



ILLINOIS INTERNATIONAL BUSINESS CALENDAR

May 3, 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

- May 4 ***SANCTIONS DEVELOPMENTS IN THE BIDEN ADMINISTRATION: 100 DAYS & COUNTING.*** Webinar sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Michael Coopersmith**, Associate Attorney, Barnes, Richardson & Colburn LLP, who will dive into the various sanctions and export control developments introduced during the first 100 days of the Biden administration, and will examine what changes have been made, the causes behind these changes, and the impact these changes will have on industry. 12:00 – 1:00 p.m. CDT. ITA/GC Members - \$25; Non-members - \$40. For information & registration, please see: <https://www.eventbrite.com/e/sanctions-developments-in-the-biden-administration-100-days-counting-tickets-147683470235>.
- May 13 ***TRADE TRENDS ROUNDTABLE.*** 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. Connect with peers, 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-roundtable-tickets-152770248927>.
- May 20 ***CHANGING EUROPEAN MARKETS – HOW BREXIT IMPACTS THE EU AND UK BUSINESS ENVIRONMENTS.*** Webinar sponsored by the **International Trade Association of Greater Chicago**. Panelists include: **Graeme Blair**, Tax Partner at UK firm Goodman Jones LLP; **David Fallor**, Senior Vice President, Associated Bank Capital Markets Group; **Kirk H. Samson**, Owner, Samson Atlantic LLC. They will discuss the latest issues that arise as a result of the monumental change to the European business and political landscape, and the options for companies facing new challenges to move their products into and around the European market. 11:30 a.m. – 1:00 p.m. CDT. ITA/GC Members - \$25; Non-members - \$40. For information & registration, please see: <https://www.eventbrite.com/e/changing-european-markets-how-brex-it-impacts-the-eu-uk-bus-environment-tickets-151872108565>.

May 27 **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, May 17.** ITA/GC & CCBFA Members - \$275; Non-members - \$350. For information & registration, please see: <https://www.eventbrite.com/e/incoterms-2020-rules-training-tickets-150824952493>.

Of Note:

Japan Approves World's Largest Trade Deal Including China, ASEAN: As reported by Kyodo News, Japan's parliament approved on April 28 the world's largest free trade deal, signed by 15 Asia-Pacific countries including China and the 10-member Association of Southeast Asian Nations, raising the possibility for the pact to enter into force later this year. The Regional Comprehensive Economic Partnership will create a free trade zone covering about 30 percent of the world's gross domestic product, trade and population. It will be Japan's first trade deal involving both China and South Korea – its largest and third biggest trade partners. The full text is here: <https://english.kyodonews.net/news/2021/04/aeb13c3d7eec-urgent-japan-approves-worlds-largest-trade-deal-including-china-asean.html>.

EXIM's Information Request on U.S. and Foreign Content in Transformational Exports: EXIM has opened a public comment period for interested stakeholders to provide feedback on the implementation of content policies as part of the Program on China and Transformational Exports. Through this process, EXIM looking to better understand whether, in an increasingly competitive landscape, the current implementation policies properly support U.S. exports and jobs in the ten transformational export areas. Comments are due by May 14. The Federal Register notice and comment form is here: https://www.regulations.gov/document/EIB_FRDOC_0001-0594.

Biden Administration to Utilize Export-Import Bank as Key Element in New International Climate Finance Plan: As reported by Arent Fox, President Joe Biden's International Climate Finance Plan reflects the Administration's desire to double, by 2024, U.S. annual public climate finance to developing countries using as a baseline the average level during the second half of the Obama Administration. The purpose is to help developing nations reduce and/or avoid greenhouse gas emissions and to “build resilience and adapt to the impacts of climate change.” For details and analysis, please see: https://www.arentfox.com/perspectives/alerts/biden-administration-utilize-export-import-bank-key-element-new-international?utm_source=Arent+Fox+List&utm_campaign=9f873dad3d-Alert+-+Biden+Administration+to+Utilize&utm_medium=email&utm_term=0_3a013c8d3d-9f873dad3d-424383318&mc_cid=9f873dad3d&mc_eid=abe641e3a8.

US Export Finance Sector Braces for Biden Energy Shake-up: With the Biden administration talking up a ban on foreign fossil fuel financing, long-time oil and gas supporter U.S. Exim Bank could be forced to halt its backing of LNG and oil sector transactions, writes Felix Thompson in *Global Trade Review*, where he examines what the new president's climate policies may mean for the bank's future, and that of the wider export sector. The article is here: <https://www.gtreview.com/magazine/volume-19-issue-2/us-export-finance-sector-braces-biden-energy-shake/>.

'Sky's the Limit' for already Lofty Container-Ship Charter Rates: Liners are desperate for more ships to handle booming cargo demand, writes Greg Miller in *American Shipper*. Companies known as tonnage providers or nonoperating owners (NOOs) – which own ships and lease them to liners – are now achieving rates and charter durations that haven't been seen since the mid-2000s. The “sky's the limit for charter rates,” said Alphaliner in its new weekly outlook. “There is no end in sight to the current strong market, with the squeeze of [vessel] supply showing no sign of easing in the medium term, while demand remains robust across all ship sizes. New significant milestones have been achieved on the rate front.” Alphaliner reported that ZIM (NYSE: ZIM) chartered the 9,034-twenty-foot equivalent unit (TEU) Seamax Niantic for five years at a rate that is believed (but not confirmed) to be around \$50,000 per day. For the complete article, please see: <https://www.freightwaves.com/news/skys-the-limit-for-already-lofty-container-ship-charter-rates>.

National Intelligence Council Releases *Global Trends 2040 – A More Contested World*: Published every four years since 1997, *Global Trends* assesses the key trends and uncertainties that will shape the strategic environment for the United States during the next two decades. *Global Trends* foresees a more contested world, where communities are increasingly fractured as people seek security with like-minded groups based on established and newly prominent identities; states of all types and in all regions are struggling to meet the needs and expectations of more connected, more urban, and more empowered populations; and the international system is more competitive – shaped in part by challenges from a rising China – and at greater risk of conflict as states and nonstate actors exploit new sources of power and erode longstanding norms and institutions that have provided some stability in past decades. For the complete report, please see: https://www.dni.gov/files/ODNI/documents/assessments/GlobalTrends_2040.pdf.

Ambassador Katherine Tai Releases 2021 National Trade Estimate Report: On March 31 United States Trade Representative Katherine Tai released the *2021 National Trade Estimate Report* (NTE), providing a detailed inventory of significant foreign barriers to U.S. exports of goods and services, investment, and electronic commerce. Published annually since 1985, the NTE Report is a comprehensive review of significant foreign trade barriers affecting U.S. exports of goods and services. The report examines 65 trading partners and country groups, including the U.S.' largest trading partners, all 20 U.S. FTA partners, and other economies and country groupings of interest such as the Arab League, the United Kingdom (included as a separate entity for the first time in this report), and the European Union. Together, these economies account for 99 percent of U.S. goods trade and 87 percent of U.S. services trade. The NTE Report covers significant trade barriers in 11 areas, including (1) import policies such as tariffs, import licensing and customs barriers; (2) technical barriers to trade; (3) sanitary and phytosanitary measures; (4) subsidies; (5) government procurement; (6) intellectual property protection; (7) services barriers; (8) barriers to digital trade and electronic commerce; (9) investment barriers; (10) competition; and (11) other barriers. The NTE Report is here: <https://ustr.gov/sites/default/files/files/reports/2021/2021NTE.pdf>.

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- May 3 - ***CERTIFIED GLOBAL BUSINESS PROFESSIONAL (CGBP) CERTIFICATION WORKSHOP***. Virtual course, sponsored by Governors State University, is designed to help students prepare for the CGBP exam while providing practical real-world information on all aspects of international business. The NASBITE Certified Global Business Professional designation (CGBP) is a nationally recognized professional credential that demonstrates an individual's competency in international business. Fee: \$500 (Free to the first 5 registrants!). For information & registration, please see: <https://www.enrole.com/govst/jsp/session.jsp?sessionId=PU21CGBPO&courseId=CGBP&categoryId=10013>.
- June 4
- May 3 ***HOW TO FINANCE AND INCREASE EXPORT SALES & LIMIT RISKS***. Webinar, sponsored by the U.S. Commercial Service, EXIM Bank and SBA, will describe various government programs designed to help your company finance its export transactions and give it the capital to carry out its export operations. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QH3>.
- May 3 ***FOREIGN MILITARY SALES: LEFT OF LETTER OF REQUEST (PART I)***. First of a two-part webinar series, sponsored by the U.S. Commercial Service, will describe how U.S. companies can better position themselves to pursue both Foreign Military Sales and Direct Commercial Sales opportunities. 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=1QGE>.
- May 3 ***MEXICO NATURAL CARE PRODUCTS COFFEE CHAT***. Webinar, sponsored by the U.S. Commercial Service, will discuss Mexico's natural care products market landscape, as well as regulatory and labeling information to know to sell your products into Mexico. 12:00 – 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=1QHB>.
- May 3 ***DUTIES AND TAXES: THE FULL LANDED COST***. Webinar, sponsored by the World Trade Research Institute, will help you know what prices you can charge in different markets and help you target certain markets where you can be more price competitive. 1:00 – 2:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehvhmqgf6fb68bc4&oseq=&c=&ch=>.
- May 4 - ***THE FT GLOBAL BOARDROOM***. Virtual meetings organized by the *Financial Times*. FT journalists will engage in a series of live online conversations with leading policy-makers, CEOs and investors – across three days and multiple time zones from Asia through to Europe, Africa, the Middle East and the Americas – to debate and design the most effective post-pandemic strategies. Speakers include: **Sebastián Piñera**, President, Chile; **Erna Solberg**, Prime Minister, Norway; **David Malpass**, President, World Bank Group; **Svenja Schulze**, Federal Minister for the Environment, Nature Conservation and Nuclear Safety, Federal Republic of Germany; **Margrethe Vestager**, Executive Vice President for a Europe Fit for the Digital Age, European Commission; **Pierre Gramegna**, Minister of Finance, Luxembourg; **João Doria**, Governor, State of São Paulo. No fee; advance registration required. For information & registration, please see: <https://www.usccc.org/2021-events/#comp-kmq31yen>.
- 6

