

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

January 10, 2022

******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

Jan. 19 **GLOBAL TRADE OUTLOOK 2022: THE NEW NORMAL?** Twenty-second Annual program sponsored by the **International Trade Association of Greater Chicago**. Presentation by **John G. Murphy**, Senior Vice President for International Policy, U.S. Chamber of Commerce. Murphy will share his decades of international policy insight and perspective on the global economy, COVID-19 disruptions, inflation and supply-chain congestion. 12:00 – 1:00 p.m. CST. ITA/GC Members - \$25; Non-members - \$50. For information & registration, please see: <https://www.eventbrite.com/e/global-trade-outlook-2022-the-new-normal-tickets-230438215907>.

Of Note:

United States Prevails in USMCA Dispute on Canadian Dairy Restrictions: United States Trade Representative Katherine Tai announced on January 4 that the United States has prevailed in the first dispute settlement panel proceeding ever brought under the United States-Mexico-Canada Agreement (USMCA). A USMCA panel agreed with the United States that Canada is breaching its USMCA commitments by reserving most of the in-quota quantity in its dairy tariff-rate quotas (TRQs) for the exclusive use of Canadian processors. The United States requested that a panel be established on May 25, 2021, under Chapter 31 of the USMCA. The panel issued its final report to the Parties on December 20, 2021. Under USMCA rules, Canada has 45 days from the date of the final report to comply with the Panel's findings. The panel report is here:

<https://ustr.gov/sites/default/files/enforcement/USMCA/Canada%20Dairy%20TRQ%20Final%20Panel%20Report.pdf>.

Port of Oakland Plans Pop-up Container Yard as Import Surge Slows Exporters: The Port of Oakland announced this week it is opening a 25-acre pop-up container yard outside the facilities to expedite truck turn times and free chassis for exporters. As reported in *Supply Chain Dive*, the Port of Oakland is a top export gateway for California's agriculture industry and for refrigerated proteins. In addition to the pop-up container yard, the port said it is working on further solutions to facilitate exports. It called on shipping companies to restore export services at the Port of Oakland in the short-term and said it was working on ways to manage container availability in the long-term. For more, please see: <https://www.supplychaindive.com/news/Port-of-Oakland-pop-up-container-yard-congestion/616748/>.

North Dakota Trade Office Publishes 2022 Trade Outlook Roundup: NDTO *Insights* contains a very useful summary of global trade experts' market outlooks and industry insights for 2022, including: [AgWeb: 2022 Outlook: Why Corn's Sweet Spot May Be Below \\$6 in the New Year](#); [Barron's Report: Most Commodities Had a Great Year. But 2022 Looks More Challenging.](#) (barrons.com); [Financial Post: Outlook 2022: Big Dog for Canada's Trade is Still the United States](#); [Global Trade Magazine: How to Prepare for Global Logistics in 2022](#); [UNCTAD: Global Trade Updates](#) (November 2021); [USDA: Outlook for U.S. Agricultural Trade: November 2021](#); [YPO Global Pulse: Business Outlook for 2022](#): The NDTO *Insights* summaries are here: <https://ndto.com/2022-trade-outlook-roundup/>.

U.S. to Ban Goods Made in Xinjiang, China: Under a new law the U.S. will ban imports of all goods made in whole or in part from any good from the Xinjiang Uyghur Autonomous Region in China, effective June 21, 2022, according to the Sandler, Travis & Rosenberg *Trade Report*. President Biden signed into law Dec. 23 the Uyghur Forced Labor Prevention Act, which effectively deems all goods mined, produced, or manufactured in the XUAR to be produced by forced labor in China. Even those not importing directly from China may have goods detained if the materials used to produce the imported goods in a second country are tied at any level to XUAR or specific entities or commodities associated with forced labor in China. For details, please see: <https://www.strtrade.com/trade-news-resources/str-trade-report/advisories/december/u-s-to-ban-goods-made-in-xinjiang-china>.

The World's Top Recipients of Foreign Direct Investment: As reported in the IMF *Blog*, according to the latest results of the IMF's Coordinated Direct Investment Survey, the world's top ten recipients of foreign direct investment by end-2020 were the United States, the Netherlands, Luxembourg, China, the United Kingdom, Hong Kong SAR, Singapore, Switzerland, Ireland, and Germany. Total reported foreign direct investment positions increased by \$2.2 trillion—or six percent—from 2019 to 2020 (among economies that reported data for both 2019 and 2020). For details, please see: https://blogs.imf.org/2021/12/16/the-worlds-top-recipients-of-foreign-direct-investment/?utm_medium=email&utm_source=govdelivery.

