flagship program for emerging entrepreneurs from Europe. A cohort of young European entrepreneurs from 45 countries will participate to grow their ventures, foster global partnerships, and drive positive impact in their home communities. The 2021 YTILI Program will include a virtual Mini-MBA Entrepreneurship Curriculum, a 5-week U.S. experience, and an Innovation Summit in Ljubljana, Slovenia. Please share this opportunity with your friends and colleagues in Europe who might know young entrepreneurs who would be a good fit for YTILI. You can find the application and instructions by visiting [www.ytili-worldchicago.org/how-to-apply](http://www.ytili-worldchicago.org/how-to-apply). If you have any questions regarding the application, please reach out to WorldChicago at [ytili-info@worldchicago.org](mailto:ytili-info@worldchicago.org).

**Higher Duty Rates Take Effect January 1 as GSP, MTB Expire:** *ST&R Trade Report* says two measures (Generalized System of Preferences and the Miscellaneous Tariff Bill) that offer zero or reduced-duty treatment for imported goods will expire December 31 after Congress failed to reauthorize them. As a result, importers must pay column 1 duty rates on covered goods entered or withdrawn from warehouse on or after 12:00 a.m. on January 1, 2021. **GSP:** lowers duties on more than 5,000 goods imported from any of 119 beneficiary countries. GSP has expired several times in the past and been later renewed retroactively, meaning importers have been able to seek refunds of duties paid during the lapses in authorization. As a result, U.S. Customs and Border Protection is encouraging importers to continue to flag GSP-eligible importations with special program indicator "A," which will allow CBP to automate the duty refund process if and when GSP is renewed with a retroactive refund clause. **MTB:** reduces import duties on 1,660 products, primarily intermediate goods or materials, from October 13, 2018, through December 31, 2020. Under a law enacted in 2016 that reformed the MTB process, importers, manufacturers, and others may petition the International Trade Commission for duty breaks on specific products. The ITC then conducts a review of each petition and submits its recommendations in a report to Congress. For more information, please see: <https://www.strtrade.com/trade-news-resources/str-trade-report/trade-report/december-2020/higher-duty-rates-take-effect-jan-1-as-gsp-mtb-expire>.

**What to Expect from a Biden Administration on China Policy:** The Albright Stonebridge Group recently published a "Reality Check" analyzing the implications of a Biden administration on China policy. Key takeaways:

- Competition and tension with China will remain heightened in 2021, but we expect both sides will work to manage the current level of toxicity in the relationship.
- The Biden administration will view Beijing as a rival, competitor, and in some contexts an adversary, but will likely seek to engage Beijing on issues including future pandemic control and preparedness, global economic revitalization, non-proliferation, and climate change.
- As President, Biden's approach to China will be more predictable, transparent, and coordinated than President Trump's. This is a change but will not lead to a wholesale reset.

The complete analysis is here: <https://www.albrightstonebridge.com/news/asg-reality-check-what-expect-biden-administration-china-policy>.

**All EU Member States Back China Investment Deal, Sources Say:** The *South China Morning Post* reports China and the European Union could reach a landmark investment deal, with the 27 countries in the trade bloc unanimously approving the agreement despite earlier reservations. The deal would give Beijing much-needed diplomatic breathing space as U.S. president-elect Joe Biden prepares to forge stronger ties with European partners to confront growing Chinese assertiveness. Under the deal, European businesses would enjoy a more privileged investment environment in China than their American counterparts, according to trade specialists. For details, please see: <https://www.scmp.com/news/china/diplomacy/article/3115588/all-eu-member-states-back-china-investment-deal-sources-say>.

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- Jan. 11 **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. 3:00 – 4:00 p.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehhu8abqcac17c82&oseq=&c=&ch=>.
- Jan. 11 **TRADE TRUTHS: 2020 LESSONS, 2021 OUTLOOK.** Webinar sponsored by the International Trade Club of Chicago. Presentation by **Douglas A. Irwin**, Professor of Economics, Dartmouth College and author of *Clashing Over Commerce: A History of U.S. Trade Policy*. 4:30 – 5:30 p.m. CDT. ITCC Members - \$10; Non-members - \$35. For information & registration, please see: <https://itcc.wildapricot.org/event-4103283>.
- Jan. 12 - **WORLDECR VIRTUAL FORUM 2021.** Online forum sponsored by WorldECR. Among the topics: 30 *CFIUS and Foreign Investment Review Trends – Looking Ahead; Time for a Digital Revolution in Export Controls?; Asia Update: Key Developments in Export Controls; Industry Insight – the KPMG Trade Compliance Benchmarking Survey; BIS v Beijing: Conflict through the Prism of Export Controls*. Times vary. Fee: £495 + VAT where appropriate. For information & registration, please see: <https://www.worldecr.com/worldecr-forum/>.
- Jan. 12 - **2021 NATIONAL FOREIGN TRADE COUNCIL VIRTUAL CONFERENCE AND AWARDS CEREMONY.** 13 Virtual program sponsored by the National Foreign Trade Council. **January 12/Panel 1: Restoring U.S. Leadership in the Global Economy.** Panelists include: Rep. **Suzan Delbene** (D-WA); **Michael Froman**, Vice Chair, Mastercard and Former U.S. Trade Representative; Hon. **Ashok Kumar Mirpuri**, Ambassador of Singapore to the U.S.; **Andy Green**, Managing Director, Center for American Progress; **Ana Swanson** (Moderator), *New York Times*. **Panel 2: Trade, National Security and the Future of US-China Economic Relations.** Panelists include: Rep. **Stephanie Murphy** (D-FL); **Paul Neureiter**, Executive Director, International Affairs, Amgen; **David R Hanke**, Partner, Arent Fox, Former Counsel for National Security Affairs to Senator John Cornyn; **Cari Stinebower**, Partner, Winston & Strawn, Former Counsel to Office of Foreign Assets Control, Department of Treasury; **David Lynch** (Moderator), *Washington Post*. **Panel 3: Building Back Better Trade Policy – Strategic Goals for 2021.** Panelists include: Rep. **Jackie Walorski** (R-IN); **Leila Aridi Afas**, Director, International Public Policy, Toyota USA; **Demetrios Marantis**, Senior VP, Global Government Engagement, Visa. **Panel 4: International Tax Policies in a New Administration.** Panelists include: **Beth Bell**, Tax Counsel, Committee on Ways and Means; **Amy Roberti**, Vice President, Government Relations, P&G; **Tom Roesser**, GM, Tax Policy Counsel, Microsoft. **January 13/Panel: Trade Response to COVID 19.** Panelists include: **Elissa Alben**, Senior Director, Global Trade Policy, Pfizer; **Carlos Grau Tanner**, Director General, Global Express Association; **Caroline Freund**, Global Director, Trade, Investment and Competitiveness, World Bank Group; **Leslie Griffin** (Moderator), President, NFTC Foundation. Awards Ceremony Follows. Fee: \$200. For information & registration, please see: <https://registration.socio.events/e/nftcconference2021>.
- Jan. 12 **HOW TO DESIGN YOUR CHINA ROADMAP.** Webinar, sponsored by Woodburn Accountants & Advisors, will look at Woodburn’s China Roadmap method which consists of accomplishing 3 major milestones and 9 superpowers needed by a company, entrepreneur and/or leader to build a “performance” 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/3556645649582534671>.