- May 4 ***INCREASE MARKET SHARE THROUGH WEBSITE LOCALIZATION.*** Webinar, sponsored by the U.S. Commercial Service, will focus on localization as a process, identifying global opportunities to grow your market share, finding a language service company partner, managing multilingual content, and creating a multilingual sales pipeline. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QHZ>.
- May 4 ***DOING BUSINESS WITH ITALIAN PORTS – THE PORTS OF GENOA.*** Webinar, sponsored by the U.S. Commercial Service Italy, will cover the current status of the ports market, key target sectors, upcoming tenders, and developing trends. Upcoming tenders in 2021 include three major infrastructure projects: The New Port Breakwater, Dredging in the Port of Genoa, Sestri Ponente Shipyard Expansion. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QKR>.
- May 4 ***ATA CARNET: HOW IT CAN SAVE YOU MONEY & TIME AND HELP YOU EXPAND GLOBALLY.*** Webinar sponsored by the Illinois SBDC International Trade Center at College of DuPage Business Development Center. Presentation by **Kiel Ursin**, Carnet Specialist, Boomerang Carnets, who will discuss: ATA Carnet Overview; Benefits of an ATA Carnet; Usage of ATA Carnet. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/34229>.
- May 4 ***AEROSPACE AND DEFENSE OPPORTUNITIES IN BRAZIL.*** Webinar sponsored by the New Hampshire Aerospace and Defense Export Consortium (NHADEC) in collaboration with the U.S. Commercial Service and Robinson+Cole Law Firm. Speakers include: **Joel Reynoso**, Commercial Officer, U.S. Consulate Sao Paulo; **Paula Antunes de Lima**, Procurement Intelligence, Embraer Global Sourcing; **Jeff White**, Partner and Manufacturing Law/Aerospace Supply Chain Chair, Robinson+Cole Law Firm. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?oidk=a07ehmqembg8baaa8c9&llr=6onmremab&showPage=true>.
- May 4 ***NEW TRANSATLANTIC PERSPECTIVES ON GLOBAL CHALLENGES.*** Webinar sponsored by The Chicago Council on Global Affairs. Presentations by: **Cathryn Clüver Ashbrook**, Executive Director, Future of Diplomacy Project, Harvard Kennedy School and Executive Director, Project on Europe and the Transatlantic Relationship; **Daniel S. Hamilton**, Director, Global Europe Program, the Wilson Center; **Fernando Neves**, Former Secretary General, Portuguese Ministry of Foreign Affairs. 10:00 – 10:45 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.thechicagocouncil.org/events/new-transatlantic-perspectives-global-challenges>.
- May 4 ***ARCHITECTURE & ENGINEERING IN COLOMBIA, PANAMA, AND PERU.*** Second in a series of five webinars, sponsored by the U.S. Commercial Service, features government and industry leaders speaking on architecture, design, and engineering services in Colombia, Panama, & Peru. 11:00 a.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QKB>.
- May 4 ***CHINA TRANSFORMED – JD.*** One in a series of webinars, sponsored by US China Series, focuses on one of the twenty companies they believe will continue to radically alter China and beyond. Presentation by **Jeff Townsen**, Investor, Podcaster and Founder, Asia Tech Strategy. 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://zoom.us/webinar/register/WN_mKq9CXcXRquRCfzTZXe12Q.

- May 4 ***SANCTIONS DEVELOPMENTS IN THE BIDEN ADMINISTRATION: 100 DAYS & COUNTING.*** Webinar sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Michael Coopersmith**, Associate Attorney, Barnes, Richardson & Colburn LLP, who will dive into the various sanctions and export control developments introduced during the first 100 days of the Biden administration, and will examine what changes have been made, the causes behind these changes, and the impact these changes will have on industry. 12:00 – 1:00 p.m. CDT. ITA/GC Members - \$25; Non-members - \$40. For information & registration, please see: <https://www.eventbrite.com/e/sanctions-developments-in-the-biden-administration-100-days-counting-tickets-147683470235>.
- May 4 ***KEY EXPORT CONTROLS.*** Webinar, sponsored by the U.S. Commercial Service, will explain the difference between commodity jurisdiction and classification and how to spot potential violations (red flags!). 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=1QGK>.
- May 4 ***PERSPECTIVES ON TRADE: A CONVERSATION WITH H.E. KARIN OLOFSDOTTER, AMBASSADOR OF SWEDEN TO THE UNITED STATES.*** Webinar sponsored by the World Trade Center Washington, DC and the Washington Intergovernmental Professional Group. Presentation by H.E. **Karin Olofsdotter**, Ambassador of Sweden, who will share her insights on transatlantic relations, the trade and investment relationship between the U.S. and Sweden as well as the industry transition to more climate friendly technologies. 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://zoom.us/webinar/register/WN_idxM5iV_Qc6YBMz2eWCOOg.
- May 4 ***MAKING THE MOST OF VIRTUAL TRADE SHOWS: PRACTICAL TIPS FOR U.S. COMPANIES.*** Webinar, sponsored by the U.S. Commercial Service, will explore virtual trade show strategies and best practices to enhance US companies' experiences at these programs. 2:00 – 3:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QHF>.
- May 4 ***CRASH COURSE ON DOING BUSINESS AND INVESTING IN CHINA'S GREATER BAY AREA (GBA) IN 2021.*** Second in a 2-part webinar series (April 28), sponsored by Dezan Shira & Associates, will introduce the tax incentives and government subsidy policies in the GBA, as well as share his insights on the future development trends in this area. 4:00- 5:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://register.gotowebinar.com/register/2584752139960297740?source=flother&_cldee=cnBhdWxsaW5AaXRhZ2Mub3Jn&recipientid=lead-e5937e5c404ae911a993000d3aa306f0-6b696c52b5514e449f7845ef221e3952&esid=f9694d98-0999-eb11-b1ac-002248569b23.
- May 4 ***VIETNAM: EMERGING MARKET AND MANUFACTURING POWERHOUSE.*** Virtual workshop sponsored by the Midwest International Trade Association. Speakers include: **Pete Ricketts**, Governor, State of Nebraska; **Hien Tue Tran**, Governor, Binh Phuoc Province; H.E **Ha Kim Ngoc**, Ambassador of Vietnam to the U.S.; **Bill Dao**, North America Representative, Becamex IDC (Vietnam); **Milton Hagler**, General Director, Fluid Power & Controls, Co., Ltd. (Vietnam). 8:00 – 9:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <http://mitaonline.org/events/vietnam-emerging-market-and-manufacturing-powerhouse/>.
- May 5 ***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 & Restrictions; Trade Promotions & Initiatives; Information Resources.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/export-to-mexico-webinar-2/>.

- May 5 **TRADE FINANCE FUNDS 2021.** Webinar, sponsored by Global Trade Review, will delve into how trade finance funds, with various areas of focus and adhering to various models, have become increasingly central, as well as considering investor appeal and the role of technology in creating an accessible marketplace. Speakers include: **David Frye**, Chief Executive Officer, Levantor; **Dave Skirzenski**, Chief Executive Officer, Raistone Capital; **Ulla Fetzer**, Client Portfolio Manager, NN Investment Partners; **Aidan Applegarth**, Managing Director, Bankingwise; **Martin Opfermann**, CFA, Senior Portfolio Manager, Allianz; **Dale Galvin**, Founder & CEO, Deliberate Capital; **Daouii Abouchere**, Head of ESG & Sustainable Finance, Channel Capital Advisors; **Mead Welles**, President & CEO, Octagon Asset Management. 9:00 – 10:40 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.gtreview.com/events/webinar/gtr-webinar-trade-finance-funds-2021/>.
- May 5 **WITA CHINA ROUNDTABLE: A NEW U.S. STRATEGY FOR AN AGE OF COMPETITIVE INTERDEPENDENCE.** Webinar sponsored by the Washington International Trade Association. **Ryan Hass**, Senior Advisor, McLarty Associates, Scowcroft Group will discuss his new book, *Stronger: Adapting America's China strategy in an age of competitive interdependence*, with: **Amy Celico**, Principal, Albright Stonebridge Group; **Wendy Cutler**, Vice President and Managing Director, Asia Society Policy Institute; **John Pomfret**, Contributor, *The Washington Post*, Author of *The Beautiful Country and the Middle Kingdom*. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.wita.org/events/china-book-talk-ryan-hass/>.
- May 5 **INTERNATIONAL SALES CHANNELS – “GO TO MARKET” STRATEGIES FOR U.S. EXPORTERS.** Webinar, sponsored by the U.S. Commercial Service, will review the different sales channels for selling your company's U.S. products or services in global markets, including the pros and cons of direct and indirect exports, and describe a few “Best Practices” of marketing your products in overseas markets. 10:00 – 10:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QHW>.
- May 5 **EUROPEAN UNION NATURAL CARE PRODUCTS COFFEE CHAT.** Webinar, sponsored by the U.S. Commercial Service, will discuss the EU's natural care, consumer foods and supplements market, as well as eCommerce best practices, plus regulatory and labeling information that you need to know to sell your products into the EU. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QHC>.
- May 5 **THE BIDEN ADMINISTRATION'S FIRST 100 DAYS.** Webinar, sponsored by the British-American Business Council London, features a panel who will examine upcoming tax policies, climate change action, infrastructure reform, and economic stimulus plans. Panelists include: **Kate Barton**, Global Vice Chair, Tax, EY; **Robert Hoopes**, President, VOX Global; **Randall S. Kroszner**, Deputy Dean for Executive Programs and Norman R. Bobins Professor of Economics, The University of Chicago Booth School of Business; **Brian Swett**, Principal & Director of Cities and Sustainable Real Estate, Arup. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.babinc.org/the-biden-administrations-first-100-days/>.
- May 5 **WHAT TO EXPECT WHEN YOU'RE EXPECTING (TO GO INTERNATIONAL).** Webinar sponsored by Women Entrepreneurs Grow Global. Presentations by **Kat Sun**, Head of Operations, Passport Shipping, and **Kaitlin Mogentale**, Founder, Pulp Pantry, who will discuss: the different factors to consider when thinking about international expansion (for physical goods specifically); the supply chain behind shipping internationally from the U.S. (B2B+B2C); duties and taxes; potential pain points when expanding internationally and how to mitigate them proactively. 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://register.gotowebinar.com/register/1265267817363872525?mc_cid=7e970c0985&mc_eid=6499c7d108.

