



ILLINOIS INTERNATIONAL BUSINESS CALENDAR

February 22, 2021

******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

- Feb. 23 ***BUSINESS WORKS: INTERNATIONAL TRADE RESOURCES FOR BEGINNERS.*** Webinar sponsored by the Naperville Area Chamber of Commerce with support from the **International Trade Association of Greater Chicago**. Panelists include: **Wendy Baggett**, President & CEO, American World Trade Chamber of Commerce; **Dan Kim**, Senior International Trade Specialist, U.S. Commercial Service Chicago; **Jean Lin**, Program Manager, Illinois SBDC International Trade Center, Business Development Center at College of DuPage; **Margo Markopoulos**, Director, Office of Trade & Investment, Illinois Department of Commerce & Economic Opportunity; **Richard Paullin**, Executive Director, International Trade Association of Greater Chicago. 1:00 – 2:30 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://members.naperville.net/chambereventcalendar/Details/business-works-international-trade-resources-for-beginners-301780?sourceTypeId=Website>.
- Mar. 11 ***TRADE TRENDS IN THE NEW ECONOMY.*** Webinar, sponsored by the **International Trade Association of Greater Chicago**, will be an off-the-record, informal roundtable discussion of trade issues, current and future challenges, and mitigation strategies. Please join us to connect, network and share your perspective as we struggle to move forward in an economy where the only thing for sure is that everything will remain uncertain. Discussions range from sectoral, financial, geographical, legal & logistical issues to market trends and global developments affecting the international commercial landscape. 12:00 – 1:00 p.m. CST. ITA/GC Members - \$10; Non-members - \$25. For information & registration, please see: <https://www.eventbrite.com/e/trade-trends-in-the-new-economy-tickets-142027485031>.
- Mar. 30 ***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, March 16.** ITA/GC & CCBFA Members - \$275; Non-members - \$350. For information & registration, please see: <https://www.eventbrite.com/e/incoterms-2020-rules-tickets-142031051699>.

Of Note:

Bureau of Industry and Security (BIS) Releases Annual Report to Congress for Fiscal Year 2020: The recently released report shows that export enforcement measures are on the rise. In FY 2020, BIS processed 37,895 export license applications with a total value of \$173.7 billion. This marked a 10.8% increase from the 34,207 applications processed in 2019. BIS approved 32,687 license applications (86.3%), returned 4,754 applications without action (12.5%), and denied 454 applications (1.2%). Moreover, in FY 2020, BIS added 279 entities to the Entity List, of which 134 were China related entities. For the complete report, please see: <https://www.bis.doc.gov/index.php/documents/pdfs/2711-2020-bis-annual-report-final/file>.

Goods Barometer Signals Strong Trade Rebound but Momentum May Be Short Lived: World merchandise trade volume growth remained strong in the fourth quarter of 2020 after trade rebounded in the third quarter from a deep COVID-19 induced slump; however, the pace of expansion in the fourth quarter is unlikely to be sustained in the first half of 2021 since key leading indicators appear to have already peaked, according to the WTO's latest Goods Trade Barometer of 18 February 2021. The barometer's current reading of 103.9 is above both the baseline value of 100 for the index and the previous reading of 100.7 from last November, signaling a marked improvement in merchandise trade since it dropped sharply in the first half of last year. For details, please see: https://www.wto.org/english/news_e/news21_e/wtoi_18feb21_e.htm.

The President's Advisory Council on Doing Business in Africa (PAC-DBIA) Releases "Keys to Success" Report: Compiled by the 26 members of the Council and based on significant combined experience in growing business operations across Africa, the report offers advice intended to encourage and better position U.S. businesses considering the commercial opportunities that Africa presents. The report presents lessons learned on topics such as how to establish business operations in a local context in Africa; what U.S. government and business community resources exist to support U.S. investors in African markets; and how investors can better align their offerings with what African governments are looking for from foreign investors and partners. The Report is here: https://content.govdelivery.com/attachments/USITATRADE/2021/02/17/file_attachments/1696406/PAC-DBIA%20Keys%20to%20Success%20Report%20-%20Feb%2026%202020.pdf.

Patience Tested: 62 Ships at Anchor in San Pedro Bay: *American Shipper* reports Sixty-two vessels, including 20 container ships destined for the Port of Los Angeles, were at anchor in San Pedro Bay early afternoon on February 17. "Under normal conditions, we usually don't have any container ships at anchor," said Port of LA Executive Director Gene Seroka. "Before the import surge, we would see 10 to 12 container vessels at berth on a typical day here at the Port of LA. Today we are averaging north of 15 container ships being worked every day," he said. "About 15% of vessels that currently are on their way to Los Angeles are going direct to berth. Of the 85% of ships going to anchor, the average wait time has been climbing. When ships first started backing up in November, anchorage time was about two and a half days. In February thus far, anchorage time is now tracking at eight days." For details, please see: <https://www.freightwaves.com/news/62-ships-at-anchor-in-san-pedro-bay-on-wednesday>.

US Trade Gap Soars in 2020 Amid Pandemic Disruptions: As reported in Barron's (from AFP News), the U.S. trade deficit surged in 2020 to its highest level since 2008, in the pandemic-roiled year that upended the global economy. The total U.S. trade deficit in goods and services surged, adding \$102 billion to the 2019 total to reach \$678.7 billion, as exports fell more than imports, according to the data. Weak net exports subtracted from GDP growth last year, and economists caution it could get worse before it gets better, especially since services like travel and hotels may be the last to improve. For more, please see: https://www.barrons.com/news/us-trade-gap-soars-in-2020-amid-pandemic-disruptions-01612544408?utm_campaign=Marketing_Cloud&utm_medium=email&utm_source=USCBC+News+Overview+2.8.2021&%20utm_content=https%3a%2f%2fwww.barrons.com%2fnews%2fus-trade-gap-soars-in-2020-amid-pandemic-disruptions-01612544408.

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. If you have any questions regarding the application, please reach out to WorldChicago at ytili-info@worldchicago.org.

- Feb. 22 - **GLOBAL SUPPLY CHAIN WEEK.** Virtual event sponsored by Freightwaves. Daily topics:
- Mar. 3 *Military/Aerospace* (Feb. 22); *Manufacturing & Building/Construction* (Feb. 23); *Food/Perishables, CPG and Retail* (Feb. 24); *Energy/Oil & Mining/Chemicals* (Feb. 25); *Automotive* (Feb. 26); *Global Maritime Logistics* (Mar. 1-3). No fee; advance registration required. For information & registration, please see: <https://live.freightwaves.com/global-supply-chain-week>.
- 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. 22 **VIRTUAL AMBASSADORS FORUM.** Webinar sponsored by the National U.S.-Arab Chamber of Commerce. Presentation by Hon. **Matthew H. Tueller**, U.S. Ambassador to the Republic of Iraq. 10:00 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <http://go.pardot.com/1/500621/2021-01-31/45dghl>.
- Feb. 22 **HOW TO EXPORT: FREIGHT FORWARDER 201.** Webinar, sponsored by the Illinois SBDC International Trade Center at the Women's Business Development Center, will discuss: *When to use and not use a forwarder; Logistics; Incoterms®.* 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_vZzLieGZRTWXixaaJ5_5IQ.
- Feb. 22 **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 Free Trade Agreements. 12:00 – 1:00 p.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehjddjxrd1ac47bc&oseq=&c=&ch=>.
- Feb. 22 **CHINA'S EMERGING INTELLECTUAL PROPERTY EDGE: CHALLENGES AND OPPORTUNITIES.** Webinar sponsored by Asian/Pacific Studies Institute, Duke University. Presentation by **Mark Cohen**, Distinguished Senior Research Fellow and Lecturer in Law at the University of California Berkeley School of Law; he was formerly the first representative of the US Patent and Trademark Office in China and a Senior Advisor to the Under Secretary for Intellectual Property at the US Department of Commerce. 6:00 – 7:30 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://asianpacific.duke.edu/events/chinas-emerging-intellectual-property-edge-challenges-and-opportunities>.
- Feb. 23 - **ACE/AES EXPORT COMPLIANCE.** Webinar, sponsored by the U.S. Commercial Service, will cover the following topics: *Automated Commercial Environment (ACE)/ Automated Export System (AES) Direct Filings; The U.S. Census Bureau's new COVID-19 Interactive Data Hub; Foreign Trade Regulations (FTR) and an update on the latest regulatory changes; Commodity Classification (i.e. Schedule B) guidance and tips and the Global Market Finder; Export Reports feature in ACE to manage your company's filings and compliance; U.S. Export Controls Updates from Bureau of Industry and Security (BIS), Transportation Security Administration (TSA) and U.S. Customs and Border Protection (CBP).* 11:00 a.m. – 3:00 p.m. CST each day. Fee: \$85. For information & registration, please see: <https://www.trade.gov/aesace-2-day-seminar>.

