

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

May 9, 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

- May 18 **STATE OF TRADE IN CHICAGO: THE CBP PERSPECTIVE.** Special luncheon program sponsored by the **International Trade Association of Greater Chicago** with the Chicago Customs Brokers and Forwarders Association. Presentations by **LaFonda D. Sutton-Burke**, Director of Field Operations, Chicago Field Office, U.S. CBP and **Shane Campbell**, Area Port Director, Chicago. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC & CCBFA Members - \$50; Non-members - \$75. For information & registration, please see: <https://www.eventbrite.com/e/state-of-trade-in-chicago-the-cbp-perspective-tickets-317249831787>.
- May 24 **EXPORTING TO INDONESIA.** Webinar sponsored by U.S. Department of Education, Business and International Education Grant with Governors State University, Illinois SBDC International Trade Center at the Business Development Center, College of DuPage, and the **International Trade Association of Greater Chicago**. A speaker from the U.S. Commercial Service Indonesia will provide strategies to improve your exporting outcomes and provide you with deliverables that show tangible results. 8:00 – 9:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ej4xh5npd9273643&oseq=&c=&ch=>.
- June 21 **EXPORTING TO MALAYSIA.** Webinar sponsored by U.S. Department of Education, Business and International Education Grant with Governors State University, Illinois SBDC International Trade Center at the Business Development Center, College of DuPage, and the **International Trade Association of Greater Chicago**. A speaker from the U.S. Commercial Service Malaysia will provide strategies to improve your exporting outcomes and provide you with deliverables that show tangible results. 8:00 – 9:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ej4z09zy653214a1&oseq=&c=&ch=>.

July 26 **EXPORTING TO THE PHILIPPINES.** Webinar sponsored by U.S. Department of Education, Business and International Education Grant with Governors State University, Illinois SBDC International Trade Center at the Business Development Center, College of DuPage, and the **International Trade Association of Greater Chicago**. A speaker from the U.S. Commercial Service Philippines will provide strategies to improve your exporting outcomes and provide you with deliverables that show tangible results. 8:00 – 9:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ej4x36769af3245a&oseq=&c=&ch=>.

Of Note:

UK Blocks Russia from PR, Management Consultancy and Other Services: *WorldECR* reports the UK government has taken steps to block the provision of services by UK operators to Russian clients, in addition to designating new media sector targets. The UK Foreign Development and Commonwealth Office ('FCDO') said in a press alert on 4 May that the Foreign Secretary is to 'cut off Russia's access to the UK's management consulting, accounting and PR services' and that 'further sanctions will also hit those behind Putin's vicious disinformation campaign, including RT and Sputnik online.' More information is [here](#).

Asia Growth Slows on Commodities, Covid and Rising Interest Rates: Writing in the IMF Blog, Anne-Marie Gulde-Wolf, Sanjaya Panth, and Shanaka J. Peiris project that economic growth in Asia and the Pacific is poised to slow more than previously estimated this year amid headwinds from the war in Ukraine, a resurgent pandemic, and tightening global financial conditions. Slower growth and rising prices, coupled with the challenges of war, infection and tightening financial conditions, will exacerbate the difficult policy trade-off between supporting recovery and containing inflation and debt. The post is [here](#).

Illinois Soybean Association Opens Lombard Office. You are invited to ISA's Open House on June 1 (4:00 – 6:00 p.m.) commemorating the opening of their new office in Lombard, Illinois (100 22nd Street, Suite 102). The move from their downtown Chicago location will enable ISA to better serve their Chicago legislative districts, allow for easier access and closer proximity to their urban partners and foster a team and cultivate opportunities that yield more potential for Illinois soybean farmers. RSVP here: <https://form.123formbuilder.com/6153253/>.

U.S. Export Report 2022: The U.S./-China Business Council's U.S. Export Report 2022 on U.S. exports to China paints a picture of extremes. In 2021, as global trade continued recovering from the pandemic, goods exports to China grew by 21 percent to an all-time high of \$149.2 billion. On the other hand, in 2020, the latest year of services data available, services exports to China contracted by 33 percent to \$37 billion. This was the lowest amount since 2013, reflecting the devastating impact of the pandemic on travel and education. The number of US jobs supported by both goods and services exports to China stood at just over 858,000 in 2020, roughly 44,000 fewer than in 2019, a five percent drop. For the complete report, please click [here](#).

Foresight Africa: Top Priorities for the Continent in 2022. The Brookings Institution has just released this comprehensive [report](#). Its six chapters provide insight into current conditions and offer approaches to moving the continent forward: *Africa's Economic Recovery: Financing Robust Post-Pandemic Growth*; *Public Health: Ensuring Equal Access and Self-sufficiency*; *African Women and Girls: Leading a Continent*; *Climate Change: Tackling a Global Challenge*; *Technological Innovation: Creating and Harnessing Tools for Improved Livelihoods*; *Africa's External Relations: Reinventing and Pursuing New Partnerships*.