- May 5 ***FOREIGN MILITARY SALES: RIGHT OF LETTER OF REQUEST (PART II)***. Second of a two-part webinar series, sponsored by the U.S. Commercial Service, will describe how U.S. companies can better position themselves to pursue both Foreign Military Sales and Direct Commercial Sales opportunities. 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=1QGF>.
- May 5 ***USMCA – FIRST YEAR IN REVIEW***. Webinar, sponsored by the U.S. Commercial Service, will address: Overview of USMCA; USMCA vs CUSMA vs T-MEC; Major changes; What has not changed; Origin certification. 1:30 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QH4>.
- May 6 ***EXPORT TO CANADA***. Webinar, sponsored by the Global Training Center, will cover: *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; CBSA Enforcement; Other Programs*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/export-to-canada/>.
- May 6 ***RAISE MARKET INTELLIGENCE TO GROW YOUR EXPORTS***. Webinar, sponsored by the U.S. Commercial Service, will describe the services offered through the U.S. Department of Commerce’s U.S. Commercial Service to help you increase exports for rural companies (RAISE: Rural America’s Intelligence Service for Exporters). 9:00 – 10:00 a.m. CDT. NO fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QH5>.
- May 6 ***COSMETICS AND PERSONAL CARE OPPORTUNITIES IN ETHIOPIA***. Webinar, sponsored by the U.S. Commercial Service, will discuss commercial opportunities in the cosmetics and personal care business in Ethiopia. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QKH>.
- May 6 ***EXPORT DOCUMENTATION COFFEE CHAT***. Webinar, sponsored by the U.S. Commercial Service, will be an informal discussion on export documentation, including export documentation basics and requirements plus its potential pitfalls. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QGM>.
- May 6 ***E-COMMERCE IN THE U.S., U.K. AND EU – WHAT DO B2C COMPANIES NEED TO KNOW NOW?*** Webinar sponsored by Baker Tilly. Specialists in the fields of VAT and e-commerce will provide insight to help you understand the rules for selling goods to consumers in each country. Learning objectives include: Understand the current status of the sales tax obligations when selling goods to consumers in the U.S.; Define the new e-commerce rules in the U.K. as of January 1, 2021; Discuss the current e-commerce rules in the EU and the new e-commerce rules in the EU as of July 1, 2021. 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.bakertilly.com/events/e-commerce-in-the-us-uk-and-eu-what-do-b2c-companies>.
- May 6 ***ICT ROUNDTABLE WITH UNITED NATIONS***. Webinar, sponsored by the U.S. Commercial Service, will focus on the United Nations procurement and process, opportunities and technical requirements, and how to register as a UN vendor. 12:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QKE>.

- May 6 **EXPORT SERVICES FOR ILLINOIS BUSINESSES.** World Trade Month Series webinar sponsored by the Illinois Office of Trade & Investment and the International Trade Club of Chicago. Speakers include: **Margo Markopoulos**, Director, Illinois Office of Trade & Investment; **Monica Toporkiewicz**, Senior International Trade Specialist, U.S. Commercial Service Chicago; **Brian Butler**, Director, Illinois SBDC International Trade Center at the Joseph Business School. 12:00 – 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://bit.ly/3dcAmF4>.
- May 6 **GLOBAL INTELLECTUAL PROPERTY (IP) PROTECTION COFFEE CHAT.** Webinar, sponsored by the U.S. Commercial Service, will cover the process for obtaining patent protection for your inventions and trademark protection for your brands in the United States and abroad. 1:00 – 1:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QGN>.
- May 6 **ADVANCED CLASSIFICATION, PART 1.** First of two webinars (May 27), sponsored by Sandler, Travis & Rosenberg, P.A., will discuss: *Guidelines for tariff interpretation; Relative specificity of eo nomine vs. use provisions; Essential character vs. principal function; Principal use and the Carborundum factors; China 301 exclusions and exemptions.* 1:00 – 3:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/advanced-classification-part-1>.
- May 6 **OFFLINE TO ONLINE – GROW YOUR GLOBAL ECOMMERCE SALES SMART!** Webinar sponsored by the Illinois SBDC International Trade Center at College of DuPage Business Development Center. Presentation by **Tawnee Steinke**, Head of Global Partnerships, Zonos, who will discuss: *Global eCommerce overview; Challenges for sellers and buyers; Pricing structure, calculation, and key considerations (Duty, VAT, etc.); Tools to use & best practices.* 2:00 – 3:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/34366>.
- May 6 **MEXICO'S MID-TERM ELECTIONS: WHAT'S AT STAKE AND WHAT TO EXPECT.** Webinar sponsored by the Mexico Institute of the Woodrow Wilson International Center Scholars and the Adrienne Arsht Latin America Center of the Atlantic Council. A panel of experts will discuss Mexico's upcoming mid-term elections and will provide insights into what's at stake and what we can expect on election day. 2:00 – 3:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.wilsoncenter.org/event/mexicos-mid-term-elections-whats-stake-and-what-expect>.
- May 6 **UNDERSTANDING SECTION 301 TARIFFS AND FUTURE TRADE WITH CHINA.** Webinar sponsored by the Illinois SBDC International Trade Center at the Turner Center for Entrepreneurship, Bradley University. Presentation by **Leslie Alan Glick**, Attorney and co-chair of the International Trade and Customs Specialty Team, Butzel Long, Washington D.C., who will discuss not only the issue of Section 301 and 232 tariffs, but what changes we can expect in the new administration. 3:00 – 4:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.bradley.edu/calendar/index.dot?id=7998d1d2-27c9-4973-afe5-1595ceeb3845>.
- May 10 **IMPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *Verifying what your customs broker should be doing for you; Six different ways to value your goods (valuation tied to duties); Country of Origin & markings; Overview of Harmonized Tariff Schedules of the U.S.; Duty Determination; Customs Entry Process; Record keeping requirements; Timely ISF Reporting (Import Security Filing).* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-webinar-6/>.

- May 10 **GUYANA AGRICULTURE SECTOR OPPORTUNITIES.** Webinar, sponsored by the U.S. Commercial Service, will describe key opportunities for U.S. exporters and investors in: Farming equipment; Technology; Agriculture support services; Corn and soya bean; Aquaculture; etc. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QL1>.
- May 11 **CHINA TRANSFORMED – ALIBABA.** One in a series of webinars, sponsored by US China Series, focuses on one of the twenty companies they believe will continue to radically alter China and beyond. Presentation by **Megan Meng**, 86Insider.com. 8:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://zoom.us/webinar/register/WN_VC_xAxIWSRCIpn3i_ulEXA.
- May 11 **IMPORTING 201.** Webinar, sponsored by the Global Training Center, will cover: *Legal requirement for import compliance & reporting; What is Reasonable Care; Common Importer Errors; Types of CBP audits and enforcement; Responding to CBP Audit inquiries and the different audit types; Preparing your company for regulatory enforcement; Import Policy and Procedure manual; What triggers an audit?* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-201-webinar-6/>.
- May 11 **OPPORTUNITIES IN CHINA’S SENIOR CARE SECTOR.** Webinar, sponsored by the Illinois Office of Trade & Investment, will provide an overview of China's Senior Care market in advance of the China AID trade show scheduled for June 2021. The Chinese government is encouraging foreign participation and investment in China’s senior care sector, which offers opportunities for Illinois businesses with products and technologies in rehabilitation, senior care, nursing care, assistive devices, age-friendly housing and healthcare management, as well as education and training for senior care services. **Speakers include: Margo Markopoulos**, Director, Illinois Office of Trade and Investment; **Melissa Hill**, U.S. Commercial Service Shanghai; **Michael Qu**, Partner of Law Viewer (Chinese promotion policy for senior care industry); **Keven Zhou**, Assistant General Manager, Shanghai Intex Exhibition (China AID trade show & virtual matchmaking service); **Linda Pang**, Secretary General, Liaoning Friendship Association; and **Wang Yong**, CEO, Watermark Senior Living China Ltd. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://bit.ly/3IH8hZg>.
- May 11 **THE FUTURE OF EMPLOYMENT LAW IN CANADA – CURRENT TRENDS AND PREDICTIONS.** Webinar, sponsored by Mondaq and CCPartners, will review and explore current trends and predictions for the future in Canadian employment law, including: Employment law implications of the shift toward the gig economy; Rights and obligations of employers managing a remote workforce; Balancing flexibility and certainty in contracts and policies to be able to adjust to major world events and legislative changes; and Policies and considerations in a post-Pandemic world. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.mondaq.com/webinars/webinar/194/Future-Series-The-Future-of-Employment-Law-in-Canada--Current-Trends-and-Predictions>.
- May 11 **ARCHITECTURE & ENGINEERING IN CAFTA-DR.** Third in a series of five webinars, sponsored by the U.S. Commercial Service, features government and industry leaders speaking on architecture, design, and engineering services in CAFTA-DR (Costa Rica, Dominican Republic, El Salvador, Guatemala, and Honduras). 11:00 a.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QK8>.
- May 11 **THE LOGISTICS OF DOING BUSINESS IN CANADA: USING CUSTOMS BROKERS AND THE NON-RESIDENT IMPORTER PROGRAM.** First webinar in a series, sponsored by the U.S. Commercial Service, will describe Canada’s Non-Resident Importer Program and how U.S. exporters can take advantage of this to expand sales into Canadian markets. 12:00 – 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=1QJ2>.