- Feb. 23 ***AFRICA ECONOMIC OUTLOOK 2021***. Webinar sponsored by the Corporate Council on Africa. Speakers include: Dr. **Rabah Arezki**, Chief Economist and Vice President, Economic Governance and Knowledge Management, African Development Bank Group; Dr. **Rita Babihuga-Nsanze**, Chief Economist Officer, Africa Finance Corporation; and Dr. **Hippolyte Fofack**, Chief Economist and Director, Research and International Cooperation, Afrexim Bank, who will offer their expert views on Africa's economic outlook in 2021 with a focus on key trade, investment, and business trends and challenges as countries implement post-COVID-19 economic recovery strategies. 8:00 – 9:15 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://cca.glueup.com/event/africa-economic-outlook-2021-32766/home.html>.
- 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 ***ART & SCIENCE OF INTERNATIONAL MARKET RESEARCH FOR EXPORTING***. Webinar sponsored by Global Chamber and Vibrant Markets. Presentation by **Jagat Shah**, Founder, Vibrant Markets and Global Networks, who will present eight innovative approaches to enter global markets for any product or service. 8:30 – 10:00 a.m. CST. GC Members - \$10; Non-members - \$25. For information & registration, please see: <https://www.globalchamber.org/events/2021/02/23/globinar/training-art-and-science-of-international-market-research-for-exporting/>.
- 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=1QDL>.
- Feb. 23 ***BUSINESS IMMIGRATION & GLOBAL MOBILITY IN 2021: WHAT'S NEXT?*** Webinar, sponsored by BritishAmerican Business in partnership with Farkouh, Furman & Faccio, LLP, and Alliot Global Alliance, brings together immigration, legal and tax experts for a discussion on the prospects for business global mobility and immigration in the United States and the United Kingdom in the upcoming year. Speakers include: **David Gibbs**, Partner, Alliotts, Chartered Accountants and Business Advisors; **Kathleen M. Gaber**, Principal, Immigration, Masuda, Funai, Eifert & Mitchell Ltd.; **Graeme Kirk**, Partner, Solicitor – Head of Immigration, Ellisons Solicitors; **Hunter Norton**, Partner, Farkouh, Furman & Faccio, LLP. 10:00 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.babinc.org/immigration-global-mobility/>.
- Feb. 23 ***BUSINESS WORKS: INTERNATIONAL TRADE RESOURCES FOR BEGINNERS***. Webinar sponsored by the Naperville Area Chamber of Commerce with support from the **International Trade Association of Greater Chicago**. Panelists include: **Wendy Baggett**, President & CEO, American World Trade Chamber of Commerce; **Dan Kim**, Senior International Trade Specialist, U.S. Commercial Service Chicago; **Jean Lin**, Program Manager, Illinois SBDC International Trade Center, Business Development Center at College of DuPage; **Margo Markopoulos**, Director, Office of Trade & Investment, Illinois Department of Commerce & Economic Opportunity; **Richard Paullin**, Executive Director, International Trade Association of Greater Chicago. 1:00 – 2:30 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://members.naperville.net/chambereventcalendar/Details/business-works-international-trade-resources-for-beginners-301780?sourceTypeId=Website>.

- Feb. 23 ***SIGNIFICANT NEW DUTY REDUCTIONS THROUGH FIRST SALE VALUATION.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will describe how importers of virtually all products can achieve significant duty reductions through the First Sale Rule. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/significant-new-duty-reductions-through-first-sale-valuation>.
- Feb. 23 ***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 NAFTA 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=a07ehjjevws564c32c3&oseq=&c=&ch=>.
- Feb. 23 ***BLACK HISTORY MONTH: OPPORTUNITIES IN TRADE AND OVERCOMING BARRIERS.*** Diversity Series webinar sponsored by the International Trade Club of Chicago in collaboration with the Office of Minority Economic Empowerment (OMEE) of the Illinois Department of Commerce & Economic Opportunity. Speakers include: **Ngosong Fonkem**, Attorney, Page•Fura, P.C.; **Tonya McNeal-Weary**, Founder and Managing Director, IBS Global Consulting; **Mark Tolliver**, Co-founder and President, Best Diamond Plastics; **Matthew Simpson** (Moderator), African American Business Development Manager, OMEE. 2:00 – 3:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://itcc.wildapricot.org/event-4150247>.
- Feb. 24 ***A GLOBAL DIGITAL STRATEGY FOR AMERICA: CLOSING THE DIGITAL DIVIDE, UPGRADING U.S. COMPETITIVENESS AND MEETING THE CHINA CHALLENGE.*** Webinar sponsored by the American Leadership Initiative. Speakers Include: Senator **Robert Menendez**; Rep. **Suzan DelBene**; Rep. **Chrissy Houlahan**; Rep. **Stephanie Murphy**; Ambassador **Michael Froman**, former U.S. Trade Representative; Ambassador **Karen Kornbluh**, former U.S. Ambassador to the OECD. 8:00 – 10:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.american-leadership.org/>.
- 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 ***GLOBAL TRAVEL AND TOURISM TEAM CHECK-IN: MEXICO.*** Webinar, sponsored by the U.S. Commercial Service, will provide the very latest insight and information on the Mexican markets for international visitors. 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QEP>.
- 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. 24 ***HOW TO NAVIGATE A GENERAL AVERAGE.*** Webinar, sponsored by Roanoke, will discuss: *The purpose of General Average (GA); How a GA claim is different; The steps in a GA process, and how long it takes to have cargo released; How Cargo Insurance responds to a GA.* 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: https://infospot.roanokegroup.com/acton/fs/blocks/showLandingPage/a/5777/p/p-0105/t/page/fm/0?sid=TV2:9S69sL0nZ#utm_term=Default&utm_campaign=We%27re%20hosting%20a%20webinar%20on%20how%20to%20Navigate%20a%20General%20Average%21&utm_content=email&utm_source=Act-On+Software&utm_medium=email.

- Feb. 24 **RE-ENGAGE IN TRADE: IMMIGRATION & INTERNATIONAL TRADE.** Webinar sponsored by World Trade Center St. Louis. Presentations by **Betsy Cohen**, Executive Director, St. Louis Mosaic Project, and **Nalini Mahadevan**, Principal Attorney, MLO Law, LLC. 12:00 – 1:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://worldtradecenter-stl.com/events-calendar/events/re-engage-in-trade-immigration-international-trade/>.
- Feb. 24 **VALUATION OF MERCHANDISE SERIES: ROYALTIES AND LICENSING FEES – DUTIABLE OR NOT?** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide an overview of the basics of royalties and licensing fees in order to help you better understand the potential duty implications of such payments. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/valuation-of-merchandise-series-royalties-and-licensing-fees%E2%80%94dutable-or-not>.
- Feb. 24 **MACHINES ITALIA – A POST COVID-19 SCENARIO.** Webinar, sponsored by the Society of Manufacturing Engineers and the Italian Trade Agency, will share the results of an extensive survey on what strategic changes executives in manufacturing are going to implement to successfully adapt to the new framework. Speakers include: **Bruce Morey**, Senior Technical Editor, SME Media; **Steve George**, Manager, SME Business Intelligence, SME; **Marco Saladini**, Trade Commissioner, Italian Trade Agency; **Linda DiRocco**, Human Resource Director, UTIL Canada Limited. 1:00 – 2:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.smeresources.org/r/ITA/d/contentFocus?pcID=0ad9525e4596bd9e56cdea4d3d69d809&showForm=1>.
- Feb. 25 **INVESTMENT DYNAMICS IN ASIA FOR 2021.** Webinar sponsored by US-China Series. Presentation by **Eric Robertsen**, Head of Global Research and Chief Strategist, Standard Chartered Bank. 2:00 a.m. CST. No fee; advance registration required. For information & registration, please see: https://zoom.us/webinar/register/WN_4toj9cHITNeHHI3-hjYKpQ.
- 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. 25 **MEDICAL WASTE OPPORTUNITIES IN CHINA.** Webinar, sponsored by the U.S. Commercial Service, will highlight opportunities in China's medical waste sector from expert industry speakers who will describe the business environment, common pitfalls and provide advice for succeeding with China's medical waste industry. 9:00 – 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=1QEB>.
- Feb. 25 **DOING BUSINESS WITH THE UNITED KINGDOM.** Webinar, sponsored by the U.S. Commercial Service, will provide up-to-date perspectives on the U.K. for U.S. exporters, the Brexit process, and how U.S. industry has approached this market. 9:00 – 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=1QFF>.
- Feb. 25 **INNOVATION BRIDGE: WARSAW-CHICAGO.** Webinar and virtual networking sponsored by Venture Café Warsaw, and will feature the City of Warsaw, World Business Chicago, the Polish Investment and Trade Agency, Chicagoland Chamber of Commerce, StartUp Hub Poland and ChicagoNext. Event will highlight Warsaw's and Chicago's city, business and startup ecosystems, while giving participants an opportunity to connect with and learn from both U.S. and Polish tech companies alike. 9:00 a.m. – 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <http://www.venturecafewarsaw.org/tg044/>.