Latin America Hit by One Inflationary Shock on Top of Another: Writing in *IMF News*, Maximiliano Appendino, Ilan Goldfajn, and Samuel Pienknagura of the Western Hemisphere Department observed that Latin America's largest economies are suffering their highest inflation in 15 years due to two major shocks: the impact of the pandemic and of the Russia – Ukraine war. As in other emerging markets and advanced economies, inflation accelerated in Brazil, Chile, Colombia, Mexico, and Peru—the LA5—in 2021. The increase in inflation was initially driven by surging food and energy prices but became broader, reflecting monetary policy inertia and wage indexation practices (contracts that adjust their terms automatically with inflation), as well as a strong recovery in demand, initially for goods but later for services too.

Peru's Economic and Business Report – Fourth Quarter 2021: Just released, the Report presents quarterly progress and projections of the main economic indicators (2021 GDP growth at 13.3%). Peru is considered one of the most important countries in Latin America and one of the world's leading emerging markets, with a solid recent history of economic and business stability. Peru's macroeconomic strengths – low levels of debt, inflation and fiscal deficit, which maintaining high levels of international reserves – is widely recognized, not only by credit rating agencies but also by worldwide investors. For a copy of the report, reach out to the Consulate in Chicago: portalwebchicago@rree.gob.pe.

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/>.

China Bought None of the Extra \$200 billion of US Exports in Trump's Trade Deal: According to the Peterson Institute for International Economics, President Trump's "historical trade deal" that committed China to purchase \$200 billion of additional U.S. exports by the end of 2021 was a failure. In the end, China bought only 57 percent of the U.S. exports it had committed to purchase under the agreement, not even enough to reach its import levels from before the trade war. Put differently, China bought none of the additional \$200 billion of exports Trump's deal had promised. The complete analysis is here: <https://www.piie.com/blogs/realtime-economic-issues-watch/china-bought-none-extra-200-billion-us-exports-trumps-trade>.

USCBC Seeks SMEs to Tell Their China Business Stories: The US-China Business Council (USCBC) is a private, nonpartisan, nonprofit organization of over 260 American companies that do business with China. In 2021, USCBC launched *50 States, 50 Stories*, a subnational initiative dedicated to small- and medium-sized enterprises (SMEs) and state-level US-China trade. The initiative seeks to highlight more voices from state and local stakeholders, document unique company stories from each state, and dig into the real, tangible impacts of the US-China relationship on American SMEs and local communities. If you want to gain visibility for your company and/or make sure state and national elected leaders know about how business with China is important for your company and community, please contact Elizabeth Rowland, USCBC Director of Subnational Initiatives (erowland@uschina.org), to schedule an interview to share your story. SME stories will be published on USCBC's *50 States, 50 Stories* webpage and pitched to state and local media outlets.

Chicago Office of Polish Investment & Trade Agency (PAIH) to Host Senior Officials in May: PAIH Chicago will be hosting a delegation involving PAIH Management Board members as well as the Director of their Investment Center. PAIH Chicago Director Michal Rzeznik writes, "This visit will take place this May and will be a great opportunity for U.S. investors and entrepreneurs to learn more about the investment opportunities and a wealth of economic incentives currently available in Poland. We aim to meet the decision makers of American entities interested in investment projects in Europe, especially companies in the modern services sector (including technology and R&D) and production sectors (especially automotive, aerospace, e-mobility, pharmaceuticals, etc.). Of course, we will also be very happy to meet companies representing other sectors as well." For more information, please contact Mr. Rzeznik directly: michal.rzeznik@paih.gov.pl.

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May 9 - ***U.S. & CHILE: SABORUSA MARKET SHOWCASE***. Virtual trade event, sponsored by the USDA's Foreign Agricultural Service, will provide a platform for U.S. exporters to have one-on-one meetings with interested Chilean brokers, distributors, and importers who can help sell your products in Chile. Export-ready U.S. processed foods include such items as: Beer and spirits; Processed pork products (such as bacon, ham, sausages, salami, hot dogs, lunch meat, canned meat, and meat-based sauces); Premium beef cuts; Cheeses. Application deadline: **February 18**. For information & an application, please see: <https://www.fas.usda.gov/topics/virtual-trade-events/us-canada-sweets-snacks-market-showcase-0>.

May 9 - ***USA: A STUDY DESTINATION VIRTUAL CONNECTION PROGRAM – LATIN AMERICA***. Sponsored by the U.S. Commercial Service, U.S. universities, colleges, secondary institutions, and study state consortia will be able to schedule one-on-one meetings with agents, counselors, university partners, foreign corporations, and foreign government officials from across the Latin America region. Participating countries: Argentina, Brazil, Chile, Colombia, Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Mexico, Panama, Peru and Uruguay. Fee: \$300. For information & registration, please see: <https://usastudydestinationlatinamerica.itamatch.com/>.

