

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

October 4, 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

Oct. 14 **TRADE TRENDS ROUNDTABLE.** Webinar, sponsored by the **International Trade Association of Greater Chicago**, will be an informal discussion of trade issues, current and future challenges, and mitigation strategies. Connect with peers, network and share your perspective as we move forward in an economy that is coming back to life...with abundant challenges. Discussions range from sectoral, financial, geographical, legal & logistical issues to market trends and global developments affecting the international commercial landscape. 12:00 – 1:00 p.m. CDT. ITA/GC Members - \$10; Non-members - \$25. For information & registration, please see: <https://www.eventbrite.com/e/trade-trends-roundtable-tickets-179593939307>.

Of Note:

U.S., EU Talk Trade, Technology in Pittsburgh: The United States and the European Union on September 29 held the inaugural meeting of their bilateral Trade and Technology Council (TTC) in Pittsburgh, where Secretary of State Antony Blinken, Secretary of Commerce Gina Raimondo, and U.S. Trade Representative Katherine Tai met with European Commission Executive Vice Presidents Valdis Dombrovskis and Margrethe Vestager to discuss the TTC's work since its establishment in June. The group released a joint statement on concrete outcomes the two sides hope to achieve in five areas: global trade challenges, semiconductor supply chains, foreign direct investment screening, export controls, and artificial intelligence. The statement is here: <https://www.whitehouse.gov/briefing-room/statements-releases/2021/09/29/u-s-eu-trade-and-technology-council-inaugural-joint-statement/>. A *FACT SHEET: U.S.-EU Establish Common Principles to Update the Rules for the 21st Century Economy at Inaugural Trade and Technology Council Meeting* is here: <https://www.whitehouse.gov/briefing-room/statements-releases/2021/09/29/fact-sheet-u-s-eu-establish-common-principles-to-update-the-rules-for-the-21st-century-economy-at-inaugural-trade-and-technology-council-meeting/>.

Pick Your Bottleneck: Ports, Chassis, Containers, Labor: *FreightWaves* reports the most recent metrics from the Port of Los Angeles show supply chain constraints are still hovering near record levels, a trend that is expected to carry into 2022. Gene Seroka, the port's executive director, said dwell times for containers remain at or near all-time highs, with "significant volume headed our way throughout this year and into 2022." The article is here: <https://www.freightwaves.com/news/pick-your-bottleneck-ports-chassis-containers-labor>.

Online Intellectual Property Training Module: Available from the U.S. International Trade Administration in English, French and Spanish, this free course will help you learn about evaluating, protecting, and enforcing your intellectual property rights. In the course, you will: Learn about the different types of IPR, including copyright, patent, and trademark, as well as the legal protections available for each of them; Understand the process and benefits of acquiring and protecting your IPR; Discover resources to help you enforce your IPR. Download the module here: <https://www.stopfakes.gov/Online-Intellectual-Property-Training-Module>.

ExportTech™ Is Recruiting Fall 2021 Virtual Cohort: This is a national export assistance program that applies a structured export strategy development process to help companies enter or expand in global markets. The program assists participating companies to develop an international growth plan and connects them with experts to help them move quickly beyond planning to actual export sales. It is the only national program where each company develops a written export plan that is vetted by a panel of experts upon completion. This cohort is organized by the International Trade Center – Illinois SBDC at Champaign County EDC, in partnership with the International Trade Center – Illinois SBDC at College of DuPage, the Illinois Manufacturing Excellence Center (IMEC), the U.S. Commercial Service, and the Illinois Office of Trade and Investment. The application deadline is **October 6, 2021**. For details, please see: <https://www.cusbdc.org/services/exportech/>.

U.S.-China Economic and Security Review Commission Hearing: The Commission was created by the United States Congress in October 2000 with the legislative mandate to monitor, investigate, and submit to Congress an annual report on the national security implications of the bilateral trade and economic relationship between the United States and the People’s Republic of China, and to provide recommendations, where appropriate, to Congress for legislative and administrative action. On September 8, the Commission held a hearing on “U.S.-China Relations in 2021: Emerging Risks.” A link to the video and to transcripts of the testimony is here: <https://www.uscc.gov/hearings/us-china-relations-2021-emerging-risks>.

Trade Enforcement: On August 26, 2021, U.S. Customs and Border Protection (CBP) announced that for FY 2021 between October 1, 2020, and August 6, 2021, the agency had detained approximately \$368 million (\$367,743,052) worth of cargo in relation to forced labor by issuing Withhold Release Orders (WROs). As noted by the agency’s trade statistics, this represented a total number of 967 detained shipments during this period of time, which marks an increase of 331 stopped shipments from the previous release of statistics in June 2021. In terms of total value of detained cargo, this represented a 562% increase compared to FY 2020 where CBP detained \$56 million (\$55,541,383) worth of cargo in relation to forced labor. CBP’s Trade Statistics are here: <https://www.cbp.gov/newsroom/stats/trade>.

China Internet Report 2021: The *South China Morning Post* has just released the 4th edition of its China Internet Report. Following a period of rapid growth and innovation, the China internet sector has entered a new phase of development with both push and pull factors driving internet companies to evolve, including tightening regulations, an increasingly saturated domestic market with changing demographics, and geopolitical tensions. The updated Report looks at how these factors are influencing companies to look outside their established markets, pivot business models, focus on new customer segments, and adapt to shifting dynamics to remain competitive. The Report is available here: https://multimedia.scmp.com/infographics/china-internet-2021/?tpcc=20210831_cir2021_ru&utm_source=cm&utm_medium=email&utm_campaign=GME-O-enlz-cir2021&utm_content=20210831_cir2021_ru&UID=ee19a2ce-3b77-4fae-944a-6978191d9542&CMCampaignID=ed7b86873172c635912c652fe73d1d9b.

Trade at the Local Level: 2020 Metropolitan Export Data Now Available: The International Trade Administration has just released its report on 2020 Metropolitan Export Data. Despite global economic impacts from the COVID-19 pandemic, 2020 was still a big year for the 392 MSAs of the United States, which in total exported \$1.3 trillion in goods. While exports declined \$194 billion from 2019, a deeper study of the MSA data reveals pockets of resilience. For 2020, the top five MSA exporters by value included Houston (TX), New York (NY), Los Angeles (CA), Chicago (IL), and Dallas (TX). MSA data also provides insights into products, not just places. For example, chemicals and computers and electronics were among the top exported goods for all the top five MSA exporters by value in 2020. 2020’s top MSA export recipients included Canada, Mexico, China, Japan, and the United Kingdom. The analysis is here: <https://blog.trade.gov/2021/08/03/trade-at-the-local-level-2020-metropolitan-export-data-now-available/>.

Import/Export Certificate: Oakton Community College is now offering a one year, online 12 credit Import/Export Certificate. With the guidance of experienced professionals in the field, you will: Master industry-standard technology, payment systems and contracts; Learn about national and international trade regulations; Gain skills for negotiating across cultures and diverse legal systems; Graduate from the program with the skills you need to gain an entry-level position as a trade analyst, customs analyst, customs consultant, trade coordinator or compliance specialist. Learn more at: <https://catalog.oakton.edu/career-programs-pathways/global-business-studies/import-export-specialist-certificate/>.