New Census Data Provide Demographic, Business Profile of Exporting Firms: New data on the number of exporting firms, the value of exports, and export destinations is now available as part of a recently released Census product. Matching export transactions to business demographics through a rich collection of Census data, the product provides a unique window into the U.S. exporting industry and company owners. For example, combined data show how many matched exporting firms were owned by women, veterans and minorities, as well as total value of exported goods. More information is here: https://www.census.gov/library/stories/2021/11/who-are-the-owners-of-exporting-firms.html?utm_campaign=20211118msacoslccstors&utm_medium=email&utm_source=govdelivery.

2021 District Export Report: The US-China Business Council has just released this report breaking down U.S. exports to China to the Congressional district level. Despite heightened tensions between the United States and China and the beginning of a pandemic-induced global recession in 2020, U.S. goods exports to China rebounded after two years of tariff increases on both sides. Early in the year, the United States and China signed the Phase One trade agreement, creating market openings in China. Both sides halted tariff escalations, China instituted a robust system of tariff exclusions to meet its commitments under the agreement, and the United States instituted some of its own. The report is here: <https://www.uschina.org/reports/2021-district-export-report>.

Prosper Africa: A U.S. Trade and Investment Initiative: With a long history of supporting U.S. exports to Africa, EXIM is building on that record with its role as a key partner in the Prosper Africa Build Together Campaign. EXIM is one of 17 federal agencies that make up Prosper Africa, a U.S. government initiative to increase trade and investment between African nations and the United States. Since Prosper Africa was launched in June 2019, the program has helped to close more than 800 deals across 45 African countries for an estimated value of \$50 billion in exports and investments. For more on the Prosper Africa Initiative, please see: https://grow.exim.gov/blog/prosper_africa_benefits_small_business_exporters.

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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- Jan. 10 ***ROAD TO THE 2022 SUMMIT OF THE AMERICAS: TRADE AND INVESTMENT.*** Webinar, sponsored by the Center for Strategic and International Studies Americas Program, will assess the strength of regional trade and investment agreements, explore prospects for supply chain relocation within the Western Hemisphere, and outline trade and investment priorities for leaders ahead of the 2022 Summit of the America. 3:00 – 4:00 p.m. CST. No fee; advance registration required. For information & registration, please see: https://csis.zoom.us/webinar/register/WN_M57lQQukTqiqC_4uMLG7eQ.
- Jan. 11 ***USMCA QUALIFICATION PROCESS.*** Webinar, sponsored by Star USA, will help you know the rules, get the tools, and pick up some new tactics for qualifying your products under USMCA. 9:00 – 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://starusa.org/events/usmca-qualification-process-webinar/>.
- Jan. 11 ***NEW YEAR - NEW RULES! REVISED GUIDANCE ON FILING VOLUNTARY SELF-DISCLOSURES FOR ITAR VIOLATIONS.*** Webinar, sponsored by Braumiller Law Group, will address: Need to file a disclosure; With whom to file; What is included in a disclosure; New DDTC guidelines for voluntary self-disclosures; Implications of not disclosing; Directed disclosures. 11:00 a.m. – 12:00 p.m. CST. Fee: \$25. For information & registration, please see: https://www.bigmarker.com/braumiller-law-group-pll/c/New-Year-New-Rules-Revised-Guidance-on-Filing-Voluntary-Self-disclosures-for-ITAR-Violations?show_live_page=true.
- Jan. 11 ***2022 ECONOMIC FORECAST: A GLOBAL PERSPECTIVE.*** Webinar sponsored by the Madison International Trade Association with Bank of America. Presentations by **Marci McGregor**, Senior Investment Strategist & Managing Director, Bank of America, and **Ron Feldman**, Chief Operating Officer, Federal Reserve Bank of Minneapolis. 12:30 – 2:30 p.m. CST. MITA Members – No fee; Non-members - \$45. For information & registration, please see: https://www.mitatrade.org/event_item/2022-economic-forecast-a-global-perspective/.
- Jan. 11 ***NEW PRODUCT CLASSIFICATIONS UNDER HTSUS 2022.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review how January 1 changes will impact current classifications and rulings, help importers ensure they are exercising reasonable care, and identify any opportunities for new cost savings. 1:00 – 2:30 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/new-product-classifications-under-htsus-2022>.
- Jan. 12 ***TAP INTO BUSINESS OPPORTUNITIES IN SOUTHEAST ASIA'S WATER MARKET AT SINGAPORE INTERNATIONAL WATER WEEK 2022.*** Webinar, sponsored by the Illinois Office of Trade & Investment, will provide: A market overview of the region as it relates to the water sector; The emerging challenges facing urban communities in Southeast Asia; A review of Singapore International Water Week 2022. 7:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://bit.ly/2VYbD1p>.
- Jan. 12 ***IMPORTING PROCEDURES.*** Webinar, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Overview of the Harmonized Tariff Schedule of the U.S.; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-procedures/>.
- Jan. 13 ***IMPORTING 201.*** Webinar, sponsored by the Global Training Center, will cover: *The Legal Requirement for Compliance; The Types of CBP Audits and Enforcement; Responding to CBP Audit Inquiries with a Focus on the FAR; Long before the Audit: Preparing Your Company for Regulatory Enforcement; Trusted Trader/ISA; Policy and Procedure Manual.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-201/>.