- 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 11 ***LIFE AFTER BREXIT: IMPLICATIONS FOR BUSINESS, TRADE, AND THE FUTURE OF THE UK AND EU ECONOMIES.*** Webinar sponsored by the Madison International Trade Association. Speakers include: **Simon Hart**, Lead International Partner, RSM UK; **Jim Poulton**, Finance Director Europe, Trek Bicycles; **Tom Thornton**, BREXIT Spokesperson, Irish International Freight Association. 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/life-after-brexit-implications-for-business-trade-and-the-future-of-the-uk-and-eu-economies/.
- May 11 ***CUSTOMS RECORDKEEPING 101: WHAT YOU NEED TO KNOW.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will explain the burdens and requirements of recordkeeping under U.S. customs laws and how those required to keep records can best meet their obligations. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/customs-recordkeeping-101-what-you-need-to-know>.
- May 11 ***ADVANCED MANUFACTURING COFFEE WITH ASIA – AUSTRALIA AND NEW ZEALAND.*** Webinar, sponsored by the U.S. Commercial Service, will explore trends and opportunities on the horizon for U.S. Advanced Manufacturing exporters. 5:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QHT>.
- 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 ***TRADE AND GEOPOLITICS IN 2021 AND BEYOND: FROM FISH TO CHIPS.*** Webinar sponsored by the British-American Business Council London in association with AIG Global Trade. Speakers include: **Anthony Baldwin**, CEO, AIG UK; **Rem Korteweg**, Senior Research Fellow, Clingendael Institute; **David Henig**, Director, UK Trade Policy Project, European Centre for International Political Economy; **Marianne Schneider-Petsinger**, Senior Research Fellow, US and the Americas Programme, Chatham House; **Jeffrey J. Schott**, Senior Fellow, Peterson Institute for International Economics; **Kelly Ann Shaw**, Partner, International Trade and Investment, Hogan Lovells; **Duncan Edwards** (Moderator), CEO, British American Business. 8:00 – 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.babinc.org/trade-and-geopolitics-2021-aig/>.
- May 12 ***LETTERS OF CREDIT.*** Webinar, sponsored by the Global Training Center, will cover: *Irrevocable Letters of Credit; Confirmed Irrevocable Letters of Credit; Revocable Letters of Credit; Standby Letters of Credit; Transferable Letters of Credit; Revolving Letters of Credit; Avoiding documentary discrepancies.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/letters-of-credit-webinar-4/>.
- May 12 ***AN INTRODUCTION TO HARMONIZED TARIFF NUMBERS (HTS).*** Webinar, sponsored by BDG International, is for the beginner who wants to start at ground level building their knowledge about import tariffs and regulations. The HTSUS has been rapidly changing in the last three years so navigating the system has gone from something you may be able to figure out on your own, to almost impossible to find specific data if you were not directed to the information. 10:00 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.bdginternational.com/trade-seminars/>.

- May 12 ***THE SILVER LINING.*** (Virtual) World Trade Day 2021 sponsored by the Kansas City International Steering Committee and World Trade Day Kansas City. Panelists include: **John E. Simmons**, Regional Senior Commercial Officer for the Andes and Central America, U.S. Embassy Bogotá; Dr. **Carlos Ronderos**, Professor, Universidad Sergio Arboleda, Bogotá, Colombia; **Gwendoline Leuteria**, Managing Director, Gwen Inspires and MpowerMEN, Curaçao; **Iveth Jalinsky**, Founder & CEO, Green Resources Consulting; **Chris Vering**, President & CEO, Knit0Rite; **Neelima Parasker**, President & CEO, SnapIT Solutions. 10:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://drive.google.com/file/d/1qZkVbIMxfsduGMQkHJr5atMvIVD6UV8_L/view.
- May 12 ***CENTRAL ASIA: OPPORTUNITIES FOR AMERICAN COMPANIES IN IT AND SOFTWARE DEVELOPMENT.*** Webinar sponsored by the U.S.-Kyrgyzstan Business Council and the U.S.-Tajikistan Business Council. Panelists include: **Sayed Khodadad Mousavi**, ICT Expert, currently advising Ministry of Communication and Information Technology Advisor (Afghanistan); **Azizbek Bakiyev**, Director of International Relations, Investment and Export Office, Astana Hub (Kazakhstan); **Chubak Temirov**, Acting Director, High Technology Park (Kyrgyzstan); **Miraliev Usmonjon**, CEO, Alif Tech LLC (Tajikistan); **Mansur Mamadjanov**, International Operations Manager, IT Park (Uzbekistan); **J.P. Natkin** (Moderator), Managing Director, Macro-Advisory Ltd. 10:00 – 11:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://zoom.us/webinar/register/WN_qYfZtAG2RzOD9Rd95yuzTw.
- 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=IQFY>.
- May 12 ***MSAs AND SHIPPER CONTRACTS: STRENGTHEN YOUR POSITION & PROFITABILITY.*** Webinar, sponsored by the NCBFAA Educational Institute, will: Identify key contract provisions that require legal and risk management input; Provide insight on how to minimize risk, cost, and complexity; Create a template to apply to future MSAs to streamline their onboarding; Assist in understanding the necessity for insurance policy approvals or special quotes. Speakers include: **Rick Bridges**, Vice President - Client Development, Roanoke; **Grant Goldsmith**, Vice President - Business Development, Roanoke; **Nathaniel Saylor**, Partner, Scopelitis, Garvin, Light, Hanson & Feary, P.C. 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://infospot.roanokegroup.com/acton/fs/blocks/showLandingPage/a/5777/p/p-010a/t/page/fm/0?sid=TV2:SN0HMis9X#utm_term=Default&utm_campaign=Join%20us%20for%20our%20Webinar%20MSAs%20and%20Shipper%20Contracts%20%20%207C%20Strengthen%20your%20Position%20%2526%20Profitability.&utm_content=email&utm_source=Act-On+Software&utm_medium=email.
- May 12 ***C-TPAT TRADE COMPLIANCE – WHAT IT REALLY TAKES.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review: (1) the basics of the C-TPAT Trade Compliance program; (2) likely future changes and what’s staying the same; (3) CBP expectations for applicants; and (4) tangible best practices for participants as well as techniques for maintaining import compliance over the long term. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/c-tpat-trade-compliance-what-it-really-takes>.
- May 12 ***CHINA TRANSFORMED – DIDI.*** One in a series of webinars, sponsored by US China Series, focuses on one of the twenty companies they believe will continue to radically alter China and beyond. Presentation by **Tu Le**, Sino Auto Insights. 8:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://zoom.us/webinar/register/WN_MTbtvLWdTmGYsX62rp4p5A.

- May 13 **CHINA TRANSFORMED - PING AN.** One in a series of webinars, sponsored by US China Series, focuses on one of the twenty companies they believe will continue to radically alter China and beyond. Presentation by **Paul Schulte**, FinTech specialist, researcher and author. 7:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://zoom.us/webinar/register/WN_uK5b7m6mTv2K5hP9UTPNMQ.
- May 13 **THE FUTURE OF THE FOOD INDUSTRY: REGULATION, SUSTAINABILITY AND GROWTH.** Webinar sponsored by Global Midwest Alliance. Speakers include **Kenneth Petersen**, Senior Vice President, Quality Assurance, Food Safety and Regulatory Affairs, OSI Group LLC and **David Oppedahl**, Senior Business Economist, The Federal Reserve Bank of Chicago. “Growth and Global Opportunities” Panel speakers include: **Juan Aguiriano**, Group Head, Sustainability and Technology Ventures, Kerry; **Roger Lawrence**, McCormick & Company, Inc. (Retired); Dr. **Ruud Overbeek** (Moderator), Senior Vice-President, Corporate Development & Strategic Relationships, FoodChain ID. 8:30 – 11:45 a.m. CDT. Fee: \$75. For information & registration, please see: <https://register.gotowebinar.com/register/2524510996666160142?source=ConstantContact>.
- 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 13 **BIDEN ADMINISTRATION – FIRST 100 DAYS OF U.S. IMMIGRATION SYSTEM REFORM.** Webinar, sponsored by Mondaq and Laura Devine Immigration, will provide you with insight into the steps to take now for your people and your business. 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.mondaq.com/webinars/webinar/198/Biden-Administration--First-100-Days-of-US-Immigration-System-Reform>.
- May 13 **THE LOGISTICS OF DOING BUSINESS IN CANADA: PRODUCT LABELING & CERTIFICATION REQUIREMENTS.** Second webinar in a series, sponsored by the U.S. Commercial Service, will describe the requirements for products to be properly labeled and certified before shipping them for sale in Canada. 12:00 – 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=1QJ3>.
- May 13 **TRADE TRENDS ROUNDTABLE.** 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. Connect with peers, 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-roundtable-tickets-152770248927>.