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- Oct. 4 ***A CONVERSATION WITH AMBASSADOR KATHERINE TAI, U.S. TRADE REPRESENTATIVE.*** Livestream interview sponsored by the Center for Strategic and International Studies. **Bill Reinsch**, Senior Adviser and Scholl Chair in International Business, CSIS, speaks with Ambassador **Katherine Tai**, U.S. Trade Representative. 9:00 – 10:00 a.m. CDT. No fee. Watch here: <https://www.csis.org/events/conversation-ambassador-katherine-tai-us-trade-representative/>
- Oct. 4 ***BEA'S GOT YOUR NUMBER: ACTIVITIES OF U.S. AFFILIATES OF FOREIGN MULTINATIONAL ENTERPRISES.*** Webinar sponsored by SelectUSA and the Bureau of Economic Analysis. Specialists from BEA and SelectUSA will break down the latest statistics on the activities of U.S. affiliates of foreign multinational enterprises (MNEs). 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://trade.webex.com/webappng/sites/trade/meeting/register/53bb007d36b14b0f8a265771a3e73f4b?ticket=4832534b0000004e0a7b22e701cc76d7b7d962b5ee25c09eae1ca181d0064ce493280d7bc9e24c8×tamp=1633287166239&locale=en_US.
- Oct. 5 ***GTR SAUDI ARABIA 2021.*** Virtual event, sponsored by *Global Trade Review*, Proceedings for the day will focus on a range of themes, from the latest update on the planning for Saudi Vision 2030 and its potential consequences for trade, financing provisions for corporates with particular focus on SMEs, regional collaboration initiatives and the opportunities for regional and international companies to engage in Saudi projects, digitisation drives and the role of Saudi Exim in helping exporters meet financing needs and access global markets. 1:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.gtreview.com/events/virtual/gtr-saudi-arabia-2021/>.
- Oct. 5 ***FINDING AND SELECTING FOREIGN PARTNERS.*** Trade Talk Tuesday sponsored by the U.S. Commercial Service Grand Rapids. U.S. Commercial Service Grand Rapids Office Director, **Kendra Kuo**, speaks with **Chris Schnee**, Chief Commercial Officer, MedLite ID about the three key things U.S. exporters need to know to successfully manage their international partner selection process. 9:00 – 9:20 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://trade.webex.com/trade/j.php?RGID=r2784f8f98886a22499687439a59131fc>.
- Oct. 5 ***CROSS-CULTURAL COMMUNICATION AND NEGOTIATIONS.*** Virtual workshop sponsored by the Illinois SBDC at College of DuPage. Presentation by **Emilia Linardakis**, Managing Partner, Language Advisors Network Group, who will discuss how to develop cultural awareness and provide some practical tips for how to manage cross-cultural communications/negotiations more effectively. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/35233>.
- Oct. 5 ***MANAGING EXPORT SALES AND BUSINESS DEVELOPMENT POST PANDEMIC.*** Webinar sponsored by World Trade Center Savannah and the National Institute for World Trade. Presentation by **Tom Cook**, Managing Director, Blue Tiger International, who will review the challenges in the export market today, discuss mitigating techniques, explore new opportunities in the export markets, and develop techniques, skill sets, and information resources. 10:00 – 11:00 a.m. CDT. Fee: \$25. For information & registration, please see: <https://files.constantcontact.com/f7adb5d7501/8744f8b8-4026-4b66-aca8-60884b0aac90.pdf>.
- Oct. 5 ***CONTINUING EDUCATION REQUIREMENTS FOR CUSTOMS BROKERS.*** Webinar, sponsored by Braumiller Law Group, will address: *Change in continuing education hours requirement; Who doesn't need to meet continuing education requirement; Eligible classes and events and hours granted for preparation of materials; Documenting and certifying education hours – and what happens if you don't; Suspension or revocation of customs broker license for failure to meet requirements; Sources for continuing education hours and accreditation of providers; How to submit comments and suggestions to CBP.* 11:00 a.m. CDT. Fee: \$25. For information & registration, please see: <https://www.bigmarker.com/braumiller-law-group-llc/Continuing-Education-Requirements-for-Customs-Brokers>.

- Oct. 5 **PORT CONGESTION.** Webinar sponsored by the California Chamber of Commerce's Council for International Trade. Presentation by **Carl Bentzel**, Commissioner, Federal Maritime Commission. 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://calchamber.zoom.us/meeting/register/tJ0lcuuurT8rGdz4vBB5S3LnV5T4ekS--EB6>.
- Oct. 5 **LOCAL AND CROSS-BORDER INVESTING & FINANCING IN ETHICAL, INCLUSIVE AND SUSTAINABLE BRANDS.** First of a two-part U.S.-Mexico Fashion Industry Series: Ethical and Sustainable Fashion in North America sponsored by the United States - Mexico Chamber of Commerce and Latin American Fashion Summit. Panelists include: **Sharon Drijanski**, Founder, Loona; **Eric Fisch**, SVP & Head of Retail & Apparel, Corporate Banking, HSBC Bank USA; **Sumit Manchanda**, Senior Operations Officer, International Finance Corporation; **Angela Santos**, Partner, Arent Fox; **Karen Pearson** (Moderator), Chair of Sustainability Council, Fashion Institute of Technology. 1:00 – 2:00 p.m. CDT. USMCoC Member - \$15; Non-member - \$25. For information & registration, please see: <https://web.event.com/event/2cf5e92d-0609-4fd9-b0a0-616a5771daa5/summary>.
- Oct. 6 **EXAMINING THE LEVERS THAT COULD UNLOCK THE HYDROGEN MARKET IN EUROPE AND BEYOND – CREATING A MARKET FOR HYDROGEN.** Webinar, sponsored by Mondaq and DWF, will look at current and emerging policy and regulations that support hydrogen development in different jurisdictions, mechanisms for reducing demand uncertainty, scaling applications and the financial instruments necessary for growth. 5:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.mondaq.com/webinars/webinar/228/Examining-the-Levers-that-Could-Unlock-the-hydrogen-Market-in-Europe-and-Beyond-Creating-a-Market-for-Hydrogen>.
- Oct. 6 **ONLINE BUSINESS DEVELOPMENT TOOLS TO HELP YOU GROW YOUR EXPORTS, SALES, BRAND AND BUSINESS.** Webinar sponsored by the North Carolina District Export Council and IBT Online. Speakers will share expertise and experience in delivering localized websites and online marketing to help you grow your exports, sales, brand and business. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://info.ibt.onl/nadec-webinar?hs_preview=tXzheTyq-55351855115.
- Oct. 6 **UNDERSTANDING TARIFFS: STRATEGIES TO MANAGE IMPACT AND INFLUENCE OUTCOMES.** Webinar sponsored by the East Michigan District Export Council. Presentation by members of the International Law Section of the State Bar of Michigan who will cover: *Types & purposes of tariffs; International agreements and norms; Present and anticipated government policies; Strategies to mitigate impact and influence applicability.* 11:00 a.m. – 12:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.usaexporter.org/events/understanding-tariffs-strategies-to-manage-impact-and-influence-outcomes/>.
- Oct. 6 **CHICAGO TO CAIRO: BUILDING UNITY ON A REMOTE INTERNATIONAL TEAM.** Webinar sponsored by Women Entrepreneurs Grow Global. Presentations by Dr. **Jill Kushner Bishop**, Founder & CEO and **Katherine Baumann**, Production Director, Multilingual Connections, who will address: *How to find great candidates around the world; The challenges and benefits of leading remote global teams; How to implement a communication and diverse work culture that keeps international employees engaged; Tools and technology to make it all work.* 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://register.gotowebinar.com/register/4983686403785100555?mc_cid=7e7510882e&mc_eid=6499c7d108.
- Oct. 6 **NEW INCOTERMS 2020.** Webinar, sponsored by the World Trade Research Institute, will cover the basics of Incoterms including the most recent updates from 2020. 12:00 – 1:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eiklo72z22489451&oseq=&c=&ch=>.