- Feb. 25 ***COVID, SUPPLY CHAINS AND THE CRISIS AT THE PORTS.*** Webinar sponsored by the Washington International Trade Association. Panelists include: Dr. **Noel Hacegaba**, Deputy Executive Director/COO, The Port of Long Beach; **Nate Herman**, Senior Vice President, Policy, American Apparel & Footwear Association; **Weston LaBar**, Chief Executive Officer, Harbor Trucking Association; **Karyn Booth**, Partner and Transportation Practice Group Leader, Thompson Hine LLP; **Lori Ann LaRocco** (Moderator), Senior Editor of Guests, CNBC Business News, Breaking News/Booking. 10:00 – 11:00 a.m. CST. WITA Members – No fee; Non-members - \$10. For information & registration, please see: <https://www.wita.org/events/crisis-at-ports/>.
- Feb. 25 ***KEYS TO SUCCESS DOING BUSINESS IN AFRICA: ENERGY.*** Webinar sponsored by the U.S. Commercial Service. Members of the President’s Advisory Council on Doing Business in Africa (PAC-DBIA) will present practical lessons learned entering and expanding their companies’ business in African markets, illustrating insights featured in the PAC-DBIA “Keys to Success” Report (<https://www.trade.gov/pac-dbia>). 10:00 – 11:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QFL>.
- Feb. 25 ***THE PROSPERITY PARADOX: FEWER AND MORE VULNERABLE FARM WORKERS.*** Webinar, sponsored by the Mexico Institute at the Wilson Center, will explain why farm labor problems do not disappear as the share of workers in agriculture shrinks and lays out policies and practices to improve protections for farm workers. 11:00 a.m. – 12:30 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.wilsoncenter.org/event/prosperity-paradox-fewer-and-more-vulnerable-farm-workers>.
- Feb. 25 ***UNDERSTANDING INTERNATIONAL LOGISTICS: THE BASICS OF AIR AND OCEAN SHIPPING.*** Webinar sponsored by GRVR Attorneys. 11:00 a.m. – 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.internationaltrade.law/three-free-webinars.html>.
- Feb. 25 ***A RESIDENTIAL & COMMERCIAL GLOBAL OUTLOOK.*** Virtual Global Symposium sponsored by Illinois REALTORS®. Topics include: *Inbound Investment Data & Trends; An International Investor’s Perspective & Trends; Future of U.S. and Canadian Retail; Foreign Students Market and its Impact on College Towns; 2021 Global Outlook; A View of the Chinese Real Estate Investment Market; Second Homes Residential Market.* 11:00 a.m. – 4:30 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.illinoisrealtors.org/event/global-symposium/>.
- Feb. 25 ***DIGITAL SERVICE TAX AND VALUE ADDED TAX FOR ONLINE EDUCATION.*** Webinar, sponsored by the U.S. Commercial Service, will provide an update on section 301 investigations of digital service taxes, upcoming regulations, how the tax applies to online education and best practices. 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QF7>.
- Feb. 25 ***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-transition-monthly-update-\(2\)](https://www.strtrade.com/training/events/upcoming-webinars/trade-in-transition-monthly-update-(2)).
- Feb. 25 ***INTERNATIONAL TRADE FINANCE: GETTING PAID.*** Webinar, sponsored by the World Trade Research Institute, will discuss the range of payment methods used in international transactions to reduce risk to help you evaluate which is best whether you are a buyer or seller. 1:00 – 2:00 p.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehjjevzxc5eaf3d5&oseq=&c=&ch=>.