- Jan. 13 ***CUSTOMS VALUATION 101***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide the basic concepts and terminology of customs valuation to aid importers and brokers in meeting their reasonable care obligations and provide information useful to buyers and finance staff in understanding how customs valuation can impact a company's bottom line. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: [https://www.strtrade.com/training/events/upcoming-webinars/old/customs-valuation-101-\(1\)](https://www.strtrade.com/training/events/upcoming-webinars/old/customs-valuation-101-(1)).
- Jan. 13 ***ECONOMIC AND MONETARY POLICY BRIEFING WITH BANK INDONESIA GOVERNOR, PERRY WARJIYO***. Webinar sponsored by the American Indonesian Chamber of Commerce. Presentation by **Perry Warjiyo**, Governor, Bank Indonesia, who will brief U.S. investors and businesses on economic developments in Indonesia. He will also comment on the Bank's monetary policy and its progress towards the goal of becoming the world's first "digital central bank." 7:00 – 8:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eizlkaxz3f8ffcd&oseq=&c=be6ddb20-32ca-11e3-827d-d4ae5275505f&ch=bef69320-32ca-11e3-837f-d4ae5275505f>.
- Jan. 18 ***CUSTOMS COMPLIANCE CHECKLIST FOR 2022***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide a practical compliance checklist to guide your company throughout the year. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/customs-compliance-checklist-for-2022>.
- Jan. 19 ***GLOBAL CONTRACT MANAGEMENT AND PROCESS IMPROVEMENTS***. Webinar sponsored by Mondaq and Nexdigm. Presentation by **Kirk Samson**, Nexdigm, who will focus on the efficiencies and business process improvement that a good Contract Management System can offer your company. 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.mondaq.com/webinars/webinar/402/Global-Contract-Management-and-Process-Improvements>.
- Jan. 19 ***LEVERAGE THE POWER OF VIDEO TO GROW YOUR BUSINESS GLOBALLY***. Webinar, sponsored by IBT Online, will share expertise, case studies, client testimonials and experience in delivering video marketing success. 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://info.ibt.onl/video-marketing-2021>.
- Jan. 19 ***LEVERAGE THE POWER OF VIDEO TO GROW YOUR BUSINESS GLOBALLY***. Webinar, sponsored by IBT Online, will share expertise, case studies, client testimonials and experience in delivering video marketing success. 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://info.ibt.onl/video-marketing-2021>.
- Jan. 19 ***GLOBAL TRADE OUTLOOK 2022: THE NEW NORMAL?*** Twenty-second Annual program sponsored by the **International Trade Association of Greater Chicago**. Presentation by **John G. Murphy**, Senior Vice President for International Policy, U.S. Chamber of Commerce. Murphy will share his decades of international policy insight and perspective on the global economy, COVID-19 disruptions, inflation and supply-chain congestion. 12:00 – 1:00 p.m. CST. ITA/GC Members - \$25; Non-members - \$50. For information & registration, please see: <https://www.eventbrite.com/e/global-trade-outlook-2022-the-new-normal-tickets-230438215907>.
- Jan. 20 ***EXPORTING PROCEDURES***. Webinar, sponsored by the Global Training Center, will cover: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean*. 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/exporting-procedures/>.