- Jan. 12 **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/event/importing-procedures-webinar/>.
- Jan. 12 **BECOMING A LICENSED CUSTOMS BROKER.** Webinar sponsored by Star USA International Trade Services. Topics Include: *The benefits of becoming a licensed customs broker; A step-by-step guide to becoming a broker; Insights into Star USA's Exam Prep Course; What to expect on the customs broker exam; 8 tips to help you pass the exam.* 9:00 – 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.starusa.org/events/2021/customs-broker-course>.
- Jan. 12 **EXPORT 101.** Webinar sponsored by the Illinois SBDC International Trade Center at College of DuPage Business Development Center. Topics include: *Product classification; Export controls; Export process; International Payment; Logistics & INCOTERMS; Documentation; Financial resources and non-financial resources.* 10:00 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/33777>.
- Jan. 12 **2021 ECONOMIC FORECAST: A GLOBAL PERSPECTIVE.** Webinar sponsored by the Madison International Trade Association. Speakers: **Byron Shoulton**, Vice President and International Economist, FCIA Management Co., and **John Koskinen**, Chief Economist, Wisconsin Department of Revenue. 12:00 – 2:00 p.m. CST. MITA Members – No fee; Non-members - \$45. For information & registration, please see: <https://mitaweb.123signup.com/event/details/kfyfcf?mid=5207565>.
- Jan. 12 **INTRO TO TRADE FINANCE: COMPETE & WIN SALES WITH EXIM'S RISK PROTECTION & ACCESS TO CASH.** Webinar, sponsored by the Export-Import Bank of the United States, will present proven export strategies to minimize risk and manage cash flow. 12:00 – 1:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.exim.gov/events/intro-trade-finance-compete-win-sales-exims-risk-protection-access-cash>.
- Jan. 12 **THE WORLD IN 2021 – NEW YEAR, NEW NORMAL?** Webinar sponsored by The Chicago Council on Global Affairs. Presentations by: **Ian Bremmer**, President and Founder, Eurasia Group and GZERO Media; **Zanny Minton Beddoes**, Editor-in-Chief, The Economist; **Ivo Daalder**, President, Chicago Council on Global Affairs. 12:00 – 12:45 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.cvent.com/events/live-stream-the-world-in-2021-new-year-new-normal-/event-summary-8c8eae9f52054f63ba9a4580102c6c8f.aspx>.
- Jan. 12 **USMCA: GENERAL OVERVIEW.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will describe the general changes in the USMCA and how they may impact the qualification and documentation of USMCA claims. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/usmca-general-overview>.
- Jan. 12 **WHAT'S NEW IN THE US-MEXICO-CANADA AGREEMENT.** Webinar, sponsored by the World Trade Research Institute, will cover the details of the changes to the NAFTA agreement and how U.S. companies can take advantage of the new export opportunities. 2:00 – 3:00 p.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehhu8ajpef301330&oseq=&c=&ch=>.
- Jan. 13 **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/event/importing-201-webinar/>.



- Jan. 13 **EXPORT CONTROL RECORDKEEPING, COMPLIANCE AUTOMATION AND END-USER SCREENING UPDATE 2021.** Webinar, sponsored by Export Strategies LLC, will address how to retain and produce all the records that may be required by the Export Administration Regulations, International Traffic in Arms Regulations, Foreign Assets Control Regulations, and Foreign Trade Regulations. 12:00 – 1:30 p.m. CST. Fee: \$179. For information & registration, please see: <https://www.exportcontrolwebinars.com/pages/export-control-recordkeeping-compliance-automation-and-end-user-screening-update-2021>.
- Jan. 13 **TOOLS TO SUPPORT YOUR BUSINESS INTERNATIONALLY.** Webinar sponsored by the: Export-Import Bank of the U.S.; Great Lakes Women's Business Council; U.S. Commercial Service Michigan; Aerosmith Fastening Systems. Topics include: *Finding and connecting with overseas buyers; Offering credit terms to your foreign customers while protecting against nonpayment; Accessing funds with EXIM's Working Capital Loan Guarantee; EXIM customer testimonial.* 1:00 – 2:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.exim.gov/events/tools-support-your-business-internationally>.
- Jan. 14 **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/event/duty-drawback-webinar-2/>.
- Jan. 14 **TRADE TRENDS IN THE NEW ECONOMY.** Webinar, sponsored by the **International Trade Association of Greater Chicago**, will be an off-the-record, informal 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. CST. ITA/GC Members - \$10; Non-members - \$25. For information, please see: <https://www.eventbrite.com/e/trade-trends-in-the-new-economy-tickets-133268655135>.
- Jan. 14 **EXPORTING MECHANICS SERIES III: USMCA.** Webinar, sponsored by the NCBFAA Educational Institute in cooperation with the Office of Digital Initiatives at the Department of Commerce, will explain how the USMCA will create more balanced, reciprocal trade that supports high-paying jobs for Americans and grows the North American economies. 12:00 – 1:00 p.m. CST. Fee: \$25. For information & registration, please see: [https://www.ncbfaa.org/4DCGI/events/890.html?Action=Conference\\_Detail&ConfID\\_W=890&menukey=events](https://www.ncbfaa.org/4DCGI/events/890.html?Action=Conference_Detail&ConfID_W=890&menukey=events).
- Jan. 14 **COMPLIANCE WITH FORCED LABOR ACTIONS IMPACT EVERY ASPECT OF YOUR COMPANY.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will help you understand the different measures being taken by U.S. government agencies (CBP, OFAC, BIS) and their impact on your business. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/compliance-with-forced-labor-actions-impact-every-aspect-of-your-company>.
- Jan. 15 **POST US ELECTION: UK AND USA TRADE AGREEMENT.** Webinar sponsored by the British-American Business Council Chicago. Presentation by **Kunal Khatri**, Deputy HM Trade Commissioner in the USA, who will provide an update on the UK and USA Trade Agreement. 12:00 – 1:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?oeidk=a07ehi5gt5p9675d5f7&llr=o7w45wcab>.