- Feb. 25 ***WEAPONIZATION OF INTELLECTUAL PROPERTY AGAINST CHINA.*** Webinar sponsored by the 21st Century China Center at the University of California San Diego. Presentation by **Mark Cohen**, Director and Senior Fellow at UC Berkeley, who will discuss the weaponization of IP with China under Trump, and how it poses risks and opportunities to the Biden administration. 3:00 p.m. CST. No fee; advance registration required. For information & registration, please see: https://ucsd.zoom.us/webinar/register/WN_KDRudi4oSJKxV8jZO75sTA.
- Feb. 25 ***INTERNATIONAL BUSINESS: THE NEXT FOUR YEARS.*** Webinar sponsored by the Northeast Regional District Export Councils in cooperation with the Global Business Alliance of New England. Speakers & panelists include: **Doug Banks** (Moderator), Editor, Boston *Business Journal*; **Judith Dean**, Professor of International Economics, International Business School, Brandeis University; **David Day**, Chairman, Global Risk Management Foundation; **Becca Gould**, Senior Vice President, American Tower Corporation; **Ernesto Pinal**, Director of Business Development, DQM Software; **Shawn Levens**, International Sales Manager, UPS; **David Hamod**, President & CEO, National US-Arab Chamber of Commerce; **Nate LaMar**, International Capture Manager, AM General. 3:30 – 5:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/international-business-the-next-four-years-tickets-136904941365>.
- 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>.
- Feb. 26 ***NEARSHORING, RESHORING AND THEIR TRADE COMPLIANCE CHALLENGES.*** Webinar sponsored by the International Trade Club of Chicago. Presentation by **David G. Forgue**, Barnes, Richardson & Colburn LLP, Chicago, who will discuss nearshoring and reshoring's impact on: classification and valuation processes; using NAFTA/IMMEX; leveraging trade agreements; marking issues; communication and coordination within the company. 9:00 – 11:00 a.m. CST. ITCC Members - \$60; Non-members - \$95. For information & registration, please see: <https://itcc.wildapricot.org/event-4165977>.
- Feb. 26 ***CHINA'S CHANGING LANDSCAPE: TOP WAYS TO MANAGE RISK WHILE GROWING YOUR BUSINESS.*** Webinar sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association. Presentations by: **Paul Stepanek**, Owner, Complete Manufacturing & Distribution; **Sandi Siegel**, President, M.E. Dey & Co.; **Craig Allen**, President, U.S. China Business Council. 11:30 a.m. – 1:00 p.m. CST. WTA Members - \$25; Non-members - \$40. For information & registration, please see: https://web.mmac.org/events/Chinas-Changing-Landscape-Top-Ways-To-Manage-Risk-While-Growing-Your-Business-2792/details?utm_source=cerkl&utm_medium=email&utm_campaign=newsletter-02092021&cerkl_id=12160066&cerkl_ue=bEV9OtABOYpZvTyrFjcKmcN2KyAY3svgqiL3VWimmmE%3D.
- 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. 1 - ***USA: A STUDY DESTINATION VIRTUAL CONNECTION PROGRAM – INDO-PACIFIC.*** Organized by the U.S. Commercial Service, the purpose is to help U.S. educational institutions quickly build a network of reliable contacts throughout the region. U.S. universities, colleges, secondary institutions, and study state consortia will be able to schedule one-on-one meetings with agents, counselors, university partners, and foreign government officials from across the Indo-Pacific region. Participating countries include: Australia, Hong Kong, India, Indonesia, Japan, Malaysia, Myanmar, New Zealand, Pakistan, Philippines South Korea, Taiwan, Singapore, Thailand, and Vietnam. Times vary. Fee: \$300. For information & registration, please see: <https://live.eventtia.com/en/indo-pacific/Home>.
- Mar. 1 ***HOW CENTRAL ASIAN COMPANIES CAN SECURE PROJECT FINANCING FROM THE UNITED STATES OF AMERICA AND MANAGE TRADE RELATIONS WITH AMERICAN FIRMS.*** Webinar sponsored by the: American Uzbekistan Chamber of Commerce; US-Kyrgyzstan Business Council; US-Tajikistan Business Council; US-Afghanistan Business Institute in partnership with World Trade Center Kabul. Panelists include: **Elshan Baloghlanov**, Managing Director, WCC International, Inc.; **Alex Gordin**, President, Broad Street Capital Group; **Burke McCormack**, Principal, Ardmore Capital; **Tara Blake**, Director, International Project Finance, U.S. International Development Finance Corporation. 7:00 a.m. CST. No fee; advance registration required. For information & registration, please see: https://zoom.us/webinar/register/WN_dX1DkQc1QPW8sB9zIQuLKA.
- Mar. 2 - ***CHOOSING THE RIGHT MARKET IN 2021 – WHERE TO AFTER CHINA?*** Masterclass webinar sponsored by Dearin & Associates. Topics include: *Common market selection mistakes; How to assess the size of the opportunity in any market; Why the commercial environment should be a key factor in your decision-making process; Case studies from companies who've already taken their business international; The blueprint for international success.* 11:00 a.m. – 3:00 p.m. CST. Fee: AU\$197. For information & registration, please see: <https://dearinassociates.com/choosing-the-right-market-in-2021/>.
- Mar. 2 ***THE FUTURE OF UK/EU TRADE RELATIONS: SERVICES & DATA.*** Webinar, sponsored by the British Chambers of Commerce, will explore what the new arrangements mean for service providers and businesses reliant on using data, both under the agreement and the potential for an adequacy agreement (with possible legal implications). Speakers include: **Sally Jones**, Partner, EY LLP; **Alex Altman**, British Chamber of Commerce in Germany; **Lyne Biewinga** MBA, Executive Director Membership, The Netherlands British Chamber of Commerce; **Jenny Hall**, Deputy Director International Data Team, Cabinet Office. 7:30 a.m. CST. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_Cq6QJQopiQKKzKgrYUHytMw.
- Mar. 2 ***THE THREAT TO US GLOBAL TRADE COMPETITIVENESS: COMBATING INDUSTRIAL AND ECONOMIC ESPIONAGE.*** Webinar sponsored by the International Trade Club of Chicago. Presentation by **Michael J. Orlando**, Acting Director of the National Counterintelligence and Security Center, US Office of the Director of National Intelligence. 12:00 – 1:00 p.m. CST. ITCC Members - \$35; Non-members - \$50. For information & registration, please see: <https://itcc.wildapricot.org/event-4170939>.
- 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. 3 ***A LOOK AHEAD: TRADE WITH AMERICA'S TOP PARTNERS UNDER THE BIDEN ADMINISTRATION.*** Webinar sponsored by the: Governors State University, College of Business; Center for International Business Education and Research at Indiana University; Supply Chain Innovation Center and Business Incubator at Governors State University; and Illinois International Trade Center at College of DuPage. Topics and speakers include: *Doing Business with Canada and Mexico* (**Wayne Robson**, Acting Consul General, Consulate General of Canada in Chicago, and Dr. **Ralph Biedermann**, Executive Director, Mid-America Chapter, U.S.-Mexico Chamber of Commerce) and *Trade with China* (**Ker Gibbs**, President, American Chamber of Commerce (AmCham), Shanghai). 9:00 – 10:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.govst.edu/cob-thought-leadership-series/>.
- Mar. 3 ***DOING BUSINESS IN BRAZIL.*** Webinar, sponsored by the U.S. Commercial Service, will discuss Brazil's future economic outlook, its opportunities, reasons to consider doing business in the country, and the U.S. Government resources available to support your company in the market. 12:00 p.m. CST. Fee: \$35. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QFQ>.
- Mar. 3 ***OFAC SANCTIONS LAW UPDATE–NAVIGATING THE MINEFIELD.*** Webinar, sponsored by ComplianceOnline, will provide: Introduction to the Office of Foreign Assets Control (OFAC); latest executive order and legislative activity; as well as a review of current enforcement trends all with a view to preparing participants to implement effective compliance programs. 12:00 – 1:30 p.m. CST. Fee: \$199. For information & registration, please see: <https://www.complianceonline.com/ofac-sanctions-law-update-webinar-training-706603-prdw>.
- Mar. 3 ***GLOBAL TRAVEL AND TOURISM TEAM CHECK IN: MEXICO.*** Webinar sponsored by the U.S. Commercial Service. U.S. Embassy Trade Specialists from Mexico for Travel and Tourism will provide the latest insights and information about the Mexican markets for international visitors. 1:30 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QEP>.
- 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. 4 ***CHINA'S MOVE TO DE-AMERICANIZE ITS SUPPLY CHAINS.*** Webinar sponsored by US-China Series. Presentation by **Nina Xiang**, author and founder, the China Money Network. 9:00 a.m. CST. No fee; advance registration required. For information & registration, please see: https://zoom.us/webinar/register/WN_ZzHpXy4xRkWIM8m2E3iskA.
- Mar. 4 ***THE PAST, PRESENT, AND FUTURE OF GREEN FINANCE IN CHINA.*** Webinar sponsored by SupChina. Panelists include: **Wayne Silby**, Chairman and co-founder, SynTao. founding Chairman, Calvert Funds, and President, Calvert Social Investment Fund; Dr. **Guo Peiyuan**, Chairman, SynTao Green Finance and co-founder and General Manager, SynTao; **Christopher Marquis** (Moderator), Samuel C. Johnson Professor in Sustainable Global Enterprise and Professor of Management, Cornell University Johnson College of Business. 8:00 – 9:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://events.supchina.com/event/the-past-present-and-future-of-green-finance-in-china/>.
- Mar. 4 ***INTRODUCTION TO EXPORTING.*** Webinar sponsored by the Illinois Small Business Development Centers and the Greater Southwest Development Corporation. Topics include: the benefits and challenges of exporting; how to determine whether your business is 'export-ready'; resources for assistance. 10:00 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/34163>.