- 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>.
- Jan. 20 ***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. laws and how those required to keep records can best meet their obligations. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: [https://www.strtrade.com/training/events/upcoming-webinars/customs-recordkeeping-101-what-you-need-to-know-\(1\)](https://www.strtrade.com/training/events/upcoming-webinars/customs-recordkeeping-101-what-you-need-to-know-(1)).
- Jan. 21 ***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/incoterms/>.
- Jan. 22 ***MARKET OPPORTUNITIES IN EUROPE.*** Hybrid roundtable discussion sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association with the Wisconsin Economic Development Corp. The focus will be on southern Germany and Austria as WEDC is planning a trade venture to the region in May. 8:00 – 9:30 a.m. CST, MMAC, 275 West Wisconsin Avenue, Suite 220, Milwaukee, WI, or virtual. No fee; advance registration required. For information & registration, please see: https://web.mmac.org/events/Market-Opportunities-in-Europe-with-WEDC-3980/details?utm_source=cerkl&utm_medium=email&utm_campaign=newsletter-12142021&cerkl_id=14874894&cerkl_ue=BEV9OtABOYpZvTyrFicKmcN2KvAY3svqilL3VWimmE%3D.
- Jan. 24 ***TARIFF CLASSIFICATION.*** Webinar, sponsored by the Global Training Center, will cover: *Structure of the HTS; Difference between HTSUS and Schedule B; Tariff classification of products for imports and exports; General Rules of Interpretation (GRI); General Notes; How to apply for and use U.S. Customs classification rulings.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.
- Jan. 24 ***U.S.-CHINA AGRICULTURAL SME SHOWCASE.*** Sponsored by the United States Heartland China Association, this is a virtual showcase event accompanied by a virtual exhibit hall with education resources to help Ag SMEs from both the U.S. and China gain visibility, connections, and business leads. Applications are due by January 14. 7:00 p.m. CST. For information & an application, please see: <https://usheartlandchina.org/projects-events/agriculture-sme-showcase/>.
- Jan. 25 ***USMCA THE MODERNIZED NAFTA.*** Webinar, sponsored by the Global Training Center, will cover: *USMCA Introduction; Definitions; A Closer Look at Origination; Finer Points of Origination; USMCA and Special Sectors; Origin Certification; USMCA in the Organization; Country of Origin for Marking Purposes; Article 2 USMCA's Effects on Temporary Entry, Duty Deferral and Duty Drawback.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/usmca/>.
- Jan. 25 ***WHY CHINA MATTERS TO THE HEARTLAND.*** Virtual program, sponsored by the U.S. Heartland China Association and the US-China Business Council, will describe how each Heartland state benefits from its relationship with China economically, educationally and culturally. 9:00 – 10:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://usheartlandchina.org/projects-events/why-china-matters/>.
- Jan. 25 ***CLASSIFYING CHEMICALS 101: WHAT YOU NEED TO KNOW.*** Webinar sponsored by International Compliance Professionals Association in partnership with Braumiller Consulting Group. Topics include: *Organic or Inorganic; Cyclic vs. Acyclic; Aromatic and Modified Aromatic; Salts; Phosphides and Carbides; Hydrocarbons; Ethers; Aldehydes; Ketones and Quinones.* 10:30 a.m. – 12:00 p.m. CST. ICPA Members - \$25; Non-members - \$35. For information & registration, please see: <https://web.cvent.com/event/298e80df-6c9c-4a84-bd11-fd5f9431b2b7/summary>.

- Jan. 26 **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/international-logistics/>.
- Jan. 26 **INDO-PACIFIC REGION EDUCATION MARKET UPDATE.** Webinar, sponsored by the U.S. Commercial Service, will provide a market update and a preview of the Indo-Pacific Virtual Connection Program to be held in March 2022. 9:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QDE>.
- Jan. 27 **“PARTNERING FOR COMPLIANCE™” CUSTOMS/IMPORT BOOT CAMP 2022.** Virtual program sponsored by Braumiller Law Group, PLLC. Topics include: Introduction to CBP; Classification, Duty and Fees; Valuation for Customs and other requirements; Customs Programs, remedies & enforcement. 8:00 a.m. – 3:00 p.m. CST. Fee: Non-U.S. Government - \$250 (by January 21; \$300 thereafter); U.S. Government Employees - \$150 (by January 21; \$190 thereafter). For information & registration, please see: <http://www.partneringforcompliance.org/pfcimp22.pdf>.
- Jan. 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. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/country-of-origin/>.
- Jan. 27 **COLOMBIA FRANCHISE MARKET OVERVIEW, BEST PROSPECTS FOR U.S. FRANCHISORS.** Webinar sponsored by the U.S. Commercial Service. Government and private industry executives will provide a market overview and case studies. 10:00 – 11:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QD9>.
- Jan. 27 **AEROSPACE & DEFENSE SUPPLIER SUMMIT.** Webinar, sponsored by the U.S. Commercial Service, will describe the benefits of attending the April 11-13 Summit in Seattle. The Summit is the only venue for the entire supply chain to connect with 100+ Boeing delegates and other OEMs through pre-arranged one-on-one meetings. 10:00 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: https://trade.webex.com/webappng/sites/trade/meeting/register/6f909205bcd4c1c807c3932fb72b797?ticket=4832534b0000000464a31fe213a6b76e86062780dbb927c70c7ae001340b76f115874f8d21927832×tamp=1641494310012&locale=en_US.
- Jan. 27 **STRENGTHENING THE SUPPLY CHAIN AND THRIVING THROUGH UNCERTAINTY.** Webinar sponsored by the Traffic Club of Chicago in conjunction with the North American Transportation Club Alliance. Panelists will discuss the latest supply chain challenges, trends and the key performance indicators they monitor to redefine their game plan. Panelists include: **Mark Szakonyi**, Executive Editor, JOC; **Mario Cordero**, Executive Director, Port of Long Beach, California; **Noah Hoffman**, Vice President North America Surface Transportation, CH Robinson; **Dan Bresolin**, Vice President, Intermodal, CN; **Crissi Large**, Import Manager, Conair Corp.; **Trevor Fridfinnson**, COO, Bison Transportation. 10:30 a.m. CST. No fee; advance registration required. For information & registration, please see: https://us06web.zoom.us/webinar/register/WN_YKtLK20ISMi3KrLeUNwYPA.
- Jan. 27 **HOT TRADE TOPICS: UPDATE ON ACTIONS BY THE ADMINISTRATION, CONGRESS, AND THE JUDICIARY IMPACTING TRADE.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., provides 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. CST. Fee: \$200. 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-\(1\)](https://www.strtrade.com/training/events/upcoming-webinars/hot-trade-topics-update-on-actions-by-the-administration-congress-and-the-judiciary-impacting-trade-(1)).