- Jan. 15 ***DUTIES AND TAXES: THE FULL LANDED COST.*** Webinar, sponsored by the World Trade Research Institute, will help you know what prices you can charge in different markets and help you target certain markets where you can be more price competitive. 2:00 – 3:00 p.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehhu8arzfd7e090c&oseq=&c=&ch=>.
- Jan. 18 - 19 ***ASIAN FINANCIAL FORUM: RESHAPING WORLD ECONOMIC LANDSCAPE.*** Fourteenth annual conference (virtual), sponsored by the Hong Kong Special Administrative Region Government and Hong Kong Trade Development Council, is Asia's premier platform for global leaders in government, finance and business to exchange insights, intelligence on the dynamic markets of Asia and beyond. It is also a showcase for the latest financial innovations and next-gen business ideas, and a platform for connecting investors, projects, owners and startup entrepreneurs from around the world. Keynote speakers: **Luc Julia**, Co-creator, the Apple Voice Assistant (Siri); **Alexis Ohanian**, Co-founder, Reddit & Seven Seven Six; **Paul Romer**, 2018 Nobel Laureate for Economic Sciences. A limited number of codes are available for complimentary registration. Please contact Christine Barragan, Business Development Manager, HKTDC Chicago for more information at [Christine.barragan@hktdc.org](mailto:Christine.barragan@hktdc.org); for general information, please see: [www.asianfinancialforum.com](http://www.asianfinancialforum.com).
- Jan. 19 ***EXPORT AND IMPORT TRADE AND REGULATIONS IN 2021.*** Webinar, sponsored by Braumiller Law Group, will address: *Proposed controls for foundational technologies in the Commerce Control List; Continued growth of the Entity List and Military End User List; Expansion of export controls for China; Reorganization of the International Traffic in Arms Regulations; End of the enforcement holiday for the US-Mexico-Canada Trade Agreement; Renewal (or not) of the Generalized System of Preferences; Possible new Section 301 duties on Vietnam and status of 301 duties on China; Potential US-UK Free Trade Agreement; Forced labor enforcement.* 11:00 a.m. CST. Fee: \$25. For information & registration, please see: [https://www.bigmarker.com/braumiller-law-group-llc/Export-and-Import-Trade-and-Regulations-in-2021?show\\_live\\_page=true](https://www.bigmarker.com/braumiller-law-group-llc/Export-and-Import-Trade-and-Regulations-in-2021?show_live_page=true).
- Jan. 19 ***NEW YEAR, NEW MARKETS: RESOURCES TO EXPORT WITH CONFIDENCE.*** Webinar sponsored by the; Sacramento MBDA Export Center; CalAsian Chamber of Commerce; Export-Import Bank of the U.S. Topics include: *Win more business by offering credit terms to your foreign buyers; Mitigate risk of nonpayment by international buyers; Access cash to fulfill export orders.* 1:00 – 2:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.exim.gov/events/new-year-new-markets-resources-export-confidence>.
- Jan. 19 ***EXPORT CONTROLS & COMPLIANCE.*** Webinar, sponsored by the World Trade Research Institute, will cover U.S. export controls including Export Administration Regulations, ITAR, and Trade Sanctions. 2:00 – 3:00 p.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehhu9w0zedcd70e6&oseq=&c=&ch=>.
- Jan. 19 ***INDO-PACIFIC REGION EDUCATION MARKET UPDATE.*** Webinar, sponsored by the U.S. Commercial Service, will provide an education market update with speakers representing the four regions of the Indo-Pacific. 9:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QDU>.
- Jan. 20 ***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/event/exporting-procedures-webinar/>.