- May 9 ***UNITED STATES, EUROPE, AND JAPAN: TRILATERAL COOPERATION IN THE INDO-PACIFIC.*** Virtual program sponsored by the Center for Strategic & International Studies (CSIS) and the Centre for Security, Diplomacy and Strategy (CSDS). Experts from Brussels, Tokyo, and Washington will discuss the challenges and opportunities concerning U.S., European, and Japanese cooperation in the Indo-Pacific. Panelists include: Dr. **Michael J. Green**, Japan Chair and CSIS Senior Vice President for Asia; Dr. **Yuichi Hosoya**, Professor of International Politics at Keio University; and Dr. **Eva Pejsova**, Senior Japan Fellow at CSDS. 2:00 – 3:45 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.csis.org/events/united-states-europe-and-japan-trilateral-cooperation-indo-pacific>.
- May 10 ***CANADIAN INVESTMENT OPPORTUNITIES & ZERO CARBON GOALS EVERYWHERE.*** Webinar sponsored by the: Commercial Global Business Network and the Mainstreet Organization of REALTORS®. Presentations by **Ted Davis**, Managing Director for Avison Young Toronto West & Southwestern Ontario and **Ray Wong**, Vice President of Data Operations, Altus Group's Data Solutions team. 10:00 – 11:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.nicar.com/events/cgbn-monthly-may/>.
- May 10 ***U.S.-EUROPE WOMEN IN TECHNOLOGY: FRANCE.*** First of a 3-part webinar series (May 19 – Netherlands; May 23 – Portugal) sponsored by the U.S. Commercial Service. Panelists include: Ambassador **Denise Campbell Bauer**, U.S. Embassy Paris; **Katie Jacobs Stanton**, Founder and General Partner, Moxxie Ventures; **Lynna Halilou**, Associate, Moxxie Ventures; **Maya Noël**, General Manager, France Digitale. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QHS>.
- May 10 ***MILESTONES TO ACHIEVE A SUCCESSFUL EXPORT TRANSACTION.*** Webinar sponsored by the Madison International Trade Association. Presentation by **Paul Jarzombek**, President and CEO, LR International, who will share his expertise on this topic and lead a discussion on best practices to ensure success in completing the critical parts of the export transaction process. 12:30 -2:00 p.m. CDT. MITA Members – No fee; Non-members - \$20. For information & registration, please see: <https://www.mitatrade.org/events>.
- May 10 ***CBP RISK ANALYSIS AND SURVEY ASSESSMENT – THE CBP AUDIT TRANSFORMATION.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review the RASA process, the primary risk areas currently being targeted for RASA consideration, and how importers can better prepare to undergo a RASA or audit. 1:00 – 2:00 p.m. DT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/cbp-risk-analysis-and-survey-assessment-an-audit-in-disguise>.
- May 10 ***THE U.S. – COLOMBIA FTA AT 10 YEARS.*** Hybrid event sponsored by the Washington International Trade Association. Speakers include: **Marta Lucía Ramírez**, Vice President of Colombia and Minister of Foreign Affairs, Government of Colombia; **Arrow Augerot**, Director of International Policy, Amazon; **Jorge Enrique Bedoya**, President of the Colombian Farmers Society; **Juan Carlos Pinzón Bueno**, Ambassador of Colombia to the United States; **Hernando José Gómez**, President of Asobancaria, Former Chief Negotiator of the Free Trade Agreement between Colombia and the U.S.; **Gonzalo Moreno Gómez**, Executive President of the National Poultry and Egg Producers Federation; **María Ximena Lombana**, Colombia's Minister of Trade, Industry and Tourism; **Fabrizio Operti**, Manager, Integration and Trade Sector, Inter-American Development Bank; **Luis Fernando Restrepo**, Chief Executive Officer, Crystal SAS; **Jim Sutter**, CEO of the U.S. Soybean Export Council; **Davis Warlick**, Chairman and CEO, Parkdale Mills. 1:00 – 3:30 p.m. CDT, Ronald Reagan Building and International Trade Center, 1300 Pennsylvania Avenue Northwest; Polaris Suite; Washington, D.C. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/the-us-colombia-fta-at-10-years-tickets-298716267397>.