- May 13 ***DIGITAL BUSINESS SOLUTIONS – INTRODUCTION TO WEBSITE GLOBALIZATION FOR MANUFACTURERS.*** First in a series of webinars (June 17, July 15, August 19), sponsored by the U.S. Commercial Service, will describe how effective globalized websites can drive international business to American manufacturing companies and the resources available to them through the U.S. Commercial Service. 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QKC>.
- May 13 ***TRADE IN TRANSITION [MONTHLY UPDATE].*** Webinar sponsored by Sandler, Travis & Rosenberg, P.A. Presentation by **J. Nicole Bivens Collinson**, President, International Trade & Government Affairs, Sandler, Travis & Rosenberg, P.A., who will review the latest trade policy developments and offer predictions on what may happen in the near future. 1:00 – 1:30 p.m. CDT. Fee: \$50. For information & registration, please see: [https://www.strtrade.com/training/events/upcoming-webinars/trade-in-transition-monthly-update-\(1\)](https://www.strtrade.com/training/events/upcoming-webinars/trade-in-transition-monthly-update-(1)).
- May 14 ***OPERATING IN U.S. FOREIGN TRADE ZONES.*** Webinar, sponsored by the World Trade Research Institute, will cover the basics including how FTZs work, and the benefits and rules for operating in an FTZ, thereby helping your company evaluate the opportunity. 11:00 a.m. – 12:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehvhp90s42599fbb&oseq=&c=&ch=>.
- May 17 ***COMING OUT OF LOCKDOWN: ASSESSING THE GLOBAL OUTLOOK.*** First in a series of five webinars (May 20, 21, 26, 27) on International Valuation sponsored by Duff & Phelps, A Kroll Business, and the International Valuation Standards Council (IVSC). Panelists include: **Ethiopia Tafara**, Vice President and Chief Risk Officer, World Bank Group MIGAL **Alistair Darling**, IVSC Chair and former UK Chancellor of the Exchequer; **Lim Hwee Hua**, IVSC Trustee and former Deputy Finance Minister of Singapore; **Srividya Gopal**, Managing Director and Southeast Asia Leader, Valuation Advisory Services, Duff & Phelps; **Jonathan Hausman**, Managing Director and Head of Global Strategic Relationships, Ontario Teachers' Pension Plan (OTPP). 7:00 – 8:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/4116171862815/WN_WTJmHtYSRvmw3t2tKGeD4Q.
- May 17 ***WEST AFRICA MARKET OPPORTUNITIES: PROGRAMS AND RESOURCES TO HELP BUSINESSES SUCCEED.*** Webinar, sponsored by the U.S. Commercial Service, is uniquely designed to inform Illinois-based Small to Medium-sized Enterprises (SMEs) on market conditions and opportunities in Senegal and Ivory Coast, as well as learn about the breadth of U.S. Government resources to help them succeed. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QL2>.
- May 17 ***GLOBAL E-COMMERCE.*** Webinar, sponsored by the World Trade Research Institute, will provide information you will need to complete international online sales and explain how to integrate that information in your sales fulfillment process. 2:00 – 3:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehvhy3of89ac9f0&oseq=&c=&ch=>.
- May 18 ***EXPORTING PROCEDURES.*** Webinar, sponsored by the Global Training Center, will cover: *Export Controls Questions; Incoterms®: how they can decrease costs and reduce exposure to risk for an exporter; Review of how to determine your Product's Schedule B or HTSUS Classification; Reporting your Export to the U.S. Government; Required Export Documents; Required record retention; Benefits of an Export Compliance Manual.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-5/>.
- May 18 ***ARCHITECTURE & ENGINEERING IN MEXICO.*** Fourth in a series of five webinars, sponsored by the U.S. Commercial Service, features government and industry leaders speaking on architecture, design, and engineering services in Mexico. 11:00 a.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QK6>.

- May 18 ***12 STEPS TO EXPORT SUCCESS: A ROADMAP FOR NEW TO EXPORT COMPANIES.*** Webinar, sponsored by the SBA and the North Dakota Trade Office, will discuss the 12 steps that can lead your company to export success, including who needs to be involved, when your company should begin exporting, which markets deserve your focus and how to put it all together and start exporting. Topics include: *Types of exporting; Common issues that arise with exporting; How to identify the best markets for your company; Export documentation; Resources to assist with the export process.* 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://ndto.com/events/12-steps-to-export-success-a-roadmap-for-new-to-export-companies/>.
- 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 18 ***EXPORT OPPORTUNITIES IN THE MIDDLE EAST.*** Webinar, sponsored by the World Trade Research Institute, will cover key tips to selling into the region, avoiding pitfalls and taking advantage of selling duty-free with FTAs. 2:00 – 3:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehvi2ccwacb23da3&oseq=&c=&ch=>.
- 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 19 ***INCOTERMS[®] 2020.*** Webinar, sponsored by the Global Training Center, will cover: *Trade Terms for Domestic and International Transactions; Incoterms[®] 2020 Product Transportation and Risk of Loss; Terms for Any Mode; Maritime Terms; Costing Methods; Case Studies; Mistakes Made: Court Cases Involving Incoterms[®] Rules.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-webinar-5/>.
- May 19 ***UK REACH: NEW REGULATIONS FOR CHEMICALS.*** Webinar, sponsored by the U.S. Commercial Service, will address the post-Brexit regulatory requirements in the UK's chemicals regulatory regime. 10:00 a.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QHx>.
- May 19 ***REIMAGINING ENERGY: A DISCUSSION ON THE FORCES SHAPING THE GLOBAL ENERGY TRANSITION.*** Webinar, sponsored by the Bilateral Chamber. Panelists include: Dr. **Kamel Ben Naceur**, 2022 President, Society of Petroleum Engineers; **Maurice Nessim**, Chair and President, Society of Exploration Geophysicists; **Nejib Zaafrani** (Moderator), Chairman & Managing Director, Shell – Abu Dhabi (retired). 11:00 a.m. – 12:00 p.m. CDT. Fee: \$10. For information & registration, please see: <https://web.event.com/event/99ae7b0d-c9e5-4455-a11a-3270eaa8f594/summary>.
- May 19 ***THE LOGISTICS OF DOING BUSINESS IN CANADA: SENDING TEMPORARY WORKERS TO CANADA.*** Third webinar in a series, sponsored by the U.S. Commercial Service, will assist U.S. companies in identifying the process for sending temporary workers to Canada to perform after-sales work, business development and other tasks. 12:00 – 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=1QJ4>.

- May 19 ***DOING BUSINESS IN THE WESTERN HEMISPHERE – BRAZIL***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will cover essential elements of Brazil’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-brazil>.
- May 20 ***VALUATION AND THE RISE OF ALTERNATIVE INVESTMENTS***. Second in a series of five webinars (May 17, 21,26, 27) on International Valuation sponsored by Duff & Phelps, A Kroll Business, and the International Valuation Standards Council (IVSC). Panelists include: David Larsen, IVSC Standards Review Board Member and Managing Director, Alternative Asset Advisory, Duff & Phelps; Karla Bullard, CFO and Managing Director, Madison Dearborn Partners; Yann Magnan, CEO, 73 Strings; Erica Herberg, CFO and Managing Director, ALPINVEST; Sean McKee, National Practice Leader, Public Investment Management, KPMG. 8:30 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/1316177030415/WN_sxWiSfLuRiOb_VN_uCbbQg.
- May 20 ***CLIMATE CHANGE AND INTERNATIONAL BUSINESS***. Webinar sponsored by the NEO International Business Network and the Organization for Economic Cooperation and Development (OECD). Speakers include: **Susan Stone**, Head of Division, Emerging Policy Issues, OECD; **Rob Dellink**, Senior Economist, Trade and Environment Unit, OECD; **Peter Lengyel**, President & CEO, Safran, USA; **Frederik Geirnaert**, Project Manager, Logistics Plus Inc., Antwerp. Topics include: *Global trade implications of climate change; Anticipated changes and responses to global logistics challenges; Practical steps taken by industry to prepare for changes in International distribution of products; Tips to prepare for impact of climate change on products, services and supply chains.* 9:00 – 11:00 a.m. CDT. Fee: \$35. For information & registration, please see: <https://register.gotowebinar.com/register/3467971138993435660>.
- May 20 ***CHANGING EUROPEAN MARKETS – HOW BREXIT IMPACTS THE EU AND UK BUSINESS ENVIRONMENTS***. Webinar sponsored by the **International Trade Association of Greater Chicago**. Panelists include: **Graeme Blair**, Tax Partner at UK firm Goodman Jones LLP; **David Fallor**, Senior Vice President, Associated Bank Capital Markets Group; **Kirk H. Samson**, Owner, Samson Atlantic LLC. They will discuss the latest issues that arise as a result of the monumental change to the European business and political landscape, and the options for companies facing new challenges to move their products into and around the European market. 11:30 a.m. – 1:00 p.m. CDT. ITA/GC Members - \$25; Non-members - \$40. For information & registration, please see: <https://www.eventbrite.com/e/changing-european-markets-how-brex-it-impacts-the-eu-uk-business-environment-tickets-151872108565>.
- May 20 ***DETENTION AND SEIZURE OF IMPORTED MERCHANDISE***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will explore the procedures applicable to CBP enforcement actions against imported merchandise, importer’s rights in fighting them, and how to avoid them. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/detention-and-seizure-of-imported-merchandise>.
- May 20 ***ESCALATING RISKS – ADDRESSING FORCED LABOR IN SUPPLY CHAINS***. Webinar sponsored by the Midwest Global Trade Association. Presentations by **Jessica Libby**, Managing Director, Trade & Customs Practice, KPMG and **Pierfilippo M. Natta (Pier)**, Associate, Trade & Customs Practice, KPMG. 1:00 – 2:30 p.m. CDT. MGTA Members - \$75; Non-members - \$100. For information & registration, please see: <https://www.mgta.org/events/EventDetails.aspx?id=1510391&group=>.
- May 20 ***CS-MARINE TECHNOLOGY TEAM COFFEE CHAT SERIES FEATURING TAIWAN***. Webinar, sponsored by the U.S. Commercial Service, will provide insights and explain strategies for market entry and expansion. 8:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QKK>.