- Jan. 21 ***IF IT FLIES OR FLOATS, INTERNATIONAL AIR AND OCEAN CARGO HAS A CONNECTION TO THE TRUCKING INDUSTRY AT PICKUP AND FINAL MILE.*** Webinar sponsored by the Midwest International Trade Association. 8:30 – 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <http://mitaonline.org/events/if-it-flies-or-floats-international-air-and-ocean-cargo-has-a-connection-to-the-trucking-industry-at-pickup-and-final-mile/>.
- Jan. 21 ***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/event/incoterms-2020-webinar/>.
- Jan. 21 ***CHICAGO MBDA EXPORT CENTER & EXIM BANK: HOW TO USE RESOURCES TO GROW YOUR BUSINESS INTERNATIONALLY.*** Webinar sponsored by the Chicago MBDA Export Center and the Export-Import Bank of the U.S. Speakers include **Robert Young**, Senior Business & Financial Consultant, Chicago MBDA Export Center, and **La Taunya Darden**, Business Development Officer, Office of Minority and Women-Owned Business, EXIM. 10:00 – 10:30 a.m. CST. No fee; advance registration required. For information & registration, please see: [https://event.on24.com/eventRegistration/EventLobbyServlet?target=reg30.jsp&partnerref=AT&utm\\_campaign=chicago-mbda-webinar&utm\\_medium=email&hsmi=104811332&hsenc=p2ANqtz-9dwbeFPigTluF\\_FYQxTriLv5wRr8179iynRpaiX2RODab5YnC\\_K83Q4G1nrcRzPler\\_8QmjbTap\\_iZgZMBuebW2BrYzA&utm\\_content=104811332&utm\\_source=hs\\_email&eventid=2935730&sessionid=1&key=1D21F0EFDC061CD04A0A609ADF884ECF&regTag=&V2=false&sourcepage=register](https://event.on24.com/eventRegistration/EventLobbyServlet?target=reg30.jsp&partnerref=AT&utm_campaign=chicago-mbda-webinar&utm_medium=email&hsmi=104811332&hsenc=p2ANqtz-9dwbeFPigTluF_FYQxTriLv5wRr8179iynRpaiX2RODab5YnC_K83Q4G1nrcRzPler_8QmjbTap_iZgZMBuebW2BrYzA&utm_content=104811332&utm_source=hs_email&eventid=2935730&sessionid=1&key=1D21F0EFDC061CD04A0A609ADF884ECF&regTag=&V2=false&sourcepage=register).
- Jan. 21 ***EXPORT HORIZONS: OPPORTUNITIES IN AFRICA.*** Webinar sponsored by: Thunderbird; Arizona District Export Council; USCS Arizona; Global Chamber®; and Global Chamber® Accra. Panelists include: **Landry Signé**, Senior Director and Full Professor at Thunderbird School of Global Management & Senior Fellow in the Global Economy and Development Program and the Africa Growth Initiative at the Brookings Institution; **Rubby Golo**, Founder/CEO at Global Trade Consult & Executive Director, Global Chamber® Accra; **William (Bill) Fanjoy**, Managing Director for Domestic Commercial Engagement. Prosper Africa. 11:00 a.m. – 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.globalchamber.org/events/2021/01/26/globinar/globinar-u.s.-export-horizons-opportunities-in-africa/>.
- Jan. 21 ***GLOBAL TRADE OUTLOOK 2021: THE BIDEN AGENDA.*** Twenty-first Annual program sponsored by the **International Trade Association of Greater Chicago** with **BDG International, Inc.** Presentation by **John G. Murphy**, Senior Vice President for International Policy, U.S. Chamber of Commerce. Murphy will share his decades of international policy insight and perspective on such pressing issues as: the U.S.-China tariff war; Brexit; trade relations with the U.K., the E.U.; and more. 12:00 – 1:00 p.m. CST. ITA/GC Members - \$25; Non-members - \$50. For information & registration, please see: <https://www.eventbrite.com/e/global-trade-outlook-2021-the-biden-agenda-tickets-130331070741>.
- Jan. 21 ***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. CST. Fee: \$50. For information & registration, please see: [https://www.strtrade.com/training/events/upcoming-webinars/trade-in-turmoil-monthly-update-\(2\)](https://www.strtrade.com/training/events/upcoming-webinars/trade-in-turmoil-monthly-update-(2)).
- Jan. 21 ***U.S.–CHINA RELATIONS UNDER PRESIDENTS BIDEN AND XI: WHAT TO EXPECT.*** Webcast sponsored by the Asia Society Texas Center. Presentation by **David J. Firestein**, Inaugural President and CEO of the George H. W. Bush Foundation for U.S.-China Relations (Bush China Foundation) and a founding and current member of the Foundation’s Board of Directors. 7:30 p.m. CST. No fee. For information and a link to the webcast, please see: <https://asiasociety.org/texas/events/webcast-us-china-relations-under-presidents-biden-and-xi-what-expect>.

- Jan. 22 **TRADE AGREEMENTS AND TRADE POLICY POST-ELECTION: HOW IT IMPACTS YOU.** Webinar sponsored by the International Trade Council of Greater Kansas City. Presentation by **Karyn Page**, Chair, Industry Trade Advisory Committee for small and minority businesses (ITAC #9), who will provide an overview of current trade policy, expectations for the upcoming administration, and practical insights from an SME's perspective. 8:00 – 9:00 a.m. CST. ITCGKC Members - \$30; Non-members - \$40. For information & registration, please see: <https://itcgkc.org/event-4108348>.
- Jan. 22 **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/event/country-of-origin-webinar/>.
- Jan. 25 - **VIRTUAL CUSTOMS BROKER EXAM PREP COURSE.** Virtual course is designed to prepare attendees to take and pass the customs broker examination, but its extensive overview of the customs brokerage/import process makes it also a great option for those looking for training in this field. Classes meet online every Monday and Thursday from 5:00 – 7:30 p.m. CST. Fee: \$950. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/virtual-customs-broker-exam-prep-course-april-2020-exam>.
- Apr. 1
- Jan. 25 **BRAND PROTECTION IN CHINA.** First in a series of five webinars on Your Brand Strategy for China, sponsored by Woodburn Accountants & Advisors. This program will discuss how to protect your brand in China. 4:30 – 5:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/1989325909049505293>.
- Jan. 25 **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/event/tariff-classification-webinar-2/>.
- Jan. 25 **HOW TO WRITE AN EFFECTIVE EXPORT PLAN.** Webinar, sponsored by the World Trade Research Institute, will detail all the aspects that go into an export plan and how to put them together for success in foreign markets. 11:00 a.m. – 12:00 p.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehhu9wca9724735b&oseq=&c=&ch=>.
- Jan. 25 **HOW TO EXPORT: FREIGHT FORWARDER 101.** Webinar, sponsored by the Illinois SBDC International Trade Center at the Women's Business Development Center, will discuss the role and responsibilities the freight forwarder has in the export process. 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: [https://us02web.zoom.us/webinar/register/WN\\_DFrGNrPQQBWVNJVZruJ1ug](https://us02web.zoom.us/webinar/register/WN_DFrGNrPQQBWVNJVZruJ1ug).
- Jan. 26 - **CERTIFIED GLOBAL BUSINESS PROFESSIONAL BOOT CAMP.** Virtual workshop series sponsored by the Virginia SBDC with the Ronald Reagan Building and International Trade Center. Seven-part series will equip you with the skills to take your business global and/or sit for the NASBITE Certified Global Business Professional (CGBP) exam. Tuesdays and Thursdays, 10:00 – 11:30 a.m. CST. Fee: \$250. For information & registration, please see: <https://clients.virginiasbdc.org/workshop.aspx?ekey=920400004>.
- Feb. 16
- Jan. 26 **THE IMPORTANCE OF STORYTELLING IN BRANDING & PRODUCT DESIGN IN CHINA.** Second in a series of five webinars on Your Brand Strategy for China, sponsored by Woodburn Accountants & Advisors. This program will discuss general branding and design principles around the theme of connecting to audiences through storytelling, and how to evaluate your range of products to help generate more sales. 4:30 – 5:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/6477027697794073869>.