- Oct. 6 ***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>.
- Oct. 6 ***FTZ #176.*** Third Annual Meeting (**in-person or virtual**), sponsored by: BDG International; Rockford, Illinois; Growth Dimensions; Zethmayr LLC, will highlight two specific tools to mitigate supply-chain risk, speed-up supply-chain timelines and reduce real costs: Foreign Trade Zone (FTZ) and Reshoring. Keynote: **Harry Moser**, Founder, the Reshoring Initiative. 4:00 – 6:00 p.m., Greater Rockford Airport Authority, 60 Airport Drive, Rockford, IL. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/ftz-176-3rd-annual-meeting-tickets-162081386791>.
- Oct. 7 ***READING THE RED NEW DEAL: PART 1 – HOW DOES EVERGRANDE FIT IN?*** Webinar sponsored by *SupChina*. Speakers include: **Kaiser Kuo**, co-founder, the Sinica Podcast; **Jeremy Goldkorn**, Editor-in-Chief, *SupChina* and co-host, the Sinica Podcast; Chang Che, Staff Writer, Business & Technology, *SupChina*. 8:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.supchina.com/event/reading-the-red-new-deal-part-1-how-does-evergrande-fit-in/>.
- Oct. 7 ***REGTECH AND FINTECH OPPORTUNITIES IN HONG KONG.*** Direct Line webinar sponsored by the Bureau of Economic and Business Affairs, U.S. Department of State. U.S. Consul General **Hanscom Smith** hosts **King Leung**, Head of FinTech, InvestHK and **Richard Lord**, Regional Chief Information Officer, HSBC, to offer insights into industry needs and the regulatory environment, and to introduce a networking platform for foreign startups. 8:30 a.m. CDT. No fee; advance registration required by Oct. 5. For information & registration, please see: <https://www.state.gov/direct-line-for-american-business/regtech-and-fintech-opportunities-in-hong-kong/>.
- Oct. 7 ***TECH DOWNLOAD: CYBERSECURITY IN FRANCE, ITALY, PORTUGAL, SPAIN.*** Webinar, sponsored by the U.S. Commercial Service, will discuss business and market opportunities in the cybersecurity sector in France, Italy, Portugal and Spain. 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=2QBG>.
- Oct. 7 ***MIDDLE EAST AND NORTH AFRICA EDUCATION MARKET BRIEFING.*** Webinar, sponsored by the U.S. Commercial Service, will provide an update on the education market for the region and discuss opportunities to reach potential partners and prospective students in the Middle East and North Africa. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QND>.
- Oct. 7 ***LISTENING FOR AMERICA (REPORT) ON TRADE.*** Webinar, sponsored by the Washington International Trade Association, will present key findings of the Listening for America report on the views of Americans about international trade and globalization. Speakers include: Ambassador **Peter Allgeier**, President, Nauset Global LLC; former Deputy U.S. Trade Representative; **Kira Alvarez**, Vice President, ViacomCBS; **Catherine A. Novelli**, President, Listening for America; Senior Advisor, Shearwater Global; **Bruce Stokes**, Executive Director, Transatlantic Task Force and non-resident fellow, German Marshall Fund of the United States. 10:00 – 11:00 a.m. CDT. WITA Members – No fee; Non-members - \$10. For information & registration, please see: <https://www.wita.org/events/listening-for-america/>.

- Oct. 7 ***GO GLOBAL WITH AMAZON AND THE U.S. COMMERCIAL SERVICE – BRAZIL DEEP DIVE FOR NEW AND EXISTING AMAZON SELLERS.*** Webinar, sponsored by the U.S. Commercial Service Seattle, will focus on the e-Commerce opportunity in Brazil and how Amazon and the U.S. Commercial Service can help you tap into this unique market opportunity. 12:00 – 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://www.eventbrite.com/e/go-global-with-the-us-commercial-service-and-amazon-brazil-deep-dive-tickets-168978413985?utm_source=EnvTech+Team&utm_campaign=Amazon+Brazil.
- Oct. 7 ***EARLY-STAGE MANUFACTURERS.*** Second in a series of webinars, sponsored by the: U.S. Census Bureau; U.S. Commercial Service; EXIM; Manufacturing Extension Partnership; and Small Business Administration, will explore the idea phase, commercialization, and global growth journey of early-stage manufacturers. It will feature small businesses who have effectively tapped federal government resources available to help identify export markets and international customers. 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://grow.exim.gov/manufacturing-month-2021>.
- Oct. 7 ***EXPORTING TO BRAZIL.*** Webinar, sponsored by the World Trade Research Institute, will cover the opportunities and challenges that companies may face in Brazil and will include strategies for entering the market. 1:00 – 2:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eikloz0xa38723ca&oseq=&c=&ch=>.
- Oct. 7 ***SUSTAINABLE MANUFACTURING AND DISTRIBUTION: CHALLENGES AND IMPLICATIONS FOR THE FASHION INDUSTRY.*** Last of a two-part U.S.-Mexico Fashion Industry Series: Ethical and Sustainable Fashion in North America sponsored by the United States - Mexico Chamber of Commerce and Latin American Fashion Summit. Panelists include: **Lisa Coleman**, Co-Founder, Recreo San Miguel; **Robert Leo**, Partner, Meeks, Sheppard, Leo & Pillsbury; **Andrea Reyes**, Chair / Founder, NYC Fair Trade Coalition / A. Bernadette; **Hebe Schecter**, CEO, Kaltex Americas; **Patrick Duffy** (Moderator), Founder, Global Fashion Exchange. 1:00 – 2:00 p.m. CDT. USMCoC Member - \$15; Non-member - \$25. For information & registration, please see: <https://web.cvent.com/event/2cf5e92d-0609-4fd9-b0a0-616a5771daa5/summary>.
- Oct. 7 ***THE END OF GLOBALIZATION?*** Great Decisions [Virtual] Lecture Series sponsored by the International Relations Council in partnership with the US Heartland China Association. Presentation by **David Dollar**, Senior Fellow, John L. Thornton China Center, Brookings Institution. 6:30 – 7:30 p.m. CDT. IRC Affiliate – No fee; Non-member - \$10. For information & registration, please see: <https://www.eventbrite.com/e/great-decisions-lecture-series-the-end-of-globalization-tickets-167120312353>,
- Oct. 8 ***UNDER BEIJING’S SHADOW: SOUTHEAST ASIA’S CHINA CHALLENGE.*** Webinar sponsored by the Asian/Pacific Studies Institute, Duke University. Presentation by **Murray Hiebert**, Senior Associate, Southeast Asia Program, Center for Strategic and International Studies, who will discuss the undercurrents lying beneath the surface of China’s relations with its smaller southern neighbors, as well as the ways these countries could address the “China Challenge.” 2:00 – 3:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://asianpacific.duke.edu/events/under-beijing%E2%80%99s-shadow-southeast-asia%E2%80%99s-china-challenge>.
- Oct. 12 ***INCOTERMS® 2020.*** Webinar, sponsored by Star USA, will provide insights on using the Incoterms® rules in your International Supply Chain. 9:00 – 10:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://starusa.org/events/incoterms-2020-webinar/>.

- Oct. 12 ***CUSTOMS RECONCILIATION PROGRAM: WHY'S AND HOW TO'S.*** Webinar, sponsored by the International Compliance Professionals Association in partnership with Braumiller Law Group, will discuss: main scenarios related to imports which can trigger usage of the Customs Reconciliation program; the reasons why the program usage is triggered; review an example of how to calculate the reconciliation values for practical application. 10:30 a.m. – 12:00 p.m. CDT. ICPA Members - \$25; Non-members - \$35. For information & registration, please see: <https://web.cvent.com/event/ca4f7e7d-d648-42b0-81f6-34e7109680f1/regProcessStep1>.
- Oct. 12 ***UNIQUE INTERNATIONAL TRADE TOOL ELIMINATES “OVERSEAS DEPOSITS.”*** Webinar, sponsored by boomerang carnets, will describe how the ATA Carnet – a unique temporary export document - allows the importation and re-exportation of goods and merchandise into 87+ countries and territories import-duty and -tax free. 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://webinar.ringcentral.com/webinar/register/WN_bleQc_LnQ6CJxS8EBIh5SQ.
- Oct. 12 ***NAVIGATING THE CHAOS OF INTERNATIONAL AND DOMESTIC SUPPLY CHAIN.*** Webinar sponsored by the Madison International Trade Association. Presentations by: **Sandi Siegel**, President, M.E. Dey & Co.; **Paul Jarzombek**, COO, LR International; **Francis (Cody) Heller**, CEO, Central Wisconsin Ag Services Global; **Amber Wodill**, International Sales and Export Manager, Clack Corp. 1:00 – 2:30 p.m. CDT. MITA Members – No fee; Nonmembers - \$20. For information & registration, please see: https://www.mitatrade.org/event_item/navigating-the-chaos-of-international-and-domestic-supply-chain/.
- Oct. 12 ***APPAREL CLASSIFICATION SERIES: THE BASICS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review a variety of apparel samples and discuss the specific features that US Customs and Border Protection focuses on when determining the correct HTS classification and duty rate. 1:00 – 2:20 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/apparel-classification-series-the-basics>.
- Oct. 12 ***CHINA'S SCIENTIFIC LEAP FORWARD: STRATEGIC ROLE OF CHINESE SCIENTISTS.*** Second in a series of China Innovation webinars sponsored by the Asian/Pacific Studies Institute, Duke University. Presentation by Dr. **Richard Freeman**, Harvard and NBER. 6:00 – 7:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://duke.zoom.us/webinar/register/WN_5JzXMX9OS6WiVJGtHzbvKQ.
- Oct. 12 ***U.S.-CHINA RELATIONS: TRENDS AND IMPLICATIONS FOR U.S. BUSINESS.*** Webinar sponsored by the Washington State China Relations Council. China-based business experts will share the strategies they recommend for U.S. companies to adapt to China's rapidly evolving business environment. 7:00 – 8:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.wsrcr.org/events/u-s-china-relations-trends-and-implications-for-u-s-business/>.
- Oct 13 - ***THE VIEW FROM CHINA.*** China Institute Executive [Virtual] Summit 2021 sponsored by the China Institute. **Day One:** China from the Inside. Topics include: *Can the U.S. and China Find Common Ground?; Foreign Investment: Is the Party Over, or Is It Just Beginning?; Did China's Economic Reform Fail? Three Economists, Three Views; Is the Property Bubble Going to Burst?; Caught in the Middle: Sanctions, Foreign Investment, and the Future of Hong Kong.* **Day Two:** The How-tos of Success in China. Topics include: *Setting the Stage: What We Need to Know About China; How Green Finance Is Driving Business; Opportunities on China's Green Bandwagon; On Investing in China; Who Will Be the Next Tech Unicorns?; What Drives China's Gen Z.* 8:00 – 9:30 a.m. CDT. Fee: \$50. For information & registration, please see: <https://www.chinainstitute.org/center-for-business/executive-summit-2021/>.