- Mar. 4 **2021 HTSUS CLASSIFICATION DETERMINATION AND RESOURCE EXPLANATION TRAINING.** Webinar sponsored by The World Academy. 12:00 – 1:30 p.m. CST. Fee: \$150. For information & registration, please see: <https://www.theworldacademy.com/product-page/3-4-2021-htsus-classification-determination-and-resource-explanation-training>.
- Mar. 4 **COURAGE THROUGH CHANGE.** Sixth Annual Women in International Business [Virtual] Event sponsored by the International Trade Council of Greater Kansas City. Presentations by: **Anne M. McKeough**, Vice President, Global Sales, Staples Promotional Product; **Tiffany Melvin**, JD, President, North American Strategy for Competitiveness; **Carolyn Glasow** (Moderator), Sales and Business Development Director, Hallmark Cards. 3:45 – 5:00 p.m. CST. ITCGKC Members - \$35; Non-members - \$50. For information & registration, please see: <https://itcgkc.org/event-4115509>.
- Mar. 4 **HOW TO CAPITALIZE ON THE GROWING BUSINESS OPPORTUNITIES IN CHINA'S GREATER BAY AREA AND ASEAN.** Webinar sponsored by the Hong Kong Business Association of the Midwest and Global Chamber. Speakers include: **Thomas Wong**, Partner, CW CPA (Hong Kong Office); **Nico Tung**, Director of Asia Operations, Fastco Asia Ltd., subsidiary of Fox Racing; **Winchell Cheung**, Midwest Director, Hong Kong Trade Development Council. 4:00 – 5:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/5852677717674142991>.
- Mar. 4 **PROTECTING AND ENFORCING INTELLECTUAL PROPERTY RIGHTS IN SOUTHEAST ASIA: WHAT SMALL BUSINESSES NEED TO KNOW.** Webinar sponsored by the U.S. Patent and Trademark Office's Global Intellectual Property Academy with the cooperation of the U.S. Commercial Service and the U.S.-ASEAN Business Council. Topics include: *Protecting and enforcing IP in architecture, engineering, and construction (AEC) markets; Practical market experiences in Southeast Asia; U.S. government resources.* 6:00 – 7:45 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.uspto.gov/about-us/events/protecting-and-enforcing-intellectual-property-rights-southeast-asia-what-small>.
- Mar. 5 **2021 CONGRESSIONAL TRADE AGENDA.** Webinar sponsored by the Washington International Trade Association. Speakers include: **Alexandra Whittaker**, Democratic Chief Trade Counsel; Staff Director Trade Subcommittee at House Committee on Ways and Means; **Mayur Patel**, Chief International Trade Counsel, U.S. Senate Committee on Finance, Republican Staff; **Angela Ellard**, Republican Chief Trade Counsel; Staff Director, Trade Subcommittee at House Committee on Ways and Means; **Jayme White**, Chief Advisor on International Competitiveness and Innovation, U.S. Senate Committee on Finance, Democratic Staff. 8:00 – 9:30 a.m. CST. **WITA Members – No fee; Non-members - \$30.** For information & registration, please see: <https://www.wita.org/events/2021-congressional-trade-agenda/>.
- Mar. 7 - 12 **SECURITY MISSION FOR ECONOMIC PROSPERITY IN EL SALVADOR, GUATEMALA, AND HONDURAS.** Virtual 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 - 19 **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/uk-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. 8 **ASK THE ATTORNEY: GLOBAL EDITION.** Webinar sponsored by the Global Real Estate Council of the Chicago Association of Realtors. Presentations by **Donald Hyun Kiolbassa**, Attorney J.D, CPA, The Law Office of Kiolbassa, Holmes & Ansong, and **Donald W. Garner**, President, LL.M. Law Group, U.S. corporate immigration. 3:00 – 4:00 p.m. CST. CAR Members – No fee; Non-members - \$15. For information & registration, please see: <https://chicagorealtor.com/event/ask-the-attorney-global-edition/>.
- Mar. 9 - **“PARTNERING FOR COMPLIANCE™” 2021.** Twentieth annual virtual conference sponsored by 11 Partnerships International, Inc. Speakers from the U.S. Departments of State, Commerce, Defense, Homeland Security, Treasury and Census Bureau will address: *Mandatory Electronic Export Information – The Inside Track for Partners; Project Shield America – You are the frontline in protecting America’s critical technology; How to partner to avoid seizures, fines, forfeitures and penalties; Partnering at Work – Confronting Enforcement; Compliance & Enforcement Trends, Implementing an Effective Company Compliance Program; The Defense Technology Security Administration’s role in Department of Defense Technology Security Matters; The latest on Section 232 and 301 special duties on aluminum, steel, automobiles and Chinese products – and the responses from our trading partners; OFAC Enforcement 101: Export Control & Sanctions Enforcement.* 7:00 a.m. – 4:00 p.m. CST. Fee: U.S. Government Employees - \$150 (by February 26; \$190 thereafter); Non-U.S. Government Employees - \$650 (by February 26; \$700 thereafter). For information & registration, please see: <http://www.partneringforcompliance.org/pfcec21.pdf>.
- 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. 9 **VIRTUAL CONNECTIONS: SUB-SAHARAN AFRICA.** Virtual B2B matchmaking program designed to introduce U.S. water technology companies to business opportunities in Ghana, Nigeria, South Africa, Mozambique, Kenya, and Tanzania. Eligible U.S. companies are water solution providers and companies involved in irrigation, water conservation, filtration, purification, de-salination, software, sensors, localized energy sources to run irrigation, and related sectors. Following the program, up to 10 eligible U.S. companies can sign up for a separate virtual introduction program designed to connect businesses to decision makers and buyers to start doing business in the region. 10:00 a.m. CST. Fee: \$25. For information & registration, please see: <https://www.trade.gov/virtual-connections-sub-saharan-africa>.

- Mar. 9 **PERSPECTIVES ON TRADE: A CONVERSATION WITH H.E. NOEL ANDERSON LYNCH, AMBASSADOR OF BARBADOS TO THE UNITED STATES.** Webinar sponsored by the World Trade Center Washington, D.C. and the Washington Intergovernmental Professional Group. Speakers include: H.E. Noel Anderson Lynch, Ambassador of Barbados to the United States of America; Andrew Gelfuso, Director, World Trade Center Washington, D.C.; Nelson Garcia, President, Washington Intergovernmental Professional Group. 12:30 p.m. CST. No fee; advance registration required. For information & registration, please see: https://zoom.us/webinar/register/WN_P8sgwFZQ16gWnXS1p5mVA.
- Mar. 9 **GOING GLOBAL: LEVERAGING US TRADE POLICY FOR INTERNATIONAL SUCCESS.** Webinar sponsored by the Madison International Trade Association. Speakers include: Cory Bouck, Regional Business Director, Asia-Pacific, and Bob Fitzgerald, VP International Business, Johnsonville; and Professor Jeremi Suri, Mack Brown Distinguished Chair for Leadership in Global Affairs, The University of Texas – Austin. 1:00 – 2:30 p.m. CST. MITA Members – No fee; Non-members - \$20. For information & registration, please see: https://www.mitatrade.org/event_item/trade-policy-2021-a-wisconsin-us-and-global-perspective/.
- Mar. 9 **REDUCING AND ELIMINATING 232, 301, AND OTHER DUTIES THROUGH TARIFF ENGINEERING.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will explore how to analyze your existing tariff exposure and the steps you can take to achieve the lowest duty rates available. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/reducing-and-eliminating-232-301-and-other-duties-through-tariff-engineering>.
- Mar. 10 - 11 **GTR INDIA 2021.** Virtual conference, sponsored by Global Trade Review, will provide critical market insight combined with unrivalled networking opportunities with leading experts on the country's trade environment and trade finance sector. No fee; advance registration required. For information & registration, please see: https://www.gtreview.com/events/virtual/gtr-india-2021-virtual/?utm_source=Exporta+Publishing+%26+Events+Ltd&utm_campaign=3c9cba1480-Mail+Chimp_COPY_01&utm_medium=email&utm_term=0_3e99358e7b-3c9cba1480-29422761#tab_overview.
- Mar. 10 - 12 **WCO GLOBAL ORIGIN CONFERENCE.** Second annual [virtual] conference sponsored by the World Customs Organization. The conference will be a unique opportunity to expand your understanding on origin, have your say on the future of rules of origin and to strengthen and establish new ties with different stakeholders, namely the International Governmental Organization, the private sector and academia. No fee; advance registration required. For information & registration, please see: <https://na.eventscloud.com/ehome/index.php?eventid=515488&>.
- 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. 10 **PREPARING FOR LIFE AFTER GLOBALIZATION.** Webinar sponsored by the Metropolitan Milwaukee Association of Commerce. Presentation by Peter Zeihan, geopolitical strategist and bestselling author, who will discuss: The impact of recent geopolitical events on energy and manufacturing; The future trajectory of global trade; Re-shuffling the political deck – what can we expect from the new administration? 9:00 – 10:30 a.m. CST. MMAC Members - \$60; Non-members - \$80. For information & registration, please see: <https://web.mmac.org/events/Preparing-for-Life-After-Globalization-w-Peter-Zeihan-2803/details>.