- Jan. 26 **INCOTERMS® 2020 RULES.** Webinar sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Arthur C. O'Meara**, Principal, O'Meara & Associates - International Trade Compliance & Training, who will highlight the Incoterms® 2020 Rules and address changes made from the last version (Incoterms® 2010) from the perspective of domestic and international purchases and sales. Each participant will receive a copy of the new *Incoterms® 2020 Rules*, as well as a copy of Mr. O'Meara's new book, *Making Money with Incoterms® 2020: Strategic Use of Incoterms Rules in Purchases and Sales*. 8:30 a.m. – 12:00 p.m. CST. **Registration closes at 12:00 p.m. CDT, January 12.** ITA/GC & CCBFA Members - \$275; Non-members - \$350. For information & registration, please see: <https://www.eventbrite.com/e/incoterms-2020-rules-tickets-132477362357>.
- Jan. 26 **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/event/usmca-the-modernized-nafta-webinar-2/>.
- Jan. 26 **PERSPECTIVES ON TRADE: A BRIEFING FROM AMBASSADOR CRAIG ALLEN, PRESIDENT, U.S. CHINA BUSINESS COUNCIL.** Webinar sponsored by the World Trade Center Washington, D.C. and the World Trade Center Dublin. Ambassador **Craig Allen**, President of the China Business Council will provide a briefing on the U.S.-China bilateral relationship with a focus on the business, trade and foreign direct opportunities for U.S. companies in the region and what can be expected for the relationship in the new Biden administration. 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: [https://zoom.us/webinar/register/WN\\_PtSr2JxgRr2ud1We9jGI-Q](https://zoom.us/webinar/register/WN_PtSr2JxgRr2ud1We9jGI-Q).
- Jan. 26 **AUTOMOTIVE PROVISIONS IN THE USMCA.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review the USMCA origin rules for passenger vehicles and light trucks as well as the direct materials incorporated into these vehicles. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/automotive-provisions-in-the-usmca>.
- Jan. 26 **WIN CONTRACTS AT THE WORLD BANK.** Webinar, sponsored by the World Trade Research Institute, will demonstrate how to find out about World Bank projects and how your company can win contracts at the World Bank. 2:00 – 3:00 p.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehhu9wo467aaa9cf&oseq=&c=&ch=>.
- Jan. 27 **THINGS YOU MUST KNOW ABOUT DIGITAL MARKETING BEFORE ENTERING THE CHINA MARKET.** Third in a series of five webinars on Your Brand Strategy for China, sponsored by Woodburn Accountants & Advisors. Topics include: *China social media and e-commerce outlook; WeChat: The most powerful social media platform in China; Weibo: Campaign, KOL, and Public Traffic; Douyin: China's biggest short video platform; Checklists for the future*. 4:30 – 5:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/5740174587277292816>.
- Jan. 27 **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/event/international-logistics-webinar/>.

- Jan. 27 ***US – UK GEOPOLITICAL & ECONOMIC OUTLOOK 2021***. Webinar sponsored by British American Business New York and EY. Speakers include: **Sally Jones**, Trade Strategy and Brexit Leader, EY UK; **Douglas Bell**, Global Trade Policy, EY(Washington DC); **Antony Phillipson**, British Consul General in New York, Her Majesty’s Trade Commissioner for North America, UK Government; **Stephanie Kelly**, Senior Political Economist, Aberdeen Standard Investments. 9:00 – 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.babinc.org/us-uk-outlook-2021/>.
- Jan. 27 ***GO GLOBAL WITH EXPORT OPPORTUNITIES***. Webinar sponsored by the Export-Import Bank of the United States with the Minority Business Development Agency (MBDA) Business Center, El Paso Hispanic Chamber of Commerce, El Paso Women's Business Border Center. Topics include: *Programs to support U.S. exporter cash flow and protect from risk of nonpayment; Open account credit terms to gain more foreign customers and international sales; Services & programs provided by our local partner organizations*. 3:00 – 4:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.exim.gov/events/go-global-export-opportunities>.
- Jan. 27 ***A LOOK AT THE HURUN REPORT CHINA RICH LIST 2020***. Webinar sponsored by SupChina. Presentations by **Rupert (Hurun) Hoogewerf** and **Elizabeth Harrington** who will analyze the findings (China created 257 billionaires in 2020, bringing their total to 878) and what they mean for China and the world. 6:00 – 7:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://events.supchina.com/event/a-look-at-the-hurun-report-china-rich-list-2020/>.
- Jan. 28 ***5 CHINESE E-COMMERCE MARKET TRENDS NOT TO BE MISSED IN 2021***. Fourth in a series of five webinars on Your Brand Strategy for China, sponsored by Woodburn Accountants & Advisors. This program will wrap up some market trends we have seen in 2020 and map up some potential market trends for 2021. 4:30 – 5:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/7460718969723652880>.
- Jan. 28 ***“PARTNERING FOR COMPLIANCE™” CUSTOMS/IMPORT BOOT CAMP 2021***. Virtual program sponsored by Braumiller Law Group, PLLC. Topics include: Introduction to CBP; Classification, Duty and Fees; Valuation for Customs and other requirements; Customs Programs, remedies & enforcement. 8:00 a.m. – 3:00 p.m. CST. Fee: Non-U.S. Government - \$250 (by January 22; \$300 thereafter); U.S. Government Employees - \$150 (by January 22; \$190 thereafter). For information & registration, please see: <http://www.partneringforcompliance.org/pfcimp21.pdf>.
- Jan. 28 ***COME TOGETHER: REIGNING GLOBAL COOPERATION***. Webinar sponsored by *The Economist*. Speakers include: **Madeleine Albright**, Former Secretary of State, United States & Chair, Albright Stonebridge Group and Albright Capital Management; **Roberto Azevêdo**, Executive Vice-President and Director of Corporate Affairs, PepsiCo & Former Director-General, World Trade Organization (WTO); **David Miliband**, President and Chief Executive, International Rescue Committee & Former Secretary of State for Foreign and Commonwealth Affairs, United Kingdom; **Zanny Minton Beddoes** (Moderator), Editor-in-Chief, *The Economist*. 9:00 a.m. CST. No fee; advance registration required. For information & registration, please see: [https://events.economist.com/events-conferences/emea/come-together-reigning-global-cooperation?utm\\_source=Eloqua&RefID=EM2386\\_Email\\_EM3\\_Homepage&utm\\_campaign=Em2386%20-%20Email%203%20-%20LBC%20-%20HTML%20-%20Re-launch&utm\\_medium=email](https://events.economist.com/events-conferences/emea/come-together-reigning-global-cooperation?utm_source=Eloqua&RefID=EM2386_Email_EM3_Homepage&utm_campaign=Em2386%20-%20Email%203%20-%20LBC%20-%20HTML%20-%20Re-launch&utm_medium=email).
- Jan. 28 ***MARKET BRIEFING: MIDDLE EAST & NORTH AFRICA POST COVID-19***. Webinar sponsored by the Illinois SBDC International Trade Center at the Industrial Council of Nearwest Chicago. Presentation by **Seth J. Vogelmann**, Director, State of Illinois’ Middle East Regional Office, Jerusalem, Israel, who will present an overview and snapshots of business opportunities in Jordan, Morocco, Egypt, Israel, Saudi Arabia, and UAE markets. 9:00 a.m. CST. No fee; advance registration required. For information & registration, please see: [https://industrialcouncil.zoom.us/meeting/register/tZ0ucu-srDgiE918js-TxmS97Kva57\\_L-69Q](https://industrialcouncil.zoom.us/meeting/register/tZ0ucu-srDgiE918js-TxmS97Kva57_L-69Q).