- Oct. 13 **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-12/>.
- Oct. 13 **THE FUTURE IS ASEAN – A PATHWAY TO GROWTH IN SOUTHEAST ASIA.** Webinar, sponsored by ASEAN Business Partners, will focus on Southeast Asia as an investment destination, and it will shed light on the many growth opportunities in the region. Speakers include H.E. **Tran Duc Binh**, Deputy Secretary-General of ASEAN, and representatives from CommScope, Citi, Natixis, and US-ASEAN Business Council. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://us06web.zoom.us/webinar/register/WN_s8wyq9a4T4SFdgg3bOMLjA.
- Oct. 13 **A SNEAK-PEAK INTO KEY OPERATING MODELS OF GCCs & HOW TO BUILD CYBER-RESILIENT OPERATIONS.** Second in a series of four webinars (*Global Capability Centers – India as the Preferred Destination*) sponsored by Nexdigm in association with ICICI Bank, Canada, and U.S.-India Business Council. Experts will share their insights and experiences. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://us06web.zoom.us/webinar/register/7316311863106/WN_3VwLQFqMRae_gpsJfmu4sg.
- Oct. 13 **INCOTERMS® 2020 UPDATE.** Virtual training, sponsored by The World Academy, will cover: *What we need to know about Incoterms®; 2010 vs 2020; Managing Incoterms® Trade Compliance Issues: USPPi and Ultimate Consignee; Gaining Competitive Advantage on Inbound Logistics; Seller’s responsibilities vs Buyer’s Responsibilities; Cost vs risk; Delivered Terms compliance risks; Best Practices: Making the right choice for the circumstance; Internal training options: Connectivity in your company; Risk Management and Insurance Controls; Transfer of Title and Revenue Recognition; Incoterms® and Sarbanes-Oxley (SOX).* 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.theworldacademy.com/product-page/11-13-incoterms-2020-update-training>.
- Oct. 13 **INTERNATIONAL TRADE FINANCE: GETTING PAID.** Webinar, sponsored by the World Trade Research Institute, will describe the range of payment methods used in international transactions to reduce risk. 12:00 – 1:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eiklpqbrb184bab6&oseq=&c=&ch=>.
- Oct. 13 **POST PANDEMIC MACRO ECONOMIC OUTLOOK.** Virtual Global Business Insights Series 2021 sponsored by the Metropolitan Milwaukee Association of Commerce’s World Trade Association and the Wisconsin Economic Development Corp. Presentation by Dr. **Chris Kuehl** who will take a hard look at what lays around the corner for global businesses. 12:00 – 1:30 p.m. CDT. WTA Members – No fee; Non-members - \$25. For information & registration, please see: <https://web.mmac.org/events/Virtual-Global-Business-Insights-Series-2021-Post-Pandemic-Macro-Economic-Outlook-with-Dr-Chris-Kuehl-2925/details>.
- Oct. 13 **MEXICO IN A WORLD OF AEROSPACE.** Webinar sponsored by the U.S.-Mexico Chamber of Commerce, Mid-America Chapter. Speakers include: Ambassador **Reyna Torres**, Consul General of Mexico in Chicago; **Luis Lizcano**, CEO, FEMIA, the Mexican Federation of the Aerospace Industry; **Alejandro Lara**, Board Member, American Industries; **Jorge Gutiérrez de Velasco**, President, Mexican Council of Aerospace Education (COMEAE) and Secretary of the Directive Council of the State of Queretaro’s Aerocluster C.A.; and Ing. **Edgar Ciceño**, Director of Strategy, Grupo Safran Mexico. 1:00 – 2:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: www.usmcocma.org/events, or contact Ralph Biedermann, Executive Director: ralph.b@usmcoc.org.

- Oct. 13 **CTPAT TRADE COMPLIANCE – WHAT IT REALLY TAKES.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review (1) the basics of the CTPAT 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>.
- Oct. 14 **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-12/>.
- Oct. 14 **A CONVERSATION WITH CONGRESSWOMAN SUZAN DELBENE ON U.S.-CHINA RELATIONS.** Webinar sponsored by the Washington State China Relations Council. Presentation by Congresswoman Suzan DelBene (WA-1) who will share her views on some of the most pressing issues of the U.S.-China Relationship such as trade and technology, the current administration’s China policy, and implications for U.S. and Washington State businesses. 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.wscrc.org/events/a-conversation-with-congresswoman-suzan-delbene-on-u-s-china-relations/>.
- Oct. 14 **MARKET OPPORTUNITIES: U.S.-SERBIAN AND WESTERN BALKANS COMMERCIAL ENGAGEMENT IN ICT, TECHNOLOGY, AND INNOVATION.** Virtual event sponsored by the U.S. Department of Commerce and the Chamber of Commerce and Industry of Serbia (CCIS), with support from the Serbian Embassy in Washington and the U.S. Embassy in Serbia. It will be a high-level dialogue among prominent Serbian and U.S. industry executives and government officials. 11:00 a.m. – 12:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://online.pks.rs/california-roadshow/>.
- Oct. 14 **TRADE TRENDS ROUNDTABLE.** Webinar, sponsored by the **International Trade Association of Greater Chicago**, will be an informal discussion of trade issues, current and future challenges, and mitigation strategies. Connect with peers, network and share your perspective as we move forward in an economy that is coming back to life...with abundant challenges. Discussions range from sectoral, financial, geographical, legal & logistical issues to market trends and global developments affecting the international commercial landscape. 12:00 – 1:00 p.m. CDT. ITA/GC Members - \$10; Non-members - \$25. For information & registration, please see: <https://www.eventbrite.com/e/trade-trends-roundtable-tickets-179593939307>.
- Oct. 14 **TRADE FINANCE TOOLS.** Third in a series of webinars, sponsored by the: U.S. Census Bureau; U.S. Commercial Service; EXIM; Manufacturing Extension Partnership; and Small Business Administration, will discuss finance challenges and solutions available to U.S. manufacturers. It will include a panel discussion with public- and private-sector partners about ways to ensure businesses have the working capital needed to fulfill sales orders as well as the export credit insurance needed to protect themselves against buyer nonpayment while also having the ability to offer favorable credit terms. 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://grow.exim.gov/manufacturing-month-2021>.
- Oct. 14 **HOT TRADE TOPICS: UPDATE ON ACTIONS BY THE ADMINISTRATION, CONGRESS, AND THE JUDICIARY IMPACTING TRADE.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide a quarterly update on how actions by the White House, Congress, and the courts may directly impact the trade community, offer suggestions on how best to address these actions, and review potential ways to influence them. 1:00 – 2:00 p.m. CDT. Fee: \$300. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/hot-trade-topics-update-on-actions-by-the-administration-congress-and-the-judiciary-impacting-trade>.