- May 21 ***TREATMENT OF OPERATING LEASES UNDER IFRS AND U.S. GAAP.*** Third in a series of five webinars (May 17, 20, 26, 27) on International Valuation sponsored by Duff & Phelps, A Kroll Business, and the International Valuation Standards Council (IVSC). Panelists include: **Carla Nunes**, Managing Director, Office of Professional Practice, Duff & Phelps; **Steve Cooper**, Author of *The Footnote Analyst*; **CK Lau**, Asia Managing Director, Colliers International; **Brian O'Donovan**, Partner KPMG and IFRS Interpretations Committee Member; **Sandy Peters**, Senior Head of Global Financial Reporting Policy, CFA Institute. 9:00 – 10:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/9716171855910/WN_xQ-g0wZKS-aVQhO-E8ikYw.
- May 21 ***EU PRODUCT STANDARDS: HOW TO GET A CE MARK.*** Webinar, sponsored by the World Trade Research Institute, will explain the complicated process to obtain a CE Mark to sell your products in the European market. 12:00 – 1:30 p.m. CDT. Fee: \$110. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehvi3itk95c73e81&oseq=&c=&ch=>.
- May 22 ***FORCED LABOR ENFORCEMENT & WITHHOLD RELEASE ORDERS.*** Webinar sponsored by the Customs Brokers and Forwarders Association of Northern California. The CBP Center for Apparel, Footwear and Textile (AFT), will provide detailed guidance. Speakers include: **James Snider**, Assistant Director, CBP AFT; **David Cortez**, Supervisory Import Specialist, CBP AFT; **Elise Shibles**, Sandler, Travis & Rosenberg P.A. 3:30 – 5:00 p.m. CDT. CBFANC Members - \$25; Non-members - \$40. For information & registration, please see: <http://memberleap.com/Calendar/moreinfo.php?eventid=31471>.
- May 24 - 28 ***USA: A STUDY DESTINATION VIRTUAL CONNECTION PROGRAM – LATIN AMERICA.*** Sponsored by the U.S. Commercial Service, U.S. universities, colleges, secondary institutions, and study state consortia will be able schedule one-on-one meetings (40 minutes) with agents, counselors, university partners, and foreign government officials from across the Latin American region. Each participating school will be able to promote their institution and share a 360-degree virtual reality campus tour video (if available) at these meetings. After the fair, each U.S. participant will receive the contact details of all international partners that registered for the program. 7:00 a.m. – 5:00 p.m. CDT. Fee: \$300. For information & registration, please see: <https://live.eventtia.com/en/vcplatinamerica>.
- May 24 - 27 ***SOUTHEAST ASIA (VIETNAM, MALAYSIA, THAILAND) VIRTUAL MED-TECH FORUM 2021.*** Webinar, sponsored by the U.S. Commercial Service with support from the USA Healthcare Alliance, will feature government and industry experts discussing healthcare trends and priorities in some of Southeast Asia's fastest growing markets. Participants will also have an opportunity to network with potential partners, buyers, and end-users. Day 1: *ASEAN Regional Forum*; Day 2: *Vietnam Forum*; Day 3: *Malaysia Forum*; Day 4: *Thailand Forum*. Evenings; approximately two hours. Fee: \$180. For information & registration, please see: <https://live.eventtia.com/en/seahealthcareforum2021/Home/>.
- May 24 ***INTERNATIONAL LOGISTICS.*** Webinar, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-webinar-5/>.
- May 25 ***INTELLECTUAL PROPERTY AND EXPORTING IN THE U.A.E. AND THE ARABIAN GULF.*** Webinar, sponsored by the U.S.-U.A.E. Business Council and the U.S. Commercial Service, will provide insights about the intellectual property landscape in the U.A.E. and the Gulf. 8:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_FoDAi0u6SrKOvUrDXItAXw.

- May 25 **TARIFF CLASSIFICATION**. Webinar, sponsored by the Global Training Center, will cover: *Harmonized System Convention; Overview of Harmonized Tariff Schedule of U.S.; The Export Schedule B; Classification Process; Extrinsic Interpretive Aids; Duty Determination; General Notes; Mechanics of Classification; Classification Exercises*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-webinar-6/>.
- May 25 **ARCHITECTURE & ENGINEERING IN BRAZIL**. Last in a series of five webinars, sponsored by the U.S. Commercial Service, features government and industry leaders speaking on architecture, design, and engineering services in Brazil. 11:00 a.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QK5>.
- May 25 **ACCESS CHINA**. Webinar, sponsored by the World Trade Research Institute, will discuss the challenges and opportunities in China. 2:00 – 3:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehvig3es814f971a&oseq=&c=&ch=>.
- May 25 **NEGOTIATING A PACIFIC DIGITAL AGREEMENT**. Webinar, sponsored by the American Leadership Institute, will explore the next steps for the U.S. to negotiate a Digital Pacific Agreement. Panelists include: Congressman **Ami Bera**, Chair, Asia Pacific Subcommittee of the House Foreign Affairs Committee; **Ashok Mirpuri**, Ambassador of Singapore to the United States; **Rosemary Banks**, Ambassador of New Zealand to the United States; **Takeshi Komoto**, METI Minister, Embassy of Japan; **Wendy Cutler**, Vice President, Asia Society Policy Institute. 3:00 – 4:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_9Uqc4JoQRMGol2wGSCkcrA.
- May 25 **SPACE AND [CHINA'S] FOURTEENTH FIVE YEAR PLAN**. Webinar, sponsored by US China Series, will discuss elements of China's 14th Five-Year Plan and how they relate to the PRC's economic and technology goals, to the development of China's space industry, and to the competitive relationship with the United States. Presentations by **Ian Christensen**, Secure World Foundation, USA and **Rob Ronci**, Caelus Foundation, USA. 3:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://zoom.us/webinar/register/WN_QKfJiZEeSSidN1_IyKKrzw.
- May 26 - 27 **NADEC VIRTUAL ANNUAL EXPORT CONFERENCE**. Event, sponsored by the National Association of District Export Councils, will bring together distinguished speakers, business leaders, high ranking U.S. and foreign government officials, exporters, service providers, and trade promotion agencies to discuss the latest news and updates on Trade Policy, Export Market Opportunities, and the new Challenges surrounding the U.S. exporters. 4:15 p.m. CDT. Fee: \$75 (by **April 15**; \$99 thereafter). For information & registration, please see: <https://www.usaexporter.org/events/nadec-virtual-annual-export-conference-may-26-27-2021/>.
- May 26 **PUTTING VALUE AT THE CORE OF ESG**. Fourth in a series of five webinars (May 17, 20, 21, 27) on International Valuation sponsored by Duff & Phelps, A Kroll Business, and the International Valuation Standards Council (IVSC). Panelists include: **Anton Colella**, Global CEO, Moore International; **Alan Johnson**, President, International Federation of Accountants (IFAC); **Susann Ihlau**, Partner, Mazars; **Andrew Probert**, Global Transaction Structuring and Accounting Leader, Duff & Phelps; **Ranjit Singh**, former Deputy Chair, International Organisation of Securities Commissions (IOSCO). 6:00 – 7:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/6116171855465/WN_z3-aNocjR7613bff86HvWg.

- May 26 ***USMCA THE MODERNIZED NAFTA***. Webinar, sponsored by the Global Training Center, will cover: *USMCA Introduction; Definitions; A Closer Look at Origination; Finer Points of Origination; USMCA and Special Sectors; Origin Certification; USMCA in the Organization; Country of Origin for Marking Purposes; Article 2: USMCA's Effects on Temporary Entry, Duty Deferral and Duty Drawback*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/usmca-the-modernized-nafta-webinar-7/>.
- 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 26 ***THE LOGISTICS OF DOING BUSINESS IN CANADA: OVERVIEW OF TAXES FOR NON-RESIDENT***. Last in a series of four webinars, sponsored by the U.S. Commercial Service, will demonstrate how to identify applicable taxes and other “hidden” costs of doing business in Canada. 12:00 – 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=1QJ6>.
- May 26 ***OPPORTUNITIES FOR U.S. MEDTECH COMPANIES IN RUSSIA, TURKEY, UKRAINE AND KAZAKHSTAN***. Webinar sponsored by the U.S. Commercial Service. Hear directly from key local players in these four markets about why opportunities exist for innovative technologies in their healthcare systems, and learn about regulations and registration, certification requirements, reimbursement and payment models that are all critical factors for medical device companies considering foreign markets. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.trade.gov/opportunities-us-medtech-companies-russia-turkey-ukraine-and-kazakhstan>.
- May 26 ***ADVANCED MANUFACTURING COFFEE WITH ASIA – JAPAN, SOUTH KOREA AND TAIWAN***. Webinar, sponsored by the U.S. Commercial Service, will explore trends and opportunities on the horizon for U.S. Advanced Manufacturing exporters. 6:00 p.m. CDT. No fee; advanced registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QHV>.
- May 27 ***WHAT WILL LIBOR CESSATION MEAN FOR VALUATION?*** Last in a series of five webinars (May 17, 20, 21, 26) on International Valuation sponsored by Duff & Phelps, A Kroll Business, and the International Valuation Standards Council (IVSC). Panelists include: **Kumar Dasgupta**, IVSC Financial Instruments Technical Director; **Ben Ryan**, Global Valuation Leader, Bank of America; **Marcus Morton**, Managing Director, Valuation Advisory Services, Duff & Phelps; **Catherine Adams**, Senior Technical Specialist, Bank of England Prudential Regulation Authority; **Justin Keane**, Principle, PwC; **Thomas Lee**, Partner, KPMG. 6:00 – 7:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/8016171854259/WN_a7vDNIH7QEWNKI96JkQb1A.
- May 27 ***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, May 17.** ITA/GC & CCBFA Members - \$275; Non-members - \$350. For information & registration, please see: <https://www.eventbrite.com/e/incoterms-2020-rules-training-tickets-150824952493>.