- Jan. 28 ***EXPORT ASSISTANCE PROGRAMS FOR ILLINOIS BUSINESSES.*** Webinar, sponsored by the Illinois SBDC International Trade Center at College of DuPage Business Development Center, will introduce the State and Federal trade assistance programs available to Illinois exporters, including the Illinois State Export Promotion grant program. 10:00 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/33782>.
- Jan. 28 ***DOING BUSINESS IN FRANCE.*** Webinar, sponsored by the U.S. Commercial Service, will describe: current market conditions; commercial practices and best prospects; how to access this important market. 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=1QDK>.
- Jan. 28 ***EXPORTING TO AUSTRALIA: WHAT YOU NEED TO KNOW.*** Webinar, sponsored by the World Trade Research Institute, will cover advantages and opportunities for exporting to Australia and how to sell duty-free through the Free Trade Agreement. 12:00 – 1:00 p.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehhubucz12d8139b&oseq=&c=&ch=>.
- Jan. 28 ***STEEL AND ALUMINUM PROVISIONS IN THE USMCA.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide an overview of the most substantial changes in this sector, which affect not only direct steel and aluminum producers but also down-the-line producers of steel- and aluminum-containing goods. 1:00 – 1:45 p.m. CST. Fee: \$100. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/steel-and-aluminum-provisions-in-the-usmca>.
- Jan. 29 ***WHAT WILL BE YOUR BRAND STRATEGY IN 2021?*** Last in a series of five webinars on Your Brand Strategy for China, sponsored by Woodburn Accountants & Advisors. This program will re-cap the highlights from the week's webinar sessions and draw up an action plan for you to execute in 2021. Additionally, it will provide you the legal in's and out's of branding your product and/or services in or outside of China and the pros and cons associated with each. 4:30 – 5:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/7992788039567332880>.
- Feb. 1 - 11 ***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/>.
- Feb. 3 ***ANGIE'S BOOMCHICKAPOP: FROM GARAGE TO GLOBAL SNACK FOOD DYNAMO.*** Webinar sponsored by Women Entrepreneurs Grow Global. Presentation by **Angie Bastian**, Co-Founder, Angie's BOOMCHICKAPOP, who will address: *How a business is born; How to create the why behind starting a business; The evolution of Angie's BOOMCHICKAPOP; Why establishing a global brand without borders matters; How to build a meaningful internal environment; How to setup global distribution; Discover what is essential in shaping a brand.* 11:00 a.m. – 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: [https://register.gotowebinar.com/register/5110130235641365262?mc\\_cid=2bf6561d9c&mc\\_eid=6499c7d108](https://register.gotowebinar.com/register/5110130235641365262?mc_cid=2bf6561d9c&mc_eid=6499c7d108).
- Feb. 3 ***ALL ABOUT SOFTWARE EXPORT CONTROLS.*** Webinar, sponsored by the Export Compliance Training Institute, will provide a comprehensive understanding of how the export regulations apply specifically to software. 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://academy.learnexportcompliance.com/#/instructor-led-courses/8ab3c5d0-d12b-49ca-88bd-0cdbb5d71256>.

- Feb. 4 **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/event/ctpat-webinar/>.
- Feb. 4 **HARMONIZED TARIFF SCHEDULE CLASSIFICATION.** Webinar, sponsored by ComplianceOnline, will detail the rules that are required to classify products in the Harmonized Tariff Schedule in order to minimize errors in classification and better prepare your company for import/export audits from the government. 12:00 – 1:30 p.m. CST. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/harmonized-tariff-classification-hts-written-procedures-nafta-certificates-of-origin-webinar-training-705224-prdw>.
- Feb. 4 **AMERICAN SALARYMAN IN TOKYO: AN EVENING WITH INDIE BOOK/MANGA AUTHOR MICHAEL HOWARD.** Webinar sponsored by the Japan America Society of Chicago. Presentation by **Michael Howard** who will discuss his romp through four Japanese companies during his recent decade as an immigrant-turned-salaryman in Tokyo. 6:00 – 7:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://jaschicago.org/event/an-american-salaryman-in-tokyo/>.
- Feb. 8 - 9 **2021 WASHINGTON INTERNATIONAL TRADE CONFERENCE.** Virtual conference, sponsored by the Washington International Trade Association, will bring together leaders in international trade from across the U.S. and around the world to explore the trade landscape and look toward the future of trade. Among the speakers: **Arrow Augerot**, Director, Americas Public Policy, Amazon; **Beth Baltzan**, Founder, American Phoenix Trade Advisory Service and formerly with USTR and the House Ways & Means Committee; **Kimberley Botwright**, Community Lead, Global Trade and Investment, World Economic Forum; **Wendy Cutler**, President and Managing Director, Asia Society Policy Institute, former acting Deputy USTR; **Sahra English**, Vice President, Public Policy, Mastercard; **Catherine Feingold**, Director, AFL-CIO International Department; **Catherine Novelli**, President, Listening for America, former Under Secretary of State for Economic Growth, Energy, and the Environment; **Jason Oxman**, President & CEO, Information Technology Industry Council; **Susan Shirk**, Chair, 21st Century China Center and Research Professor, UC San Diego School of Global Policy and Strategy, former Deputy Assistant Secretary of State. WITA Members - \$300; Non-members - \$400. For information & registration, please see: <https://www.wita.org/events/2021-washington-international-trade-conference/>.
- Feb. 8 **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. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-webinar-2/>.
- Feb. 9 **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/event/importing-201-webinar-2/>.
- Feb. 9 **TECHNICAL TEXTILES COFFEE CHAT – EUROPE.** Webinar, sponsored by the U.S. Commercial Service’s Global Textiles, Apparel, and Sporting Goods Team, will provide market briefings for U.S. technical textiles in Turkey, Germany, Czech Republic, and Spain. 10:00 a.m. CST. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QE1>.