- Oct. 14 **ADVANCED EXPORT DOCUMENTATION.** Webinar, sponsored by the World Trade Research Institute, will cover less common and more unusual export documents so that you're not surprised by unusual requests. 1:00 – 2:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eiklqi6424ea33f4&oseq=&c=&ch=>.
- Oct. 15 **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-9/>.
- Oct. 15 **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. 10:00 – 11:30 a.m. CDT. Fee: \$110. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eiklr8bz82601c85&oseq=&c=&ch=>.
- Oct. 18 **CHINA'S MEDICAL DEVICE MARKET.** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of China's medical device market, opportunities, access requirements, IP considerations, regulatory updates, and will clarify China's public healthcare system and private hospital system roles, and how to sell into each. 8:00 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QBS>.
- Oct. 18 **7TH ANNUAL EGYPT ENERGY SPOTLIGHT.** Webinar sponsored by the Bilateral Chamber. Speakers: H.E. Eng. **Tarek El Molla**, Minister of Petroleum & Mineral Resources, Arab Republic of Egypt and **Maurice Nessim**, Chair and President, Society of Exploration Geophysicists & President, Western Geco (Ret.). 9:00 – 9:45 a.m. CDT. BC Members – No fee; Non-members - \$25. For information & registration, please see: <https://www.bilateralchamber.org/2021-egypt-energy-webinar>.
- Oct. 19 **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-4/>.
- Oct. 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-11/>.
- Oct. 19 **INVESTMENT OPPORTUNITIES IN EGYPT'S TECHNICAL TEXTILES INDUSTRY.** Direct Line webinar sponsored by the Bureau of Economic and Business Affairs, U.S. Department of State. Presentation by U.S. Ambassador **Jonathan Cohen** who will describe how U.S. companies can profit from rising demand in the region's most populous country, as well as the potential for export from Egypt to Africa, Europe, the Middle East, and North America. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.state.gov/direct-line-for-american-business/investment-opportunities-in-egypts-technical-textiles-industry/>.
- Oct. 19 **ITAR EXEMPTIONS – HOW TO USE THEM.** Webinar, sponsored by Braumiller Law Group, will address: Definition of an ITAR exemption; Prerequisites for use of an exemption; Declaring an exemption on export (and sometimes on import); Some major exemptions; How to use the United Kingdom and Australian exemptions in Part 126.16 and 126.17; Consequences of misusing an exemption. 11:00 a.m. – 12:00 p.m. CDT. Fee: \$25. For information & registration, please see: https://www.bigmarker.com/braumiller-law-group-pllc/ITAR-Exemptions-How-to-Use-Them?show_live_page=true.

- Oct. 19 ***USING FTZs AND BONDED WAREHOUSES TO MITIGATE SECTION 232/301 TARIFFS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will explore how FTZs and bonded warehouses are used, how to set them up and operate them, and how to determine their practicality and effectiveness for your business. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/using-ftzs-and-bonded-warehouses-to-mitigate-section-232-301-tariffs>.
- Oct. 19 ***CHINA TOWN HALL: FAREED ZAKARIA.*** Virtual town hall sponsored by the National Committee on U.S. – China Relations. Presentation by **Fareed Zakaria**, CNN host and best-selling author, who will keynote this national conversation on how the U.S.-China relationship affects our cities, towns, and communities. From supply chains to national security, new technologies to climate change, the future of both countries will be determined by their relations with one another and the global community. 6:00 – 7:00 p.m. CDT. No fee; advance registration required. For information and registration, please see: <https://www.ncuscr.org/event/CTH-2021-fareed-zakaria>.
- Oct. 20 ***GROW YOUR EXPORTS TO SOUTH KOREA AND JAPAN.*** Webinar, sponsored by the Great Lakes St. Lawrence Governors' & Premiers, will provide an overview of opportunities in the countries in advance of a trade mission to South Korea and Japan, February 21-25, 2022. 8:30 – 9:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/6499378576516359436>.
- Oct. 20 ***SUPPLY CHAIN CHALLENGES TO BUSINESS CONTINUITY, SOURCING AND RISK MANAGEMENT.*** Virtual Global Business Insights Series 2021 sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association and the Wisconsin Economic Development Corp. Presentations by: **Brian Michael**, Senior Vice President Global Supply Chain, Generac; **Michael Stadtmueller**, Supply Chain Lead, Charter Automotive; **Paul Siepmann**, Present & CEO, Brewer Company; **Jennifer Clement** (Moderator), President, Complete Holdings, Inc. 11:30 a.m. – 1:00 p.m. CDT. WTA Members – No fee; Non-members - \$25. For information & registration, please see: <https://web.mmac.org/events>.
- Oct. 20 ***CTPAT 2021 SECURITY AND COMPLIANCE DEMONSTRATIONS.*** Virtual training, sponsored by The World Academy, will provide an in-depth review of the new responsibilities of CTPAT certified and validated companies to remain in good standing and in adherence with security and compliance standards of the CTPAT program management. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.theworldacademy.com/product-page/10-20-ctpat-2021-security-and-compliance-demonstrations-training>.
- Oct. 20 ***EXPORT OPPORTUNITIES IN THE MIDDLE EAST.*** Webinar, sponsored by the World Trade Research Institute, will cover key tips to selling into the region, avoiding pitfalls and taking advantage of selling duty-free with FTAs. 12:00 – 1:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eiklu7lud6da91b4&oseq=&c=&ch=>.
- Oct. 21 - 29 ***ENVIRONMENTAL TECHNOLOGIES TRADE MISSION TO LATIN AMERICA [ECUADOR, PERU, MEXICO].*** Virtual 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. 21 ***TECH DOWNLOAD: ARTIFICIAL INTELLIGENCE IN AUSTRIA, DENMARK, IRELAND, NETHERLANDS, THE UNITED KINGDOM.*** Webinar, sponsored by the U.S. Commercial Service, will describe market opportunities in the artificial intelligence sector in Austria, Denmark, Ireland, Netherlands, and the United Kingdom. 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=2QBH>.
- Oct. 21 ***EXPORTING U.S. WATER SOLUTIONS TO SOUTHEAST EUROPE.*** Webinar, sponsored by the U.S. Commercial Service, will provide a market overview on each of the participant countries led by U.S. diplomats and local industry experts; Opportunities for U.S. water solution/agribusiness companies in each market will also be presented. 11:00 a.m. – 12:00 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QBJ>.
- Oct. 21 ***BUSINESS OPPORTUNITIES IN EL SALVADOR.*** Third in a series of seven webinars on Central America sponsored by the U.S. Commercial Service. Each program will describe business opportunities for U.S. firms in the respective country. 12:00 p.m. CDT. Fee: \$30 (\$120 for the series). For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QC1>.
- Oct. 21 ***SUPPLY CHAIN SOLUTIONS.*** Last in a series of webinars, sponsored by the: U.S. Census Bureau; U.S. Commercial Service; EXIM; Manufacturing Extension Partnership; and Small Business Administration, will feature a discussion facilitated by the Manufacturing Extension Partnership (MEP) focused on supply chain solutions for small and medium-sized manufacturers. Seasoned manufacturers will discuss how to improve operations, reduce costs, and mitigate risk through effective supply chain management. 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://grow.exim.gov/manufacturing-month-2021>.
- Oct. 21 ***EXPORT CONTROLS & COMPLIANCE.*** Webinar, sponsored by the World Trade Research Institute, will cover U.S. export controls including Export Administration Regulations, ITAR, and Trade Sanctions. 1:00 – 2:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eikluxuq3a848aec&oseq=&c=&ch=>.
- Oct. 21 ***APPAREL CLASSIFICATION SERIES: KNIT TOPS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review a variety of apparel samples and discuss the specific features that US Customs and Border Protection focuses on when determining the correct HTS classification and duty rate. 1:00 – 2:30 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/apparel-classification-series-knit-tops>.
- Oct. 21 ***INNOVATIONS IN CROSS-BORDER PAYMENTS AND FOREIGN EXCHANGE.*** Webinar sponsored by the National Association of District Export Councils. Presentation by **Pat Weaver**, Senior Consultant, Western Union Business Solutions, we will describe how recent payment innovations and foreign exchange can help bring speed and transparency to create a competitive advantage for your business. 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_IKWbK0x_Ry2nVFPtIW9vww.
- Oct. 21 ***CURRENT TRENDS AND FUTURE EXPECTATIONS REGARDING U.S.–CHINA TARIFFS AND SUPPLY CHAINS.*** Webinar sponsored by Asia Society Texas Center in partnership with the George H. W. Bush Foundation for U.S.–China Relations. Speakers include: **John L. Kent**, Director of Supply Chain China Initiatives and a clinical professor in the Department of Supply Chain Management in the Sam M. Walton College of Business, University of Arkansas; **Liza Mark**, Chief Representative, Haynes and Boone, LLP Shanghai; **David J. Firestein** (Moderator), Inaugural President and CEO, George H. W. Bush Foundation for U.S.–China Relations. 7:30 – 8:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://asiasociety.org/texas/events/current-trends-and-future-expectations-regarding-us-china-tariffs-and-supply-chains>.