- Jan. 27 ***THE U.S. LEGAL LANDSCAPE FOR FOREIGN INVESTORS.*** Webinar, sponsored by Harris Bricken, will cover: *Legal structure for selling products or services in the U.S.; Choosing between different entity structures; Protecting the investment; Overview of the U.S. Immigration System; Choice of visas for foreign companies; Visa options for individual investors.* 2:00 – 3:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/8981053286600573195?source=Email-Blast>.
- Jan. 28 ***FORGING LINKS: HOW THE CONSULATE OF MEXICO CAN HELP YOUR COMPANY EXPAND TRADE IN MEXICO.*** Breakfast program sponsored by the International Trade Council of Greater Kansas City. Presentation by **Alfonso Navarro Bernachi**, Head Consul, Consulate of Mexico in Kansas City, MO. 7:30 a.m., Port KC, 110 Berkley Plaza, Kansas City, MO. ITCGKC Members - \$30; Non-members - \$40. For information & registration, please see: https://drive.google.com/file/d/1T_hokVq4ytLkM-NDn0gHlqIDUvbfz893/view.
- Jan. 31 - ***MANAGING A NEW ERA IN TRADE.*** Washington International Trade Conference (Virtual), sponsored by the Washington International Trade Association, brings together leaders in international trade from across the U.S. and around the world to explore the trade landscape and look toward the future of trade. Jan. 31: 12:00 – 4:00 p.m. CST; Feb. 1: 8:00 – 10:00 a.m. CST; Keynote: 11:00 a.m. – 1:00 p.m. CST. WITA Members - \$150 (by Dec. 1; \$250 by Jan. 1; \$300 thereafter); Non-members - \$250 (by Dec. 1; \$350 by Jan. 1; \$400 thereafter). For information & registration, please see: <https://www.wita.org/events/2022-washington-international-trade-conference/>.
- Feb. 1 - ***PASSPORT TO PROFICIENCY ON THE ITAR.*** Virtual program sponsored by the American Conference Institute. Topics include: *Compliance Roadmap & Classification; The “How To” of ITAR Classification; Foreign, Dual and Third Country Nationals, and Technology Transfers; Licensing Requirements and Exemptions; ITAR Compliance in Practice: The Core Elements of an Effective Program, Due Diligence and Supply Chain Management.* Classes meet virtually on Tuesdays and Thursdays from 12:00 – 3:30 p.m. CST for four consecutive weeks. Fee: \$1,595 (by December 17; \$1,795 thereafter). For information & registration, please see: <https://www.americanconference.com/international-traffic-in-arms-regulations/>.
- Feb. 24 ***GROWING AN ORGANIC, NATURAL WELLNESS BRAND GLOBALLY.*** Webinar sponsored by Women Entrepreneurs Grow Global. Presentation by Stephanie Morimoto, Owner and CEO, Asutra, who will share how to: Grow your distribution; Drive product development; Build a strong team; Establish agency partnerships; Scale through e-commerce. 11:00 a.m. – 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: https://register.gotowebinar.com/register/6659157409408784395?mc_cid=74a6ab8a24&mc_eid=6499c7d108.
- Feb. 8 ***IMPORTING PROCEDURES.*** Webinar, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Overview of the Harmonized Tariff Schedule of the U.S.; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-procedures/>.
- Feb. 8 ***MOVING YOUR MANUFACTURING FROM CHINA TO MEXICO.*** Webinar, sponsored by Harris Bricken, will focus on the practical aspects of successfully rearranging your value chains out of China, how to enter the Mexican market and how to operate successfully there. 2:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/3967598023704274444?source=China-Law-Blog>.