- Feb. 9 **EXPORTING MECHANICS SERIES III: EEI/AES AND EAR.** Webinar, sponsored by the NCBFAA Educational Institute in cooperation with the Office of Digital Initiatives at the Department of Commerce, will focus on the updated Electronic Export Information (EEI), the Automated Export System (AES) and the Export Administration Regulations (EAR). 12:00 – 1:00 p.m. CST. Fee: \$25. For information & registration, please see: [https://www.ncbfaa.org/4DCGI/events/891.html?Action=Conference\\_Detail&ConfID\\_W=891&menukey=events](https://www.ncbfaa.org/4DCGI/events/891.html?Action=Conference_Detail&ConfID_W=891&menukey=events).
- Feb. 10 **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/event/letters-of-credit-webinar/>.
- Feb. 10 **USMCA – PRACTICAL REQUIREMENTS AND UPDATES.** Webinar sponsored by the Iowa Economic Development Authority International Trade Office. Presentation by **Mike Allocca**, Allocca Enterprises, who will address: *Proof of eligibility for originating goods; Product-specific rules of origin and regional value content requirements; New higher level “de minimis” export and import shipments for Canada and Mexico; Preference criteria updates - which ones are no longer available; Areas of new upgrades with USMCA over NAFTA.* 9:00 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/117541503116755213>.
- Feb. 10 **BACK TO THE FUTURE H1-B & GREEN CARDS PROCESSES.** Virtual Immigration Seminar Series sponsored by Masuda Funai. 12:00 – 1:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/7726093798160713227>.
- Feb. 11 **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. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/itar-webinar/>.
- Feb. 14 - 16 **GTR MENA 2021.** Virtual trade and export finance conference, sponsored by Global Trade Review, will dive into the most pertinent discussion topics impacting the MENA trade and export finance industry, the rapidly changing dynamics in a turbulent global economic landscape, challenges faced and the bountiful opportunities available for those doing business in this exciting and dynamic region. 11:00 p.m. – 9:00 a.m. CST. No fee; advance registration required. For information & registration, please see: [https://www.gtreview.com/events/virtual/gtr-mena-2021/#tab\\_overview](https://www.gtreview.com/events/virtual/gtr-mena-2021/#tab_overview).
- Feb. 16 **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/event/exporting-procedures-webinar-2/>.
- Feb. 17 **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/event/incoterms-2020-webinar-2/>.

- Feb. 18 **E AND L UPDATE.** Virtual Immigration Seminar Series sponsored by Masuda Funai. 12:00 – 1:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/8331682812506690315>.
- Feb. 22 **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/event/international-logistics-webinar-2/>.
- Feb. 23 **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/event/tariff-classification-webinar-3/>.
- Feb. 23 **DOING BUSINESS IN SPAIN.** Webinar sponsored by the U.S. Commercial Service. Trade experts from the U.S. Commercial Service at U.S. Embassy Madrid and the Spanish Institute for Foreign Trade will describe business opportunities and how to enter or expand your sales in the Spanish market. 10:00 – 11:00 a.m. CST. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=IQDL>.
- Feb. 24 **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/event/usmca-the-modernized-nafta-webinar-3/>.
- Feb. 24 **HOT [IMMIGRATION] TOPICS UNDER A NEW ADMINISTRATION.** Virtual Immigration Seminar Series sponsored by Masuda Funai. 12:00 – 1:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/5350161320722954507>.
- Feb. 25 **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. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/ear-webinar/>.
- Feb. 26 **INTERNATIONAL SALES AND DISTRIBUTION.** Webinar sponsored by the International Trade Council of Greater Kansas City. Presentation by **Nabil Nahra**, President, Premium Products International, who will provide an industry veteran's overview of international sales and distribution. 8:00 – 9:00 a.m. CST. ITCGKC Members - \$30; Non-members - \$40. For information & registration, please see: <https://itcgkc.org/event-4115373>.
- Mar. 1 - **CYBER SECURITY BUSINESS DEVELOPMENT MISSION TO SOUTH AMERICA.** Mission, sponsored  
8 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. 3 **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/event/export-to-mexico-webinar/>.
- Mar. 4 **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/event/export-to-canada-webinar/>.
- Mar. 7 - **SECURITY MISSION FOR ECONOMIC PROSPERITY IN EL SALVADOR, GUATEMALA, AND**  
12 **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/0ROX>.
- Mar. 8 - **UNITED KINGDOM VIRTUAL TRADE MISSION 2021.** Virtual multi-sector trade mission, sponsored  
19 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/>.
- Mar. 8 **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/event/importing-procedures-webinar-4/>.
- Mar. 9 **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/event/importing-201-webinar-4/>.
- Mar. 9 **A CREATIVE APPROACH TO ACCOUNTS RECEIVABLE INSURANCE.** Webinar sponsored by the: Export-Import Bank of the U.S.; National Association of Credit Management; Foreign Credit and International Business Association. Presentations by **Ursula Wegrzynowicz & Jennifer Krause** of EXIM Bank who will discuss how U.S. government-issued credit insurance offers coverage for your accounts receivable in ways you may not be aware of. 10:00 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.exim.gov/events/creative-approach-accounts-receivable-insurance>.