- 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/>.
- May 27 **THE FUTURE OF IP IN CANADA – THE NORTHERN INNOVATION WAVE IN AMERICA.** Webinar, sponsored by Mondaq and Smart & Biggar, will analyze the outlook for in IP in Canada including emerging opportunities for innovators and brand owners. Main topics include: *High-tech IP – trends for computer-related inventions, AI, blockchain; Life Sciences IP – the long game for biopharma innovators in Canada; Trademarks and Brand Protection – protecting your rights in Canada, and internationally.* 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.mondaq.com/webinars/webinar/210/Future-Series-The-Future-of-IP-in-Canada-The-Northern-Innovation-Wave-in-America>.
- May 27 **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. 11:00 a.m. – 12:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehvi4nohaaa8d64d&oseq=&c=&ch=>.
- May 27 **ADVANCED CLASSIFICATION, PART 2.** Second of two webinars (May 6), sponsored by Sandler, Travis & Rosenberg, P.A., will discuss: *Secondary classifications under Chapters 98 and 99, and Researching and interpreting classification rulings.* 1:00 – 3:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/advanced-classification-part-2>.
- June 6 - **CUSTOMS BROKERAGE LICENSE EXAM PREPARATION WORKSHOP.** Virtual training in advance of the October 2021 License Exam sponsored by The World Academy and the Alston Group. This course will assist you in the development of test taking reference familiarization, time management, Customs Regulations reference and Harmonized Tariff Schedule determination that will result in positive results in the development of each participant’s test taking ability toward a passing grade. Class meets 8:30 – 11:00 a.m. every other Sunday, beginning June 6. Fee: \$1,595. For information & registration, please see: <https://www.theworldacademy.com/copy-of-2021-customs-broker-course>.
- Oct. 10
- June 8 - **HEALTHCARE OPPORTUNITIES IN BULGARIA, CROATIA, GREECE, AND ROMANIA.** Southeast Europe Virtual Roadtrip sponsored by the U.S. Commercial Service. The objective is to introduce U.S. healthcare and medical technologies firms and organizations to Southeastern Europe’s healthcare markets and local businesses. U.S. companies are offered a set of virtual meetings with potential partners in participating countries through the Regional International Partner Search (IPS) Plus Virtual Introductions. Companies can choose countries of interest and our goal is to arrange at least two meetings per country per company. Fees vary depending on size of company (\$900 – \$2,700). For information & registration, please contact: taylor.little@trade.gov.
- June 8 - **MINING SECTOR: OPPORTUNITIES IN AUSTRALIA AND LATIN AMERICA.** Webinar, sponsored by the Illinois Office of Trade & Investment, will address for Australia and Latin America: *Mining sector overview; Opportunities for Illinois exporters; Tips on doing business in these regions.* Speakers include: **Margo Markopoulos**, Director, Illinois Office of Trade and Investment; **Angela Foley**, Managing Director, Foley & Associates Pty Ltd.; **Alberto Orozco**, President, Mining Cluster, State of Sonora, Mexico. 4:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://bit.ly/3sNdz7t>.
- 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 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>.
- 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 14 - 18 ***USA: A STUDY DESTINATION VIRTUAL CONNECTION PROGRAM – EUROPE & EURASIA***. The U.S. Commercial Service invites you to virtually meet with international student recruiters, high school counselors/directors, international educational institutions, foreign corporations, educational specialists, and commercial diplomats in the Europe & Eurasia region. Participating countries: Austria, Belgium, Bulgaria, Czech Republic, France, Germany, Greece, Hungary, Kazakhstan, Portugal, Russia, Slovakia, Spain, Sweden and Ukraine. Each participating school will be able to promote their institution and share a 360-degree virtual reality campus tour video (if available) in these 40-minute meetings. 5:00 a.m. – 2:00 p.m. CDT. Fee: \$300. For information & registration, please see: <https://live.eventtia.com/en/europeandeurasia>.
- June 14 - 18 ***SMART MOBILITY [& INTELLIGENT TRANSPORTATION SYSTEMS] DRIVES EUROPE & EURASIA***. Virtual B2B Expo, sponsored by the U.S. Commercial Service, will help you create dynamic business relationships from your desktop, explore new markets, and identify potential export sales leads immediately. U.S. exporters will also virtually connect with U.S. Embassy Industry Experts to gain strategic intelligence and learn first-hand about real time market developments in-country. Pre-screened overseas government/procurement officials, distributors, buyers, importers, partners, and industry multipliers have been recruited by U.S. Embassy & Consulate specialists from 24 foreign markets: Austria, Belgium, Bulgaria, Czech Republic, Croatia, Denmark, Finland, France, Germany, Greece, Hungary, Italy, Kazakhstan, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Spain, Sweden, Turkey, Ukraine, and the United Kingdom. Fee: \$125. For information & registration, please see: <https://www.itamatch.com/event/smartmobilityb2b/>.
- June 15 - 17 ***CHINA CONFERENCE: HONG KONG 2021***. Virtual conference, sponsored by the *South China Morning Post*, brings together business leaders, government officials and researchers from Hong Kong, China and the international community to discuss and debate what the immediate future holds for Hong Kong, while considering Hong Kong's long-term position within the Greater China framework. Experts will deliberate how the city's key industries can explore new avenues of growth with the hindsight of a global pandemic, and how Hong Kong's workforce is set to evolve in the coming years. Thought-provoking theories on these issues and more will provide an unparalleled lens into how Hong Kong can overcome one of the toughest challenges in its history. Fee: \$0 - \$410. For information & registration, please see: <https://www.chinaconference.hk/?promo=SCMPEDM&tr=true>.
- June 15 ***IMPORTING PROCEDURES***. Webinar, sponsored by the Global Training Center, will cover: *Verifying what your customs broker should be doing for you; Six different ways to value your goods (valuation tied to duties); Country of Origin & markings; Overview of Harmonized Tariff Schedules of the U.S.; Duty Determination; Customs Entry Process; Record keeping requirements; Timely ISF Reporting (Import Security Filing)*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-webinar-7/>.

- June 15 **OPPORTUNITIES IN IRAQI KURDISTAN AGRICULTURAL SECTOR.** Direct Line webinar sponsored by the Bureau of Economic and Business Affairs, U.S. Department of State. U.S. Consul General **Rob Waller** and Kurdistan Regional Government's Agriculture Minister H.E. **Begard Talabani** and Planning Director General Dr. **Ghazi Faiq Haji** will discuss agricultural investment opportunities in cold chain infrastructure and supply chain, including refrigerated production, storage and distribution, as well as associated equipment and logistics. 8:30 a.m. CDT. No fee; advance registration required by **June 14**. For information & registration, please see: <https://www.state.gov/direct-line-for-american-business/opportunities-in-iraqi-kurdistan-agricultural-sector/>.
- June 16 - **OPEN-SOURCE INVESTIGATIONS FOR THE EXPORT CONTROL PROFESSIONAL.** Three-part
30 webinar series sponsored by WorldECR Forum. Part 1 (June 16): *Commercial Research Resources*; Part 2 (June 23): *Geospatial and Tracking Resources*; Part 3 (June 30): *Putting It All Together*. Instructor: **Donald Pearce**, Sentinel LLC, a retired Special Agent from the U.S. Commerce Department's Bureau of Industry and Security, and a subject matter expert in strategic trade control policy, transnational criminal investigations, and digital investigative techniques. 9:00 – 10:30 a.m. CDT. Fee: £750. For information & registration, please see: <https://www.worldecr.com/webinars/open-source-investigations-for-the-export-control-professional/>.
- June 16 - **GTR US 2021.** Virtual trade and supply chain financing conference sponsored by *Global Trade*
17 *Review*. This extensive virtual gathering will provide unique networking opportunities and the chance to reflect on trade during the first months of President Biden's administration, the contagion risks associated with high profile market insolvencies and commodity frauds, and the key trade and working capital strategies and digital innovations implemented by the region's trade finance and corporate sectors. Hear from industry leaders and trade experts on the latest developments, challenges and opportunities across the industry. No fee; advance registration required. For information & registration, please see: https://www.gtreview.com/events/virtual/gtr-us-2021/?utm_source=Exports+Publishing+%26+Events+Ltd&utm_campaign=ba210c111b-gtr+us+2021+virtual+std&utm_medium=email&utm_term=0_3e99358e7b-ba210c111b-29422761#tab_book.
- June 16 **IMPORTING 201.** Webinar, sponsored by the Global Training Center, will cover: *Legal requirement for import compliance & reporting; What is Reasonable Care; Common Importer Errors; Types of CBP audits and enforcement; Responding to CBP Audit inquiries and the different audit types; Preparing your company for regulatory enforcement; Import Policy and Procedure manual; What triggers an audit?* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-201-webinar-7//>
- June 17 **LETTERS OF CREDIT.** Webinar, sponsored by the Global Training Center, will cover: *Irrevocable Letters of Credit; Confirmed Irrevocable Letters of Credit; Revocable Letters of Credit; Standby Letters of Credit; Transferable Letters of Credit; Revolving Letters of Credit; Avoiding documentary discrepancies.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/letters-of-credit-webinar-5/>.
- 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 17 **DIGITAL BUSINESS SOLUTIONS – SOCIAL MEDIA TOOLS TO MARKET YOUR MANUFACTURING BUSINESS OVERSEAS.** Second in a series of webinars (May 13, July 15, August 19), sponsored by the U.S. Commercial, will describe how manufacturers can drive export sales via international social media campaigns by presenting meaningful and acceptable content. 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QKL>.