- Feb. 9 **CONVERSATION ON 7 RISKS TO ASIAN ECONOMIC RESILIENCE AND WHAT TO EXPECT IN EURASIA IN 2022.** Webinar sponsored by the American Uzbekistan Chamber of Commerce. Presentations by **Bart Édes**, Professor of Practice, McGill University and Distinguished Fellow, Asia Pacific Foundation of Canada, and **Chris Weafer**, Chief Executive, Macro-Advisory Ltd. 7:00 – 8:30 a.m. CST. No fee; advance registration required. For information & registration, please see: https://us06web.zoom.us/webinar/register/WN_N97XuxLXSEiNy5MXAycPoA.
- Feb. 9 **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/international-logistics/>.
- Feb. 9 **LETTERS OF CREDIT.** Webinar, 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 – Export; Transaction Review – Import; Case Study On An Export Letter Of Credit; Non-Traditional Payment Methods.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/letters-of-credit/>.
- Feb. 10 **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/ear/>.
- Feb. 11 **INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR).** Webinar, sponsored by the Global Training Center, will cover: *The international traffic in arms regulations and United States Munitions List; Registration with the State Department; ITAR technical data controls; ITAR licenses; Compliance and enforcement; Regulation of brokering activities.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/itar/>.
- Feb. 14 - 24 **THE WORLDECR VIRTUAL FORUM 2022.** Sponsored by *WorldECR*, the virtual forum features 18 sessions, focusing both on new developments and changes in sanctions and export controls, and also on the practical nuts and bolts ‘must-know’ elements of trade compliance. Fee: £495 + VAT where appropriate. For information & registration, please see: <https://www.worldecr.com/worldecr-virtual-forum/>.
- Feb. 15 - 17 **HEALTHCARE VIRTUAL ROAD TRIP TO INDIA.** Sponsored by the U.S. Commercial Service, this virtual program offers U.S. healthcare and medical technology companies the opportunity to learn about India’s healthcare market and local businesses. Following an opening informational session, U.S. companies will have the opportunity to meet one-on-one with Indian businesses vetted by our seven embassy and consulates in India. Optional: U.S. companies can add-on or solely participate in the product promotion seminar that will be held on February 15. Virtual Road Trip - \$900 per company; Product Promotion - \$150. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editNewReg.do?SmartCode=2R1P>.
- Feb. 15 **CTPAT CERTIFICATION OR RE-VALIDATION.** Webinar, sponsored by the Global Training Center, will cover: *Supply Chain Risk and Vulnerability; Hard and Soft Benefits of Securing the Supply Chain; Product transportation and risk of loss; CTPAT Pros and Cons; CTPAT Basics & Mechanics.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/ctpat/>.

- Feb. 16 **EXPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/exporting-procedures/>.
- Feb. 16 **CHINA'S VOCATIONAL EDUCATION AND TRAINING MARKET.** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of China's vocational education and training market, including its policies, business opportunities, and challenges. Speakers will include the Shanghai International Education Exchange Association, the Chief Editor of International Education Section of EOL.cn, and the South China Vocational Education Group Company. 7:00 p.m. CST. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QDF>.
- Feb. 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. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/incoterms/>.
- Feb. 17 **EXPORTING TO CANADA: ILLINOIS' #1 EXPORT MARKET.** Webinar, sponsored by the Illinois SBDC International Trade Center at College of Lake County, will address: Trends in the Canadian economy, post-COVID; Best export prospects for Illinois companies to Canada; Changes under the USMCA which will impact Illinois exports to Canada, including the importance of e-commerce; Strategies to enhance exporter success in the Canadian market; DCEO/OTI programs to assist Illinois companies with respect to their export initiatives. 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=503>.
- Feb. 22 **TARIFF CLASSIFICATION.** Webinar, sponsored by the Global Training Center, will cover: *Structure of the HTS; Difference between HTSUS and Schedule B; Tariff classification of products for imports and exports; General Rules of Interpretation (GRI); General Notes; How to apply for and use U.S. Customs classification rulings.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.
- Feb. 23 **USMCA THE MODERNIZED NAFTA.** Webinar, sponsored by the Global Training Center, will cover: *USMCA Introduction; Definitions; A Closer Look at Origination; Finer Points of Origination; USMCA and Special Sectors; Origin Certification; USMCA in the Organization; Country of Origin for Marking Purposes; Article 2 USMCA's Effects on Temporary Entry, Duty Deferral and Duty Drawback.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/usmca/>.
- Feb. 23 **THE AUSTRALIAN MARKET FOR WASTE MANAGEMENT & RECYCLING SOLUTIONS.** Webinar, sponsored by the U.S. Commercial Service, will provide U.S. suppliers of waste management and recycling solutions with an understanding of the Australia market, the opportunities that exist and practical steps to developing and implementing a market entry strategy. 4:00 p.m. CST. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QDS>.
- Mar. 2 **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/export-to-mexico/>.