- Oct. 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-5/>.
- Oct. 24 - **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>.
- Oct. 24 - **DIGITAL TRANSFORMATION BUSINESS DEVELOPMENT MISSION TO THE GCC (SAUDI ARABIA, KUWAIT, AND QATAR)**. Mission, organized by the U.S. Department of Commerce, is to introduce U.S. technology firms to rapidly growing opportunities across the GCC. Deliverables for U.S. Firms: Tailored one-to-one business meetings with pre-screened potential buyers, agents, distributors, and joint venture partners; Meetings with national and regional government officials, Chambers of Commerce, and business groups; VIP networking receptions for participants with business associations and their member companies expanding across the Gulf; and Meetings with government authorities to discuss and advance procurement opportunities, projects, policies, regulations, tariff rates, and incentives. Application deadline: June 30. For information & an application, please see: <https://www.trade.gov/gulf-digital-mission>.
- Oct. 25 - **U.S. ENVIRONMENTAL TECHNOLOGIES VIRTUAL MEXICO SUMMIT**. Virtual program, sponsored by the U.S. Commercial Service, will discuss developments, trends and opportunities in Mexico's water/wastewater and solid waste and recycling industries. There will be an opportunity to schedule virtual meetings with other participants, including U.S. Government officials, Mexican Government officials, International Buyers, and U.S. exporters. Topics include: *Opportunities in Mexico's Water and Wastewater Industries; Opportunities for Solid Waste Management and Recycling Technologies; Environmental and Water Opportunities at Mexico's Borders.* Fee: \$225. For information & registration, please see: <https://mexicosummit.itamatch.com/>.
- Oct. 25 **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-9/>.
- Oct. 25 **ANTIDUMPING**. Webinar, sponsored by the World Trade Research Institute, will provide the information needed to help you know what to expect in antidumping investigations. 12:00 – 1:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eiklvpiaeee7bee8&oseq=&c=&ch=>.

- Oct. 26 ***THE IMPORTANCE OF SALES TERMS – INCOTERMS®***. On site or virtual program, sponsored by the Sioux Falls International Trade Center, will provide: A brief history of the rules; Key definitions; What they do and don't do; Incoterms® 2020 Rules. 8:00 a.m. – 12:00 p.m. CDT, USD Community College for Sioux Falls, Avera Hall, 4801 North Career Avenue, Sioux Falls, SD. Fee: \$125. For information & registration, please see: <https://www.eventbrite.com/e/in-depth-studies-of-incoterms-2020-and-all-about-canada-seminar-tickets-169531058961>.
- Oct. 26 ***BUILDING RESILIENCE IN GLOBAL SUPPLY CHAINS***. Webinar sponsored by the Illinois SBDC at College of DuPage. Presentation by **Lauren Pittelli**, Principal, Baker Logistic Consulting Service, will discuss how to build resilience in your global supply chain and mitigate the risks in the future. 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/35271>.
- Oct. 26 ***ALL ABOUT CANADA***. On site or virtual program sponsored by the Sioux Falls International Trade Center. Speakers include: **Ariel Delouya**, Consul General, Consulate General of Canada – Minneapolis; **Carl Pilon**, Senior Trade Commissioner, Consulate General of Canada – Minneapolis; **Bob Cowie**, Vice President of Global Trade Services, GHY International; **Alan Dewar**, Executive Vice President of Client Services and Regulatory Affairs, GHY International; **Reis Pagtakhan**, Canadian corporate immigration lawyer; **Stuart Greenfield**, Director of Business Development, Source Nutraceutical. 12:45 – 4:30 p.m. CDT, USD Community College for Sioux Falls, Avera Hall, 4801 North Career Avenue, Sioux Falls, SD. Fee: \$125. For information & registration, please see: <https://www.eventbrite.com/e/in-depth-studies-of-incoterms-2020-and-all-about-canada-seminar-tickets-169531058961>.
- Oct. 26 ***FILING PROTESTS IN THE ACE ELECTRONIC PROTEST MODULE***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will discuss the benefits of filing a protest through ACE, including: immediately receiving a confirmation date of filing and protest number and the ability to have notifications sent to up to four email addresses; automatically apply for further review by CBP headquarters; monitor old ACS protests; electronically amend protests or provide additional information; respond to CBP requests; and request accelerated disposition. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/filing-protests-in-the-ace-electronic-protest-module>.
- Oct. 27 - ***ACE EXPORT COMPLIANCE***. Two-day webinar, sponsored by the U.S. Commercial Service and the U.S. Census Bureau, features U.S. Government experts who will present on a wide range of export compliance topics. 1:00 – 5:15 CDT. Fee: \$85. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QLZ>.
- Oct. 27 ***PRACTICALITY OF USMCA: HOW TO APPLY THE REGULATIONS***. Webinar sponsored by the Illinois SBDC International Trade Center at Bradley University. Presentation by **Lisa Waller**, Vice President, BDG International, who will discuss: *Important developments included in the USMCA; Recovery of originating content (related parties); Importation of goods into Mexico and Canada; Move those goods efficiently and legally*. 12:00 – 1:15 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.bradley.edu/calendar/event-detail.dot?id=e2b20f02-9c8e-452b-8280-138ba805940a>.
- Oct. 27 ***THE PANAMA-U.S. FREE TRADE AGREEMENT***. Webinar, sponsored by the World Trade Research Institute, will explain the details of the agreement and how you can take advantage of these opportunities. 12:00 – 1:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eiklx6mydf53d23d&oseq=&c=&ch=>.
- Oct. 28 ***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-5/>.

- Oct. 28 **FOREIGN EXCHANGE AND CURRENCY RISK MANAGEMENT.** Virtual workshop, sponsored by the Illinois SBDC International Trade Center at College of Lake County, will cover an introduction to the foreign exchange market, how to read exchange rates, and basic tools for currency risk management; it will also go through the pros and cons of dealing in other currencies and the steps of creating an invoice in foreign currency. 10:00 – 11:15 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://tadclc.bdifocus.com/Training/TrainingDetails.aspx?tid=421>.
- Oct. 28 **M&A ANTI-CORRUPTION DUE DILIGENCE AND INTEGRATION IN THE A&D INDUSTRY DURING A PANDEMIC.** Virtual aerospace and defense luncheon sponsored by Miller Canfield. Panelists include: **Kirk Foster**, Director of Compliance and Privacy, HII Technical Solutions, a division of Huntington Ingalls Industries; **Brooke Horiuchi**, Corporate Counsel - Global Compliance Program, Northrop Grumman; **Bryan Moser**, Partner, Forensic Advisory Services, Grant Thornton; **Jim Needham**, Vice President and Associate General Counsel, Global Ethics and Compliance, Raytheon Technologies. 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_xPNJJR9wQU6VmsV6QAJ01Q.
- Nov. 5 **CHICAGO CONSULAR CORPS 2021 GALA.** Event sponsored by Chicago Sister Cities International and World Business Chicago. The proceeds from this special event will support the work of Chicago Sister Cities International, World Business Chicago and fund Chicago Consular Corps scholarships to the University of Illinois at Chicago. 6:00 – 9:00 p.m., Hilton Chicago, 720 South Michigan Avenue. Fee: \$500. For information & registration, please see: <https://www.pjhchicago.com/events/ccc>.
- 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. 8 - **EXPORT TO CHINA WEEK: INDIVIDUAL APPOINTMENTS.** Virtual meetings with buyers, distributors & agents sponsored by the Illinois Office of Trade & Investment. To schedule an appointment, please contact: Zhigang.Ren@Illinois.gov. **Deadline: October 6.**
- Nov. 9 **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. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-201-webinar-13/>.
- Nov. 9 **TARIFF CLASSIFICATION.** Seminar, 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., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.
- Nov. 9 **EXPORT TO CHINA WEEK: LOGISTICAL SOLUTIONS FOR EXPORTING TO THE ASIA-PACIFIC REGION.** Webinar sponsored by the Illinois Office of Trade & Investment. Presentation by **Paul Jarzombek**, Chief Operating Officer, LR International. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://bit.ly/3Enj3N5>.