- Mar. 10 **2021: YEAR OF THE KNOCKOFF COUNTERSTRATEGIES AT THE U.S. ITC & BEYOND.** Webinar, sponsored by Crowell & Moring LLP, will provide an analysis of recent trends in counterfeit products and strategies for countering them at the uniquely-potent U.S. International Trade Commission and beyond. 11:00 a.m. – 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.crowell.com/NewsEvents/Events/2021-Year-of-the-Knockoff>.
- Mar. 10 **GLOBAL ROHS REGULATIONS FOR 2021 – ARE YOU READY?** Webinar, sponsored by ComplianceOnline, will provide the latest assessment of RoHS regulations in effect and pending around the globe for the year 2021, including key developments and key dates (if applicable) with particular emphasis on requirements for US and European firms. 11:00 a.m. – 12:00 p.m. CST. Fee: \$159. For information & registration, please see: <https://www.complianceonline.com/global-rohs-regulations-2021-webinar-training-706639-prdw>.
- Mar. 10 **DIGITAL STRATEGY 2021: ATTRACT AND WIN INTERNATIONAL CUSTOMERS.** Webinar sponsored by the U.S. Commercial Service Seattle in partnership with Export Finance Assistance Center of Washington and Washington State Department of Commerce. 12:00 – 4:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/digital-strategy-2021-attract-and-win-international-customers-tickets-138536110235?aff=>.
- Mar. 10 **SUPPLY CHAIN VIRTUAL CONNECT.** Webinar sponsored by UPS Supply Chain Solutions. Topics include: *Vaccine Logistics; The Future of Freight Forwarding; Supply Chain Optimization; eCommerce; U.S. Trucking and Freight Market; Trade Compliance Hot Topics.* 12:00 – 4:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.sttas.com/join-sttas-at-supply-chain-virtual-connect/>.
- Mar. 11 **22ND MICHIGAN AUTOMOTIVE SUPPLIERS SYMPOSIUM.** Virtual event, sponsored by the Van Andel Global Trade Center at Grand Valley State University and Plante Moran, will bring together business owners, senior management, and decision-makers from all tiers of the automotive industry to provide the most up-to-date industry forecasts, latest issues, and trends, with opportunities to network and learn from others in the increasingly challenging and ever-changing industry of automotive. 7:00 – 11:00 a.m. CST. VAGTC Members - \$125; Nonmembers - \$155. For information & registration, please see: <https://www.gvsu.edu/vagtc/event-view.htm?eventId=9CC8C6A1-9F24-7B87-CA3F3E489D52BB74>.
- Mar. 11 **EXPORTING BASICS.** Webinar sponsored by GRVR Attorneys. Presentation by **Martin Ken Behr**, of Counsel, GRVR Attorneys. 11:00 a.m. – 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.internationaltrade.law/three-free-webinars.html>.
- 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.
- Mar. 11 **TRADE TRENDS IN THE NEW ECONOMY.** Webinar, sponsored by the **International Trade Association of Greater Chicago**, will be an off-the-record, informal roundtable discussion of trade issues, current and future challenges, and mitigation strategies. Please join us to connect, network and share your perspective as we struggle to move forward in an economy where the only thing for sure is that everything will remain uncertain. Discussions range from sectoral, financial, geographical, legal & logistical issues to market trends and global developments affecting the international commercial landscape. 12:00 – 1:00 p.m. CST. ITA/GC Members - \$10; Nonmembers - \$25. For information & registration, please see: <https://www.eventbrite.com/e/trade-trends-in-the-new-economy-tickets-142027485031>.

- Mar. 11 **THE ROAD AHEAD FOR US CHINA POLICY IN 2021 AND IMPLICATIONS FOR AMERICAN BUSINESS.** Webinar sponsored by the Minnesota China Business Council. Topics include: China Policy in the Biden Administration and options for US engagement with China; The implications of this complex transition for US business, including on US investment in China; Current disruptions in global supply chains coming out of Covid. 12:00 – 1:30 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.minnesotachinabusinesscouncil.org/seminar-events/2021/3/11/next-mcbc-virtual-event>.
- Mar. 11 **THE GREAT SUPPRESSION: A CURRENCY MARKET OUTLOOK.** Webinar sponsored by Cambridge Global Payments. Presentation by **Karl Schamotta**, Chief Market Strategist at Cambridge, who will explore the unintended – and unforeseen – economic consequences, looking beyond falling productivity, rising inequality, growing political strife, and increasing financial fragility to expose the darker reality behind today’s artificially-managed financial markets. 1:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://onlinexperiences.com/scripts/Server.nxp?LASCmd=AI:4;F:QS!10100&ShowUUID=60C40CF2-2289-4059-9420-637FB6BF30BC>.
- 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. 15 **UAE VIRTUAL INFRASTRUCTURE SUMMIT.** Webinar, sponsored by the U.S. Commercial Service, will feature top decision makers from ministries and procuring agencies who will present on upcoming infrastructure projects and deals (in four key segments: Oil & Gas; Healthcare Infrastructure; Abu Dhabi PPPs; Smart Cities) to the attending American companies. 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QEL>.
- Mar. 15 **MANAGING INTERNATIONAL DISTRIBUTORS.** Webinar sponsored by the Illinois SBDC International Trade Center at the Women’s Business Development Center. Topics include: negotiations when starting business; culture; leverage; reviews and differences across world regions. 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_8cIiK2aDSFaPHZdSC_8JaQ.
- Mar. 16 **WORKING EFFECTIVELY WITH JAPANESE.** Webinar sponsored by Japan Intercultural Consulting. Topics include: *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. CDT. Fee: \$295. For information & registration, please see: <https://eventsframe.com/e/tShJ1dDcQ/working-effectively-with-japanese/>.

- Mar. 16 ***SAUDI ARABIA VIRTUAL INFRASTRUCTURE SUMMIT.*** Webinar, sponsored by the U.S. Commercial Service, will feature top decision makers from ministries and procuring agencies who will present on upcoming infrastructure projects and deals (Waste Management Giga-Project; ICT Giga-Projects; Tourism and Entertainment Giga-Projects; Transport & Mobility Giga-Projects) to the attending American companies. 11:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QEK>.
- Mar. 16 ***UNDERSTANDING ENCRYPTION EXPORT CONTROLS.*** Webinar, sponsored by the Export Compliance Training Institute, will walk you through how to understand and apply EAR controls on encryption, and the critical steps of classification and license determination. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://academy.learnexportcompliance.com/#!/instructor-led-courses/f568114c-f835-4b4c-a0c5-277cf63f5888>.
- Mar. 16 ***LATIN AMERICA EDUCATION MARKET UPDATE.*** Webinar, sponsored by the U.S. Commercial Service, will provide an education market update with speakers from countries across Latin America. 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QEJ>.
- Mar. 16 ***GLOBAL TRAVEL AND TOURISM TEAM CHECK-IN: COLOMBIA.*** Webinar sponsored by the U.S. Commercial Service. U.S. Embassy Bogota, Colombia Commercial Specialist for Travel and Tourism will provide the latest insights and information about the Colombian market for international visitors. 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QEJ>.
- 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. 17 ***SURVIVAL KIT FOR THE LATEST TRENDS IN U.S TRADE ENFORCEMENT.*** Webinar sponsored by Mondaq. Presentation by **Adrienne Braumiller**, Partner & Founder, Braumiller Law Group PLLC and Braumiller Consulting Group LLC, who will discuss the latest trade enforcement trends related to import activities and offer some tips for surviving the current enforcement environment. 10:30 – 11:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.mondaq.com/webinars/webinar/167/Survival-Kit-for-the-Latest-Trends-in-US-Trade-Enforcement>.
- Mar. 17 ***DIGITAL STRATEGY 2021 – RURAL FOCUS.*** Webinar sponsored by the U.S. Commercial Service Seattle in partnership with Export Finance Assistance Center of Washington and Washington State Department of Commerce. 12:00 – 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/digital-strategy-2021-rural-focus-tickets-138537239613?aff=>.
- Mar. 17 ***DOING BUSINESS IN ARGENTINA.*** Webinar, sponsored by the U.S. Commercial Service, will discuss business opportunities in various sectors, reasons to consider doing business in Argentina, and the U.S. Government resources available to support your company in the market. 12:00 p.m. CDT. Fee: \$35. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QG6>.