- Mar. 3 **EXPORT TO CANADA.** Webinar, sponsored by the Global Training Center, will focus on: *Doing business in Canada; To market, to market; Policers, PGAs, partners and providers; Expanding your markets: leaving the U.S.; Canadian import procedures; Special import considerations and duty reduction programs; NAFTA and other free trade agreements; BSCA enforcement; Other programs.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/export-to-canada/>.
- Mar. 6 - **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>.
- Mar. 7 **IMPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Overview of the Harmonized Tariff Schedule of the U.S.; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-procedures/>.
- Mar. 11 **IMPORTING 201.** Webinar, sponsored by the Global Training Center, will cover: *The Legal Requirement for Compliance; The Types of CBP Audits and Enforcement; Responding to CBP Audit Inquiries with a Focus on the FAR; Long before the Audit: Preparing Your Company for Regulatory Enforcement; Trusted Trader/ISA; Policy and Procedure Manual.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-201/>.
- Mar. 16 **EXPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/exporting-procedures/>.
- Mar. 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/incoterms/>.
- Mar. 17 **INFORMATION SESSION: SELL GLOBAL WITH EXPORTING ASSISTANCE SERVICES.** Webinar, sponsored by the Illinois SBDC International Trade Center at College of Lake County, will discuss why exporting is a sustainable opportunity to increase revenue and is an organic business strategy. Additional topics include: benefits of exporting; myths about exporting; export readiness; mitigating risks; and new-to-exporting requirements and procedures. 10:00 – 10:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/information-sessions-sell-global-with-exporting-assistance-services-registration-200438245187>.

- Mar. 23 **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/international-logistics/>.
- Mar. 24 **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/country-of-origin/>.
- Mar. 27 - **TRADE MISSION TO CENTRAL AMERICA AND BUSINESS CONFERENCE.** The Department of
Apr. 1 Commerce, International Trade Administration is organizing a trade mission to Central America that will include the Trade Americas – Business Opportunities in Central America Conference in Guatemala City, Guatemala on March 28-28. The mission is open to U.S. companies from a cross section of industries with growing potential in Central America, but is focused on U.S. companies representing best prospects sectors such as: Agriculture, Automotive Parts, Accessories, and Service Equipment, Construction Equipment and Services, Cosmetics, Cybersecurity, Design and Construction, Disposable Medical Supplies, Education and Training, Energy, Franchising, Information and Communications Technology, Medical Equipment, Packaging Equipment & Machinery, Plastics, Safety & Security, Solar Energy Products, Travel and Tourism. Following the Business Conference, participants will have the opportunity to make separate country visits to Costa Rica, Belize, El Salvador, Honduras, Panama. For information & an application, please see: <https://emenuapps.ita.doc.gov/ePublic/TM/2R1K>.
- Mar. 28 **TARIFF CLASSIFICATION.** Webinar, sponsored by the Global Training Center, will cover: *Structure of the HTS; Difference between HTSUS and Schedule B; Tariff classification of products for imports and exports; General Rules of Interpretation (GRI); General Notes; How to apply for and use U.S. Customs classification rulings.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.
- Mar. 29 **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/usmca/>.
- Apr. 4 - **CYBER SECURITY BUSINESS DEVELOPMENT MISSION TO SOUTH AMERICA.** The U.S.
8 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>.
- Apr. 7 **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/ctpat/>.

- Apr. 12 - **U.S.-CARIBBEAN BUSINESS CONFERENCE**. Sponsored by the U.S. Commercial Service and the South Florida District Export Council, participants will receive up-to-date market intelligence to help develop practical strategies for winning procurements and for exporting their goods and services. The program will include U.S. diplomats, industry professional, trade experts, international business experts, high-level government officials and seasoned exporters-with plenty of opportunity for networking. High priority sectors include: Energy; Transportation; Design & Construction; ICT; and Healthcare. Hilton Miami Airport Blue Lagoon, 5101 Blue Lagoon Drive, Miami FL. Fee: \$345 (by January 15; \$395 thereafter). For information & registration, please see: <https://southfloridadec.com/events/u-s-caribbean-business-conference-2022/>.
- Apr. 12 **IMPORTING PROCEDURES**. Webinar, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Overview of the Harmonized Tariff Schedule of the U.S.; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-procedures/>.
- Apr. 13 **LETTERS OF CREDIT**. Webinar, 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 – Export; Transaction Review – Import; Case Study On An Export Letter Of Credit; Non-Traditional Payment Methods*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/letters-of-credit/>.
- Apr. 14 **INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR)**. Webinar, sponsored by the Global Training Center, will cover: *The international traffic in arms regulations and United States Munitions List; Registration with the State Department; ITAR technical data controls; ITAR licenses; Compliance and enforcement; Regulation of brokering activities*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/itar/>.
- Apr. 17 - **WATER EXPO SINGAPORE**. Qualified Illinois small businesses are invited to join the Illinois Office of Trade & Investment to exhibit in the Illinois Pavilion at the Singapore Water Expo trade show. Illinois companies who qualify for this mission will receive: Exhibit space; 25 – 75% partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$250. Space is limited. For information & an application, please contact (by January 31): lauro.arias@illinois.gov.
- Apr. 19 **EXPORT ADMINISTRATION REGULATIONS (EAR)**. Webinar, sponsored by the Global Training Center, will focus on: *Who needs to comply?; General prohibitions; Determine if you are subject to EAR; Be aware of Export Control Reform changes; Know who are prohibited parties; Record keeping requirements; Determine if your product or software is covered by the Commerce Control List (CCL); Learn to determine your Export Control Classification Numbers (ECCN); Determine license requirements*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/ear/>.
- Apr. 20 - **SIAL CANADA 2022**. Qualified Illinois small businesses are invited to join the Illinois Office of Trade & Investment to exhibit in the Illinois Pavilion at the SIAL Canada 2022 trade show in Montreal. Illinois companies who qualify for this mission will receive: Exhibit space; 25 – 75% partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$500. Space is limited. For information & an application, please contact: chris.sedgwick@illinois.gov.