- Mar. 10 **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/event/letters-of-credit-webinar-2/>.
- Mar. 11 **EXPORTING MECHANICS SERIES III: TRADE IN THE NEW DIGITAL WORLD.** Webinar, sponsored by the NCBFAA Educational Institute in cooperation with the Office of Digital Initiatives at the Department of Commerce, will focus on how digital enabled B2B buyers and sellers adapt to the new digital environment. 12:00 – 1:00 p.m. CST. Fee: \$25. For information & registration, please see: [https://www.ncbfaa.org/4DCGI/events/892.html?Action=Conference\\_Detail&ConfID\\_W=892&menukey=events](https://www.ncbfaa.org/4DCGI/events/892.html?Action=Conference_Detail&ConfID_W=892&menukey=events).
- Mar. 15 **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. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/duty-drawback-webinar-3/>.
- Mar. 17 **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/event/exporting-procedures-webinar-3/>.
- Mar. 18 **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/event/incoterms-2020-webinar-3/>.
- Mar. 18 **DOING BUSINESS IN ITALY.** Webinar, sponsored by the U.S. Commercial Service, will describe how the Commercial Service can assist your company to enter or expand in the Italian market. 10:00 – 11:00 a.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=IQDM>.
- Mar. 22 **VIRTUAL TRADE MISSION TO CHICAGO.** Mission, hosted by the Inverness (Scotland) Chamber of Commerce with support from the Scottish North American Business Council, aims to promote businesses opportunities in Chicago for Scottish delegates, as well as providing a platform for valuable business connections to be established between Scotland and Chicago. This is a cross-sector mission comprising a range of Scottish companies interested in making key connections in Chicago and the surrounding areas within the state of Illinois. For information, please e-mail: [allan@snabc.org](mailto:allan@snabc.org).
- Mar. 22 **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/event/international-logistics-webinar-3/>.



- Mar. 23 **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/event/tariff-classification-webinar-4/>.
- Mar. 24 - **GTR WEST AFRICA 2021**. Virtual conference, sponsored by Global Trade Review, welcomes the region's leading practitioners in trade, export and commodity finance to explore the latest developments, strategies and solutions employed to drive growth. 2:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.gtreview.com/events/virtual/gtr-west-africa-2021-virtual/>.
- Mar. 24 **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/event/usmca-the-modernized-nafta-webinar-5/>.
- Mar. 25 **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/event/country-of-origin-webinar-2/>.
- Apr. 8 **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/event/ctpat-webinar-2/>.
- Apr. 15 **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/event/itar-webinar-2/>.
- Apr. 15 **DOING BUSINESS IN GERMANY**. Webinar, sponsored by the U.S. Commercial Service, will describe how the Commercial Service can assist your company to enter or expand in the German market. 10:00 – 11:00 a.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QDN>.
- Apr. 19 **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. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/ear-webinar-2/>.

- Apr. 20 **EXPORTING MECHANICS SERIES III: EMBARGOES & SANCTIONS.** Webinar, sponsored by the NCBFAA Educational Institute in cooperation with the Office of Digital Initiatives at the Department of Commerce, will provide an update on the current embargo and sanctions programs in the U.S. used in international trade. 12:00 – 1:00 p.m. CDT. Fee: \$25. For information & registration, please see: [https://www.ncbfaa.org/4DCGI/events/893.html?Action=Conference\\_Detail&ConfID\\_W=893&menukey=events](https://www.ncbfaa.org/4DCGI/events/893.html?Action=Conference_Detail&ConfID_W=893&menukey=events).
- May 12 - **GTR EAST AFRICA 2021.** Virtual conference, sponsored by Global Trade Review, invites you to join industry experts from across the region to explore the latest developments, strategies and solutions employed to drive East African trade growth. 12:00 – 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.gtreview.com/events/virtual/gtr-east-africa-2021-virtual/>.
- May 13 **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. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/duty-drawback-webinar-4/>.
- May 13 **DOING BUSINESS IN RUSSIA.** Webinar, sponsored by the U.S. Commercial Service, will describe how the Commercial Service can assist your company to enter or expand in the Russian market. 10:00 – 11:00 a.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QDP>.
- May 18 **EXPORTING MECHANICS SERIES III: INCOTERMS.** Webinar, sponsored by the NCBFAA Educational Institute in cooperation with the Office of Digital Initiatives at the Department of Commerce, will present the most current Incoterms for 2021 and how to best use them for your shipment. 12:00 – 1:00 p.m. CDT. Fee: \$25. For information & registration, please see: [https://www.ncbfaa.org/4DCGI/events/894.html?Action=Conference\\_Detail&ConfID\\_W=894&menukey=events](https://www.ncbfaa.org/4DCGI/events/894.html?Action=Conference_Detail&ConfID_W=894&menukey=events).
- May 23 - **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 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>.
- May 27 **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/event/country-of-origin-webinar-3/>.

- June 10 **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/event/ctpat-webinar-3/>.
- June 21 **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/event/itar-webinar-3/>.
- June 21 **EXPORTING MECHANICS WEBINAR SERIES III: DIGITAL SERVICES AS AN EXPORT – GLOBAL TECHNOLOGY EXPORT CONTROLS**. Webinar, sponsored by the NCBFAA Educational Institute in cooperation with the Office of Digital Initiatives at the Department of Commerce, will explain digital services and how the export controls are implemented over the Internet. 12:00 – 1:00 p.m. CDT. Fee: \$25. For information & registration, please see: [https://www.ncbfaa.org/4DCGI/events/895.html?Action=Conference\\_Detail&ConfID\\_W=895&menukey=events](https://www.ncbfaa.org/4DCGI/events/895.html?Action=Conference_Detail&ConfID_W=895&menukey=events).
- June 22 **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. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/ear-webinar-3/>.
- Oct. 18 - **CYBER SECURITY BUSINESS DEVELOPMENT MISSION TO SOUTH AMERICA**. The U.S. Department of Commerce is leading this mission to Peru, Chile and Uruguay. For an application, please see: <https://emenuapps.ita.doc.gov/ePublic/TM/1R1J>.

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## 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](mailto:info@itagc.org); or visit: [www.itagc.org](http://www.itagc.org).

## About Barnes Richardson

Barnes Richardson (<http://www.barnesrichardson.com>) has been focused on international trade regulation and customs law since 1919. Our practice is global and includes matters originating both within and outside of the United States. We are a proud member of Meritas, an international group of law firms providing local, reliable, and efficient legal representation all over the world. We have provided customs or trade advice to over one-third of the manufacturers in the Fortune 100.