- Mar. 17 ***DOING BUSINESS IN THE WESTERN HEMISPHERE – MEXICO***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will cover essential elements Mexico’s market potential, trade regime and trade agencies, and key import rules, as well as other general aspects to consider. 1:00 – 2:30 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/doing-business-in-the-western-hemisphere-mexico>.
- 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=1QDM>.
- Mar. 18 ***ABCs OF INTERNATIONAL SHIPPING***. Webinar sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Lauren Pittelli**, Founder and Principal, Baker Logistics Consulting, who will discuss the key steps in getting your goods into your customer’s hands overseas, and will provide a high-level overview of: the global supply chain; how it differs from domestic shipping; ways to reduce costs and risk in international shipping; selecting the right freight forwarder; understanding transportation rates and calculating costs; protecting your business from losses; and avoiding common pitfalls. 10:00 – 11:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://abc-sp21.eventbrite.com>.
- Mar. 18 ***2021 REVENUE RECOVERY AND LANDED COST MANAGEMENT***. Webinar, sponsored by The World Academy, will review best practice strategies derived from successful gap analysis studies that include proven sources of revenue recovery for global trade participatory business entities. 12:00 – 1:30 p.m. CDT. Fee: \$150. For information & registration, please see: <https://www.theworldacademy.com/product-page/3-18-2021-revenue-recovery-and-landed-cost-management>.
- Mar. 18 ***ELIMINATING SECTION 301 AND OTHER DUTIES THROUGH COUNTRY OF ORIGIN CHANGES***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide a basic overview of the rules for determining the correct country of origin and marking the origin of imported products; it will also discuss ways to legally reduce or avoid tariffs by changing or shifting portions of the production process to effect a change in origin. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/eliminating-section-301-and-other-duties-through-country-of-origin-changes>.
- Mar. 18 ***BEAUTY & PERSONAL CARE PRODUCTS – EXPORT OPPORTUNITIES IN SOUTHEAST ASIA***. Webinar, sponsored by the U.S. Commercial Service, will provide an overview of cosmetics opportunities in Malaysia, Thailand, Singapore, Vietnam, the Philippines and Indonesia, and describe assistance available to U.S. exporters. 7:00 – 8:30 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QFR>.

- 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.
- Mar. 22 - 25 ***SUSTAINABILITY WEEK 2021: MEASURE. ANALYSE. TRANSFORM. SCALE***. Virtual four-day event sponsored by The *Economist*. Speakers will examine how to unlock investment for the transition to net zero. No fee; advance registration required. For information & registration, please see: https://events.economist.com/sustainability-week/?RefID=EM04_Speakers.
- 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 - 25 ***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. 24 ***DIGITAL STRATEGY 2021 – CONSUMER GOODS***. Webinar sponsored by the U.S. Commercial Service Seattle in partnership with Export Finance Assistance Center of Washington and Washington State Department of Commerce. 12:00 – 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/digital-strategy-2021-consumer-goods-tickets-138535093193?aff=>.
- Mar. 24 ***UNDERSTANDING THE BROKER-IMPORTER RELATIONSHIP***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide an overview of the important relationship between importers and brokers 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. CDT. Fee: \$300. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/understanding-the-broker-importer-relationship>.

- Mar. 25 **CULTURE & COFFEE: NAVIGATING SOUTH KOREA.** Virtual training, sponsored by the Van Andel Global Trade Center at Grand Valley State University, will cover how-to's and best practices for doing business abroad as well as how to maneuver through cultural nuances business professionals often face while working with or traveling to South Korea. 8:00 – 9:00 a.m. CDT. VAGTC Members - \$15; Nonmembers - \$25. For information & registration, please see: <https://www.gvsu.edu/vagtc/event-view.htm?eventId=9D1628B8-0118-F0D1-6D78BE83A6E44E3B>.
- 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/>.
- Mar. 25 **2021 DUTY DRAWBACK REVENUE RECOVERY EXPLANATION AND MANAGEMENT.** Webinar, sponsored by The World Academy, will review the new duty drawback program included as part of the Trade Facilitation and Enforcement Act of 2016 to help you determine the ideal path to maximize recovery and maintain compliance. 12:00 – 1:30 p.m. CDT. Fee: \$150. For information & registration, please see: <https://www.theworldacademy.com/product-page/3-25-2021-duty-drawback-revenue-recovery-explanation-and-management>.
- Mar. 25 **EXPORT CONTROLS FOR EMERGING AEROSPACE COMPANIES.** Webinar, sponsored by the Export Compliance Training Institute, will introduce the International Traffic and Arms Regulations (ITAR) and the Export Administration Regulations (EAR) while giving a brief overview of other agencies involved in the full process of licensing and shipping internationally. It will also describe the basics of export terminology and general order in which an export review should be conducted, and cover product classifications and special requirements that impact aerospace more significantly than many other sectors. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://academy.learnexportcompliance.com/#/instructor-led-courses/aeed332c-3914-435d-8809-f5d46f96d6bd>.
- Mar. 26 **KANSAS CITY LOGISTICS UPDATE 2021.** Webinar sponsored by the International Trade Council of Greater Kansas City. Presentation by Chris Gutierrez, President, Kansas City SmartPort, Inc. 8:00 – 9:00 a.m. CDT. ITCGKC Members - \$30; Non-members - \$40. For information & registration, please see: <https://itcgkc.org/event-4138919/Registration>.
- Mar. 29 **AUTOMOTIVE TARIFF.** Webinar, sponsored by the Global Training Center, will guide you through U.S. auto tariff eligibility and compliance requirements to ensure correct duties and eligibility for preferential duty programs such as USMCA. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/automotive-tariff/>.
- Mar. 30 **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, March 16.** ITA/GC & CCBFA Members - \$275; Non-members - \$350. For information & registration, please see: <https://www.eventbrite.com/e/incoterms-2020-rules-tickets-142031051699>.
- Mar. 30 **AUTOMOTIVE USMCA.** Webinar, sponsored by the Global Training Center, examines the different requirements, documentation, and qualification procedures for your automotive products. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/automotive-usmca/>.

- Mar. 31 **2021 EDUCATION AND TRAINING SERVICES RESOURCE GUIDE LAUNCH.** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of the *2021 Education and Training Services Resource Guide* with highlights of key datapoints. 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QEN>.
- Mar. 31 **DIGITAL STRATEGY 2021 – ADVANCED MANUFACTURING.** Webinar sponsored by the U.S. Commercial Service Seattle in partnership with Export Finance Assistance Center of Washington and Washington State Department of Commerce. 12:00 – 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/digital-strategy-2021-advanced-manufacturing-tickets-138537570603?aff=>.
- Mar. 31 **MITIGATING SECTION 301 TARIFF INCREASES WITH FIRST SALE VALUATION & SAFEGUARDING YOUR FIRST SALE SAVINGS IN A SECTION 301 ENFORCEMENT ENVIRONMENT.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will help importers utilizing first sale determine whether their operations could withstand a CBP review. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/mitigating-section-301-tariff-increases-with-first-sale-valuation-safeguarding-your-first-sale-savings-in-a-section-301-enforcement-environment>.
- Apr. 6 - 29 **INTERNATIONAL TRAFFIC IN ARMS REGULATIONS.** Masterclass on ITAR essentials sponsored by ACI. Week 1 (April 6 & 8): *Compliance Roadmap & Classification; The “How To” of ITAR Classification*. Week 2 (April 13 & 15): *Foreign, Dual and Third Country Nationals, and Technology Transfers*. Week 3 (April 20 & 22): *Licensing Requirements and Exemptions*. Week 4 (April 27 & 29): *ITAR Compliance in Practice: The Core Elements for Your Program, Due Diligence and Supply Chain Management; Review of Proficiency Assignment and Q&A*. 12:00 – 3:30 p.m. CDT. Fee: \$1,595 (by February 19; \$1,795 thereafter). For information & registration, please see: <https://www.americanconference.com/international-traffic-in-arms-regulations/>.
- Apr. 7 **TRADE FACILITATION AND TRADE ENFORCEMENT COMPLIANCE WAKE UP CALL 2021.** Webinar, sponsored by The World Academy, will review the evolution of the TFTEA program and its effects on the demands of the importers trade compliance program, and review best practice compliance strategies. 12:00 – 1:30 p.m. CDT. Fee: \$150. For information & registration, please see: <https://www.theworldacademy.com/product-page/4-7-trade-facilitation-and-trade-enforcement-compliance-wake-up-call-2021>.
- 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. 13 - 15 **FUNDAMENTALS OF HARMONIZED SYSTEM (HS) CLASSIFICATION.** Live virtual training sponsored by the Van Andel Global Trade Center at Grand Valley State University. Topics include: *Understanding and applying the General Rules of Interpretation (GRI); Utilizing section notes, chapter notes, headings, and subheadings; Classifying parts and kits; Utilizing classification tools such as explanatory notes and binding rulings; Managing HS classification data*. 8:00 – 10:00 a.m. CDT each day. VAGTC Members - \$235; Non-members - \$395. For information & registration, please see: <https://www.gvsu.edu/vagtc/event-view.htm?eventId=9D394690-A9EC-1476-BAE4FDEA1CDB43E3>.