- Apr. 20 **EXPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/exporting-procedures/>.
- Apr. 21 **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/incoterms/>.
- Apr. 21 **GLOBAL NEGOTIATION STRATEGIES.** Webinar sponsored by the Illinois SBDC International Trade Center at College of Lake County. Topics include: *Preparing for your negotiation; Emotional Intelligence in Negotiations; Negotiation Strategies; Evaluate Constraints; Assessing your confidence level; Trust & Ethics; Creativity and Techniques in virtual negotiations; Gender negotiation; Negotiating across cultures.* 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=504>.
- Apr. 25 **TARIFF CLASSIFICATION.** Webinar, sponsored by the Global Training Center, will cover: *Structure of the HTS; Difference between HTSUS and Schedule B; Tariff classification of products for imports and exports; General Rules of Interpretation (GRI); General Notes; How to apply for and use U.S. Customs classification rulings.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.
- Apr. 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/usmca/>.
- Apr. 27 **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/international-logistics/>.
- May 4 **EXPORT TO CANADA.** Webinar, sponsored by the Global Training Center, will focus on: *Doing business in Canada; To market, to market; Policers, PGAs, partners and providers; Expanding your markets: leaving the U.S.; Canadian import procedures; Special import considerations and duty reduction programs; NAFTA and other free trade agreements; BSCA enforcement; Other programs.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/export-to-canada/>.
- 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/export-to-mexico/>.

- May 11 **IMPORTING 201.** Webinar, sponsored by the Global Training Center, will cover: *The Legal Requirement for Compliance; The Types of CBP Audits and Enforcement; Responding to CBP Audit Inquiries with a Focus on the FAR; Long before the Audit: Preparing Your Company for Regulatory Enforcement; Trusted Trader/ISA; Policy and Procedure Manual.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-201/>.
- May 15 - **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>.
- May 15 - **GSGP TRADE MISSION TO ISRAEL.** Multi-sector mission led by the Great Lakes St. Lawrence Governors & Premiers. The goal of this mission is to assist small to medium-sized companies from the Great Lakes St. Lawrence region to export products and services to this important market. Each mission participant, virtual or in person, will receive a customized schedule of B2B meetings to meet with prospective customers and business partners. Mission participants will also benefit from networking events and logistical support provided by the GSGP Israel Trade Office. For information & registration, please see: <https://gsgp.org/projects/international-trade/trade-missions/israel-trade-mission-2022/>.
- May 26 **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/country-of-origin/>.
- May 26 **INTRODUCTION TO EXPORTING.** Webinar sponsored by the Illinois SBDC International Trade Center at College of Lake County. Topics include: *export readiness; how to select target markets; market research and prioritization; finding good partners; methods of payment; insurance; managing your international shipments; and export compliance.* 10:00 – 11:15 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://tadclc.bdifocus.com/Training/TrainingDetails.aspx?tid=422>.
- June 23 **INFORMATION SESSION: SELL GLOBAL WITH EXPORTING ASSISTANCE SERVICES.** Webinar, sponsored by the Illinois SBDC International Trade Center at College of Lake County, will discuss why exporting is a sustainable opportunity to increase revenue and is an organic business strategy. Additional topics include: benefits of exporting; myths about exporting; export readiness; mitigating risks; and new-to-exporting requirements and procedures. 10:00 – 10:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/information-sessions-sell-global-with-exporting-assistance-services-registration-200438245187>.

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.