- Nov. 9 **THE EBB AND FLOW OF RETURNED SCIENTISTS AND ENGINEERS TO CHINA: WHAT DOES IT TELL US.** Third in a series of China Innovation webinars sponsored by the Asian/Pacific Studies Institute, Duke University. Presentation by Dr. **David Zweig**, Hong Kong University of Science & Technology. 6:00 – 7:30 p.m. CST. No fee; advance registration required. For information & registration, please see: https://duke.zoom.us/webinar/register/WN_5JzXMX9OS6WiVJGtHzbvKQ.
- Nov. 10 - **NEXTCHINA 2021.** Hybrid conference sponsored by SupChina. **Day 1** (virtual). Keynote: **Ryan Hass**, Senior Fellow and the Michael H. Armacost Chair in the Foreign Policy Program, Brookings, and author, *STRONGER: Adapting America's China Strategy in an Age of Competitive Interdependence*, who will discuss the thinking behind his book and what is in store for the two countries for the rest of Biden's first term and beyond. Panel topics include: *China in the Post Pandemic World Order; Corporate America Confronts the China Conundrum; Chinese Manufacturing of New/Environmental Tech in the U.S.* No fee; advance registration required. **Day 2** (New York City). Keynote: **Joyce Chang**, Chair of Global Research, J.P. Morgan, who will share what J.P. Morgan is observing globally through their data and how China is changing the game in ways never before seen. Podcast with **Peter Hessler**, Writer, Journalist and Author. Panel: *How to Lead in a True Global Economy*. Networking rooms with: **Craig Allen**, President, U.S.-China Business Council; **Winston Ma**, Founding Partner, CloudTree Ventures; **Wayne Silby**, Chairman and Co-founder, SynTao. Reception. Fee: \$250 (by Oct. 27; \$500 thereafter). For information & registration, please see: <https://go.supchina.com/2021-nextchina-conference>.
- Nov. 10 **USMCA THE MODERNIZED NAFTA.** Seminar, 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., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/usmca/>.
- Nov. 10 **EXPORT TO CHINA WEEK: FIRESIDE CHAT – A DISCUSSION WITH SUCCESSFUL EXPORTERS.** Webinar sponsored by the Illinois Office of Trade & Investment. Two Illinois exporters who have successfully exported to the Asia-Pacific will discuss how to navigate exporting to the region. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://bit.ly/2XVSOMS>.
- Nov. 10 **DUTY DRAWBACK 2021 UPDATE.** Virtual training, sponsored by The World Academy, will provide a comprehensive review of the new duty drawback program included as part of the Trade Facilitation and Enforcement Act of 2016 (TFTEA drawback). 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://www.theworldacademy.com/product-page/11-10-duty-drawback-2021-update-training>.
- Nov. 11 **IMPORTING PROCEDURES.** Seminar, 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., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-procedures/>.
- Nov. 12 **IMPORTING 201.** Seminar, sponsored by the Global Training Center, will cover: *The Legal Requirement for Compliance; Types of CBP audits and enforcement; Responding to CBP Audit inquiries and the different audit types; Preparing your company for regulatory enforcement; Trusted Trader/ISA; Policy and Procedure Manual.* 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-201/>.

- Nov. 15 - **THE POWER OF GREEN ENERGY: OUR FUTURE IS NOW!** Hybrid in-person/livestream event sponsored by the: U.S. Commercial Service; Embassy of the United States of America in France; and Business France. Event aims to highlight real-world technology-driven solutions to tackle the climate change crisis and showcase how green energy and technologies will help shape the future. Workshop topics: *Offshore Wind; Battery Storage; Hydrogen; Smart Grid Technologies; Green Tech Investments*. Conference & Workshops – No fee; Virtual B2B Matchmaking with French & European companies - \$500. For information & registration, please see: https://content.govdelivery.com/attachments/USITATRADE/2021/09/08/file_attachments/1928599/Flyer_Save%20the%20Date_The%20Power%20of%20Energy.pdf.
- Nov. 15 **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. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-webinar-10/>.
- Nov. 16 **LETTERS OF CREDIT**. Seminar, sponsored by the Global Training Center, will cover: *Introduction/Decision Criteria; Letters of Credit as Method of Payment; Review of L/C Procedure as Exporter and as Importer; Look at Various Types of L/C's; Special Types of Letters of Credit; Uniform Customs and Practice for Documentary Credits – Rules of the Articles and Note on Each Article; Transaction Review – Import; Case Study on an Export Letter of Credit; Non-Traditional Payment Methods*. 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/letters-of-credit/>.
- Nov. 17 **INTERNATIONAL LOGISTICS**. Seminar, 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., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/international-logistics/>.
- Nov. 17 **CATALYZE TRANSFORMATIONS AND TAKE ADVANTAGE OF MULTI-FUNCTIONAL GCCs**. Third in a series of four webinars (*Global Capability Centers – India as the Preferred Destination*) sponsored by Nexdigm in association with ICICI Bank, Canada, and U.S.-India Business Council. Experts will share their insights and experiences. 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: https://us06web.zoom.us/webinar/register/7316311863106/WN_3VwLQFqMRae_gpsJfmu4sg.
- Nov. 17 **E-COMMERCE COMPLIANCE UPDATE 2021**. Virtual training, sponsored by The World Academy, will review key components of E-commerce compliance management to protect the financial risks of your organizations as this business sector continues its massive growth and expansion year after year. 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://www.theworldacademy.com/product-page/11-17-e-commerce-compliance-update-2021>.
- Nov. 18 **EXPORTING PROCEDURES**. Seminar, 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., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-chicago-il/>.

- Nov. 18 **INTRODUCTION TO EXPORTING.** Virtual workshop, sponsored by the Illinois SBDC International Trade Center at College of Lake County, will provide you with a comprehensive overview of export requirements and procedures, including: export readiness; how to select target markets; market research and prioritization; finding good partners; methods of payment; insurance; managing your international shipments; and export compliance. 10:00 – 11:15 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://tadclc.bdifocus.com/Training/TrainingDetails.aspx?tid=422>.
- Nov. 18 **BUSINESS OPPORTUNITIES IN HONDURAS.** Fourth in a series of seven webinars on Central America sponsored by the U.S. Commercial Service. Each program will describe business opportunities for U.S. firms in the respective country. 12:00 p.m. CST. Fee: \$30 (\$120 for the series). For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QBN>.
- Nov. 19 **INCOTERMS[®] 2020.** Seminar, 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.* 8:30 a.m. – 12:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-chicago-il/>.
- Nov. 22 **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. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-12/>.
- Nov. 23 **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. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-webinar-12/>.
- Nov. 29 **EXPORT TO CANADA.** Webinar, sponsored by the Global Training Center, will focus on: *Doing business in Canada; To market, to market; Policers, PGAs, partners and providers; Expanding your markets: leaving the U.S.; Canadian import procedures; Special import considerations and duty reduction programs; NAFTA and other free trade agreements; BSCA enforcement; Other programs.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/export-to-canada-webinar-4/>.
- 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. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/export-to-mexico-webinar-4/>.
- Dec. 3 **COUNTRY OF ORIGIN DETERMINATION.** Webinar, sponsored by the Global Training Center, will focus on: *International Definition of Country of Origin; CBP Definition of Country of Origin; FTC Rules on Country of Origin; Substantial Transformation; Country of Origin & Section 232/301 duties.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/country-of-origin-webinar-5//>