- Apr. 13 **DOING BUSINESS IN URUGUAY.** Webinar, sponsored by the U.S. Commercial Service, will orient U.S. firms to opportunities in Uruguay's ICT, infrastructure, energy, and agribusiness sectors; local sector experts will present market overviews, challenges and opportunities for U.S. companies in Uruguay. 12:00 p.m. CDT. Fee: \$35. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QG3>.
- Apr. 13 **LESS RISK, MORE REWARDS: INSURING AGAINST THE RISKS OF INTERNATIONAL TRADE.** Webinar sponsored by the Madison International Trade Association. Presentations by **Nate Troyer**, Account Executive, M3 Insurance, and **Paul Jarzombek**, COO, LR International. 1:00 – 2:30 p.m. CDT. MITA Members – No fee; Non-members - \$20. For information & registration, please see: https://www.mitatrade.org/event_item/less-risk-more-rewards-insuring-against-the-risks-of-international-trade/.
- Apr. 13 **GLOBAL TRAVEL AND TOURISM TEAM CHECK-IN: INDIA.** Webinar, sponsored by the U.S. Commercial Service, will provide the very latest insight and information on the Indian market for international visitors. 6:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QES>.
- Apr. 14 **ONLINE IN BRAZIL: LEVERAGE TODAY'S ONLINE PROGRAMS TO GROW YOUR BUSINESS IN BRAZIL.** Webinar, sponsored by IBT Online, will help you understand today's Brazilian online environment and how to leverage it. 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://info.ibt.onl/online-in-brazil>.
- 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 - **EXPORT REGULATIONS AND DOCUMENTATION.** Online course, sponsored by GRVR Attorneys, June 22 will cover: *Developing an export strategy; Classifying products for export via the Schedule B; Intellectual Property Rights; Incoterms® 2020; Packing and insurance; Getting paid; Selecting freight forwarders; Export documentation; Export clearance procedures and export screening list; Electronic Export Information filings and the Automated Export System; Potential export violations; Fines, penalties, and forfeitures; Documenting compliance and recordkeeping; and The creation and implementation of export compliance management programs.* Meets Tuesdays, 6:15 – 8:15 p.m. CDT. Fee: \$499. For information & registration, please see: <https://www.internationaltrade.law/importandexportregulationsanddocumentation.html>.

- Apr. 20 **WORKING EFFECTIVELY WITH AMERICANS.** Webinar (in Japanese), sponsored by Japan Intercultural Consulting, will address: *Thinking about Culture; Case Studies: Communicating with Americans; Case Studies: Leadership Style and Verbal Direction; Specific Cultural Challenges; Blending American and Japanese Styles; Key Skills for Effective Communication.* 8:00 a.m. – 3:00 p.m. CDT. Fee: \$295. For information & registration, please see: <https://eventsframe.com/e/oLPe88ynC/working-effectively-with-americans/>.
- 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 U.S. 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.
- Apr. 22 **INTRODUCTION TO EXPORTING.** Webinar sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Kevin Kim**, International Trade Specialist, Illinois SBDC International Trade Center at the College of Lake County, who will give a comprehensive overview of export knowledge and requirements including best practices, resources and key elements to your export success. Topics include: *Export readiness; how to select target markets; market research and prioritization; finding good partners; methods of payment; insurance; managing your international shipments; and export compliance.* 10:00 – 11:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://exporting-sp21.eventbrite.com>.
- Apr. 22 **TRADE OUTLOOK UNDER THE BIDEN ADMINISTRATION.** Webinar sponsored by the Midwest Global Trade Association. Presentation by **David P. Sanders**, Cassidy Levy Kent (USA) LLP. 1:00 – 3:00 p.m. CDT. MGTA Members - \$75; Non-members - \$100. For information & registration, please see: <https://www.mgta.org/events/EventDetails.aspx?id=1483305&group=>.
- Apr. 28 **DOING BUSINESS IN COLOMBIA.** Webinar, sponsored by the U.S. Commercial Service, will discuss several high prospect sectors, associated opportunities, reasons to consider doing business in the country, and the U.S. Government resources available to support your company in the market. 12:00 p.m. CDT. Fee: \$35. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QG5>.
- May 11 **GLOBAL TRAVEL AND TOURISM TEAM CHECK-IN: POLAND.** Webinar sponsored by the U.S. Commercial Service. U.S. Embassy Warsaw Commercial Specialist for Travel and Tourism will provide the latest insights and information about the Polish market for international visitors. 12:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QET>.
- May 12 - **GTR EAST AFRICA 2021.** Virtual conference, sponsored by Global Trade Review, invites you to
13 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 12 **PERU: MULTI SECTOR OVERVIEW AND OPPORTUNITIES.** Webinar, sponsored by the U.S. Commercial Service, will discuss several high prospect sectors, associated opportunities, reasons to consider doing business in Peru, and the U.S. Government resources available to support your company in the market. 12:00 p.m. CDT. Fee: \$35. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QFY>.

- 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.
- May 19 **CULTURE & COFFEE: NAVIGATING THE UNITED KINGDOM.** Virtual training, sponsored by the Van Andel Global Trade Center at Grand Valley State University, will cover how-to's and best practices for doing business abroad as well as how to maneuver through cultural nuances business professionals often face while working with or traveling to the United Kingdom. 8:00 – 9:00 a.m. CDT. VAGTC Members - \$15; Non-members - \$25. For information & registration, please see: <https://www.gvsu.edu/vagtc/event-view.htm?eventId=9D43541A-CA18-6862-E4B09990B3DB29A0>.
- 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>.
- May 26 **DOING BUSINESS IN PARAGUAY.** Webinar, sponsored by the U.S. Commercial Service, will discuss business opportunities in various sectors, reasons to consider doing business in Paraguay, and the U.S. Government resources available to support your company in the market. 12:00 p.m. CDT. Fee: \$35. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QFZ>.
- 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/>.
- Mar. 29 **AUTOMOTIVE TARIFF.** Webinar, sponsored by the Global Training Center, will guide you through U.S. auto tariff eligibility and compliance requirements to ensure correct duties and eligibility for preferential duty programs such as USMCA. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/automotive-tariff/>.

- June 8 **GLOBAL TRAVEL AND TOURISM TEAM CHECK-IN: TAIWAN.** Webinar sponsored by the U.S. Commercial Service. The American Institute in Taiwan Commercial Specialist for Travel and Tourism will provide the latest insights and information about the Taiwanese market for international visitors. 7:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QER>.
- June 9 **DOING BUSINESS IN ECUADOR.** Webinar, sponsored by the U.S. Commercial Service, will discuss business opportunities in various sectors, reasons to consider doing business in Ecuador, and the U.S. Government resources available to support your company in the market. 12:00 p.m. CDT. Fee: \$35. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QGA>.
- 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 17 **DOING BUSINESS IN UKRAINE.** Webinar, sponsored by the U.S. Commercial Service, will discuss market opportunities in Ukraine, including market entry strategies and challenges. 10:00 a.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QEY>.
- 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.
- 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/>.
- June 23 **DOING BUSINESS IN SURINAME.** Webinar, sponsored by the U.S. Commercial Service, will discuss business opportunities in various sectors, reasons to consider doing business in Suriname, and the U.S. Government resources available to support your company in the market. 12:00 p.m. CDT. Fee: \$35. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QGB>.
- July 7 **DOING BUSINESS IN CHILE.** Webinar, sponsored by the U.S. Commercial Service, will discuss the Chilean market, its opportunities, reasons to consider doing business in the country, and the U.S. Government resources available to support your company in the market. 12:00 p.m. CDT. Fee: \$35. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QG4>.

- July 20 **DOING BUSINESS IN GUYANA.** Webinar, sponsored by the U.S. Commercial Service, will discuss business opportunities in various sectors, reasons to consider doing business in Guyana, and the U.S. Government resources available to support your company in the market. 12:00 p.m. CDT. Fee: \$35. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QGC>.
- Aug. 4 **DOING BUSINESS IN BOLIVIA.** Webinar, sponsored by the U.S. Commercial Service, will discuss business opportunities in various sectors, reasons to consider doing business in Bolivia, and the U.S. Government resources available to support your company in the market. 12:00 p.m. CDT. Fee: \$35. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QG7>.
- 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; or visit: 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.