- June 20 ***DOING BUSINESS IN CANADA: HAVING YOUR NATURAL HEALTH CARE PRODUCTS APPROVED BY HEALTH CANADA.*** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of Canada's natural health products industry and describe the process to have your natural health products licensed by Health Canada. 1:00 – 3:00 p.m. CDT. Fee: \$35. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QJ8>.
- June 21 - July 2 ***VIRTUAL MEXICO TRADE MISSION 2021.*** Multi-sector mission, organized by the Great Lakes St. Lawrence Governors & Premiers (GSGP), 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 with prospective customers and business partners. State STEP grants may be available to offset from 50 to 75% of participation fees. Registration deadline: **April 23**. For information & an application, please see: <https://www.gsgp.org/projects/international-trade/trade-missions/virtual-mexico-trade-mission-2021/>.
- 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 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 ***EXPORTING PROCEDURES.*** Webinar, sponsored by the Global Training Center, will cover: *Export Controls Questions; Incoterms®: how they can decrease costs and reduce exposure to risk for an exporter; Review of how to determine your Product's Schedule B or HTSUS Classification; Reporting your Export to the U.S. Government; Required Export Documents; Required record retention; Benefits of an Export Compliance Manual.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-6/>.
- 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>.
- June 24 ***INCOTERMS® 2020.*** Webinar, sponsored by the Global Training Center, will cover: *Trade Terms for Domestic and International Transactions; Incoterms® 2020 Product Transportation and Risk of Loss; Terms for Any Mode; Maritime Terms; Costing Methods; Case Studies; Mistakes Made: Court Cases Involving Incoterms® Rules.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-webinar-8/>.

- June 28 - **GLOBAL TRADE VIRTUAL WEEK 2021**. Virtual event, sponsored by *The Economist*, will convene policymakers, government representatives, trade leaders and supply chain experts to explore how global trade is driving post-pandemic economic recovery, assess the exit strategy for easing covid-19 export restrictions, and identify solutions to build supply chain resilience for a post-pandemic world. No fee; advance registration required. For information & registration, please see: https://eventsregistration.economist.com/events/global-trade-virtual-week-2021/registration-ed59b0b710214676a940612d6e49c5a1.aspx?4W.M3.ed59b0b7-1021-4676-a940-612d6e49c5a1=&_ga=2.118297871.701771931.1616519510-1410603672.1616519510&fq=true.
- July 2
- June 28 **INTERNATIONAL LOGISTICS**. Webinar, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-webinar-7/>.
- June 29 **TARIFF CLASSIFICATION**. Webinar, sponsored by the Global Training Center, will cover: *Harmonized System Convention; Overview of Harmonized Tariff Schedule of U.S.; The Export Schedule B; Classification Process; Extrinsic Interpretive Aids; Duty Determination; General Notes; Mechanics of Classification; Classification Exercises*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-webinar-7/>.
- June 30 **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-8/>.
- 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 8 **DOING BUSINESS IN THE UNITED KINGDOM**. Webinar, sponsored by the U.S. Commercial Service, will discuss current market conditions, opportunities and challenges of doing business in the United Kingdom. 10:00 – 11:00 a.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QFM>.
- July 15 **DIGITAL BUSINESS SOLUTIONS – USING LIVE ONLINE EVENTS TO MARKET MANUFACTURING TECHNOLOGIES**. Third in a series of webinars (May 13, June 17, August 19), sponsored by the U.S. Commercial Service, will explore avenues for manufacturers to host regular ongoing, live and live recorded online events to: communicate with current customers and potential customers; demo products and services; conduct trainings; and offer support. 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QKN>.
- 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>.

- July 22 **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 & Restrictions; Trade Promotions & Initiatives; Information Resources*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/export-to-mexico-webinar/>.
- Aug. 4 **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>.
- Aug. 19 **DIGITAL BUSINESS SOLUTIONS - USING REAL TIME VIDEO TO INCREASE EXPORT SALES AND SUPPORT**. Last in a series of webinars (May 13, June 17, July 15), sponsored by the U.S. Commercial Service, will describe how to utilize virtual reality and real time video to connect with reps and customers, for sales discussions, support, post-sales service, installation and training. 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QKP>.
- Sep. 16 **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 & Restrictions; Trade Promotions & Initiatives; Information Resources*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/export-to-mexico-webinar-3/>.
- Sep. 19 - **TRADE MISSION TO THE INTERNATIONAL ATOMIC ENERGY AGENCY'S (IAEA) ANNUAL GENERAL CONFERENCE (VIENNA, AUSTRIA)**. Qualified U.S. firms are invited to join the International Trade Administration's Industry Program at the IAEA's General Conference. Participants will gain first-hand information from U.S. government officials about progress on regulatory, technology, and standards issues that are essential to your international business, and showcase your technology to the hundreds of policymakers, IAEA professional staff, scientists, and experts who attend this event. Services include: Briefings from U.S. government officials; 1-1 meetings with visiting ITA staff from top export markets; Meetings with foreign government delegations from top target markets; Access to selected side events at the IAEA General Conference; Networking events. For an application, please see: <https://emenuapps.ita.doc.gov/ePublic/TM/1R1M>.
- Sep. 27 - **SOUTH KOREA AND JAPAN TRADE MISSION 2021**. Multi-sector trade mission, organized by the Great Lakes St. Lawrence Governors & Premiers (GSGP), to assist small to medium-sized companies from the Great Lakes St. Lawrence region to export products and services to these important markets. Each mission participant will receive a customized schedule of B2B meetings with prospective customers and business partners. Mission participants will also benefit from networking events and logistical support provided by the GSGP Japan & South Korea Trade Offices. State STEP grants may be available to offset from 50 to 75% of participation fees. Registration deadline: **June 30**. For information & an application, please see: <https://www.gsgp.org/projects/international-trade/trade-missions/south-korea-and-japan-trade-mission-2021/>.
- Oct. 1 **SOUTH KOREA AND JAPAN TRADE MISSION 2021**. Multi-sector trade mission, organized by the Great Lakes St. Lawrence Governors & Premiers (GSGP), to assist small to medium-sized companies from the Great Lakes St. Lawrence region to export products and services to these important markets. Each mission participant will receive a customized schedule of B2B meetings with prospective customers and business partners. Mission participants will also benefit from networking events and logistical support provided by the GSGP Japan & South Korea Trade Offices. State STEP grants may be available to offset from 50 to 75% of participation fees. Registration deadline: **June 30**. For information & an application, please see: <https://www.gsgp.org/projects/international-trade/trade-missions/south-korea-and-japan-trade-mission-2021/>.
- 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>.

- Oct. 23 - **ENVIRONMENTAL TECHNOLOGIES TRADE MISSION TO LATIN AMERICA [ECUADOR, PERU, MEXICO]**. Mission, sponsored by the U.S. Commercial Service, is intended to include representatives from a variety of U.S. solid waste and recycling, and water and wastewater technology manufacturers, service providers, associations and trade organizations. The Trade Mission will introduce the participants to government service providers, end-users and prospective partners whose needs and capabilities are best suited to each U.S. participant's strengths. The business meetings will be designed to match the delegates with a minimum of 3-5 potential business partners, distributors or importers in these markets. Mission participants will also be briefed by key local industry leaders on local market conditions and opportunities in the various regions. For information & an application, please see: <https://www.trade.gov/us-environmental-technologies-trade-mission-latin-america>.
- Oct. 26 - **TRADE MISSION TO THE CARIBBEAN REGION**. Organized by the U.S. Department of Commerce, this mission will include the Trade Americas – Business Opportunities in the Caribbean Region Conference in Bridgetown, Barbados on October 24-25. 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>.
- Nov. 8 - **BRAZIL AND COLOMBIA TRADE MISSION 2021**. Multi-sector trade mission, organized by the Great Lakes St. Lawrence Governors & Premiers (GSGP), to assist small to medium-sized companies from the Great Lakes St. Lawrence region to export products and services to these important markets. Each mission participant will receive a customized schedule of B2B meetings with prospective customers and business partners. Mission participants will also benefit from networking events and logistical support provided by the GSGP Brazil & Colombia Trade Offices. State STEP grants may be available to offset from 50 to 75% of participation fees. Registration deadline: **August 13**. For information & an application, please see: <https://www.gsgp.org/projects/international-trade/trade-missions/brazil-and-colombia-trade-mission-2021/>.
- Nov. 30 **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 & Restrictions; Trade Promotions & Initiatives; Information Resources*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/export-to-mexico-webinar-4/>.

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.