- Dec. 5 - **2021 TRADE AMERICAS, SOUTH AMERICA TRADE MISSION AND BUSINESS CONFERENCE.** Led by the U.S. Department of Commerce, the program offers U.S. companies the opportunity to explore eleven markets in South America: Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Guyana, Paraguay, Peru, Suriname, and Uruguay. Hosted in Sao Paulo, Brazil, the Trade Americas – Business Opportunities in the South America Conference will focus on region-specific sessions, market entry strategies, export compliance, legal, logistics, disaster resilience and recovery and trade financing resources. Following the conference, participants will have the opportunity to travel to one or two of the eleven countries for matchmaking appointments with pre-screened potential buyers, agents, distributors or joint venture partners. For information and an application, please see: <https://www.trade.gov/south-america-trade-mission>.
- Dec. 6 **CTPAT CERTIFICATION OR RE-VALIDATION.** Webinar, sponsored by the Global Training Center, will cover: *Supply Chain Risk and Vulnerability; Hard and Soft Benefits of Securing the Supply Chain; Product transportation and risk of loss; CTPAT Pros and Cons; CTPAT Basics & Mechanics.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/ctpat-webinar-5/>.
- Dec. 7 **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-6/>.
- Dec. 7 **PRINCIPLED INTERDEPENDENCE: HOW TO MAINTAIN AMERICA’S HIGH-TECH ADVANTAGES OVER CHINA.** Last in a series of China Innovation webinars sponsored by the Asian/Pacific Studies Institute, Duke University. Presentation by Dr. **Scott Kennedy**, Center for Strategic & International Studies. 6:00 – 7:30 p.m. CST. No fee; advance registration required. For information & registration, please see: https://duke.zoom.us/webinar/register/WN_5JzXMX9OS6WiVJGtHzbvKQ.
- Dec. 8 **EXPORT ADMINISTRATION REGULATIONS (EAR).** Webinar, sponsored by the Global Training Center, will focus on: *Who needs to comply?; General prohibitions; Determine if you are subject to EAR; Be aware of Export Control Reform changes; Know who are prohibited parties; Record keeping requirements; Determine if your product or software is covered by the Commerce Control List (CCL); Learn to determine your Export Control Classification Numbers (ECCN); Determine license requirements.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/ear-webinar-6/>.
- Dec. 8 **ROLE OF TECHNOLOGY IN VIRTUAL MIGRATION, TRANSITION, AND GOVERNANCE OF GCCS.** Last in a series of four webinars (*Global Capability Centers – India as the Preferred Destination*) sponsored by Nexdigm in association with ICICI Bank, Canada, and U.S.-India Business Council. Experts will share their insights and experiences. 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: https://us06web.zoom.us/webinar/register/7316311863106/WN_3VwLQFqMRae_gpsJfmu4sg.
- Dec. 9 **USCANCONNECT 2021.** Virtual trade and business development event, sponsored by the U.S. Commercial, will provide U.S. SMEs with assistance in partnering with Canadian agents/distributors seeking opportunities in a dynamic U.S.-Canada trade and investment relationship. It will also bring together U.S. and Canadian government and private sector organizations to share industry insights in an engaging digital environment, discuss improvements in trade facilitation and highlight opportunities afforded by USMCA. Sector briefings include: Renewable and Clean Energy; Environmental Technologies; Cybersecurity and ICT; Healthcare; Safety and Security; Infrastructure; Mining and Minerals. “Doing Business in Canada” topics include: *The Non-Resident Importer Program for U.S. companies; Sending U.S. Temporary Workers to Canada; Labelling and Certification Requirements; Taxes for the Non-Resident companies; Health Canada Product Registration and Certification.* There will also be a session on *Doing Business in U.S. – Support programs for Canadian companies interested in investing in the United States.* 9:00 a.m. – 3:00 p.m. CST. Basic fee: \$250. For information & registration, please see: <https://www.trade.gov/canada-event-uscanconnect-2021-virtual-event>.

- Dec. 10 **OECD FOCUS ON CENTRAL ASIA: ENHANCEMENT OF TRADE POLICIES FOR BETTER BUSINESS CLIMATE.** Webinar sponsored by the American Uzbekistan Chamber of Commerce in partnership with the OECD. Speakers include: **Grégory Lecomte**, Head of Unit, Central Asia, OECD Eurasia; **Talisa zur Hausen**, Policy Analyst, OECD Eurasia; **Amélie Schurich-Rey**, Economist/ Policy Analyst, OECD Eurasia. 7:00 – 8:30 a.m. CST. No fee; advance registration required. For information & registration, please see: https://us06web.zoom.us/webinar/register/WN_S_l3czrWTKCn9S9Z_lxNVQ.
- Dec. 10 **DUTY DRAWBACK.** Webinar, sponsored by the Global Training Center, will describe: *The basics of a duty drawback program and the reasons why recovering drawback can be so beneficial; How to maximize your refundable dollar amount by implementing a full duty drawback program in compliance with Customs laws and regulations; The structure of the new 301 Tariffs that have been put into place on goods with a country of origin of China or Europe (and tbd for Vietnam) and discuss the different options involved in obtaining refunds of those additional tariffs on top of the customarily paid duty rate.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/duty-drawback-webinar-6/>.
- Dec. 16 **BUSINESS OPPORTUNITIES IN GUATEMALA.** Fifth in a series of seven webinars on Central America sponsored by the U.S. Commercial Service. Each program will describe business opportunities for U.S. firms in the respective country. 12:00 p.m. CST. Fee: \$30 (\$120 for the series). For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QBP>.
- Dec. 17 **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-13/>.
- Jan. 6 **BUSINESS OPPORTUNITIES IN BELIZE.** Sixth in a series of seven webinars on Central America sponsored by the U.S. Commercial Service. Each program will describe business opportunities for U.S. firms in the respective country. 12:00 p.m. CST. Fee: \$30 (\$120 for the series). For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QBQ>.
- Jan. 20 **BUSINESS OPPORTUNITIES IN NICARAGUA.** Last in a series of seven webinars on Central America sponsored by the U.S. Commercial Service. Each program will describe business opportunities for U.S. firms in the respective country. 12:00 p.m. CST. Fee: \$30 (\$120 for the series). For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QBR>.
- Mar. 6 - 8 **TRADE WINDS MIDDLE EAST AND AFRICA.** Mission to UAE, led by the U.S. Commercial Service, will feature meetings with U.S. commercial diplomats from over 20 countries in the Middle East, North Africa and Sub-Saharan Africa, exciting conference programming and plenty of networking. Qualified U.S. businesses may customize their experience with optional business-to-business matchmaking meetings with pre-screened buyers, agents, distributors or joint-venture partners in the UAE as well as Saudi Arabia, Algeria, Egypt, Israel, Kuwait, Morocco and Qatar. For information & registration, please see: <https://www.trade.gov/trade-winds>.
- Apr. 4 - 8 **CYBER SECURITY BUSINESS DEVELOPMENT MISSION TO SOUTH AMERICA.** The U.S. Department of Commerce is leading this mission to Peru, Chile and Uruguay. This mission aims to introduce U.S. firms and trade associations to some of South America's most rapidly growing information and communication technology (ICT), security, and critical infrastructure protection markets. It will assist U.S. companies in finding business partners to which they may export their products and services to the region. For an application, please see: <https://emenuapps.ita.doc.gov/ePublic/TM/1R1J>.

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 MichaelSilver

MichaelSilver (www.michaelsilver.com) provides a full scope of accounting and assurance, tax consulting and compliance, and consulting services to a broad range of clients in a wide variety of industries in the U.S. and internationally. Global clients are served through the Firm's membership in GMN International, an association of legally independent accounting firms. MichaelSilver is committed to exceptional service and provides creative solutions to address the needs and goals of our clients. We continually operate in a manner that reflects our pillars: innovative, trusted, consultative, and energizing.

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.