- 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 11 **GLOBAL REGIONS' ETHICAL ENERGY RESPONSE TO NET ZERO.** Webinar sponsored by the International Trade club of Chicago. Speakers include: Dr **Carole Nakhle**, Founder and CEO, Crystol Energy; **Gerald Neher**, Owner, ComFin Software; **Christian Mollard**, Head of Marketing & Sales, Enerdata. 10:00 a.m. CDT. ITCC Members – No fee; Non-members - \$25. For information & registration, please see: <https://itcc.wildapricot.org/event-4793816>.
- May 11 **FOREIGN EXCHANGE – THE BEST KEPT SECRET FOR POWERING YOUR CROSS-BORDER BUSINESS.** Webinar sponsored by Women Entrepreneurs Grow Global. Presentations by: **Angie Kappel**, VP Foreign Exchange, Capital Markets, Associated Bank, **Lori Novak**, VP Foreign Exchange, Capital Markets, Associated Bank; **Yasmin Stuffer-Hong**, CEO, Share USA, Inc. 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://register.gotowebinar.com/register/1752704419992278795?mc_cid=a420386627&mc_eid=6499c7d108.
- May 11 **LOGISTICS & DISTRIBUTION.** World Trade Day 2022 program sponsored by the International Steering Committee of Kansas City. Speakers include: **Pat Klein**, Director of Aviation, Kansas City Aviation Department; **Adam Hill**, President & COO, The Scarbrough Group of Companies; **Tina Roth**, Associate Director, Global Supply Chain & Trade Compliance, Boehringer Ingelheim Animal Health USA Inc.; **Lesa Brownell**, Global Center of Excellence Compliance Manager, TVH Parts Co. 3:00 – 5:00 p.m., Kansas City Public Library – Central, 14 West 10th Street, Kansas City, MO. No fee; advance registration required. For information & registration, please see: <https://kclibrary.org/events-activities-calendar/adults/world-trade-day-2022-logistics-distribution?delta=0>.
- May 11 **A CLOSER LOOK AT GLOBAL INFLATION: LOGISTICS & SUPPLY CHAIN DISRUPTIONS.** Webinar sponsored by the Hong Kong Association of New York. Panelists include: **Damien Laracy**, Partner & Head of Office, Hill Dickinson Hong Kong; **Paul Sheard**, Research Fellow, Harvard Kennedy School; **Alice Tsang**, Assistant Principal Economist, HKTDC; **Donald Moore** (Moderator), Chairman, HKANY. 7:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/WN_79UfGT0ZQ0-btBtd-dlAA.
- May 12 - **MANAGING THE UNCERTAINTIES: LESSONS LEARNED FROM SUPPLY CHAIN DISRUPTIONS.**
 13 Twenty-first Annual U.S.-China Trade Conference sponsored by the U.S.-China Chamber of Commerce. Topics include: *Trade Disputes, Logistics Deadlocks and Labor Shortages: Incentives and Challenges in Developing Supply Chain Sovereignty and Managing Your Supplier Base; Strategies and Steps in Mitigating Import and Customs Regulations: Section 301 and Beyond; Product Innovation and Commercialization: Gaining a Competitive Edge in U.S.-China Trade; Complying with Current Laws and Regulations in China from Tax to Data Security: What U.S. Companies Need to Know; How Do U.S. SMEs Unlock China's Huge Market potential?; Managing Export Compliance; How Will Emerging Technologies Shape Future U.S.-China Trade?* Union League Club of Chicago, 65 West Jackson Boulevard, Chicago. Fees & discounts vary. For information & registration, please see: <https://www.usccc.org/>.
- May 12 **GOVERNMENT RESOURCES TO GROW YOUR INTERNATIONAL SALES.** Webinar sponsored by the National Small Business Association and the U.S. Export-Import Bank. Learn how EXIM supports U.S. businesses through: *Risk Protection; External Credit to Buyers; Working Capital.* 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://www.eventbrite.com/e/government-resources-to-grow-your-international-sales-tickets-3234389435872utm_campaign=NSBA%20FY22&utm_medium=email&_hsmi=211344740&_hsenc=p2ANqtz-a_2lbI0Lvyuplkk17IVELjnkTNCWOe5hW5Dwo3X4PLRZ-Ml_sqjAel8uh01L6I02qOCqS5kTX0-qiDeA14g0LAWHseA&utm_content=211053816&utm_source=hs_email.

- May 12 ***APPAREL CLASSIFICATION SERIES: KNIT TOPS***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will present updated content to take into consideration the HS2022 changes and will review US Customs interpretation of the different types of knit upper body garments. 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>.
- May 13 ***THE WAR, SANCTIONS, SUPPLY CHAINS, AND THE U.S.-EUROPEAN UNION TRADE AND TECHNOLOGY COUNCIL***. Webinar, sponsored by the Washington International Trade Association, will look at what might be expected from the second meeting of the U.S.-European Union Trade and Technology Council (TTC) at their second meeting, May 15-16. Panelists include: **Tony Fernandes**, Deputy Assistant Secretary for Trade Policy and Negotiations, Bureau of Economic and Business Affairs, U.S. Department of State; Former Congressman **Bart Gordon**, U.S. Director, Trans-Atlantic Business Council; **Tyson Barker**, Head of the Technology and Global Affairs Program, German Council on Foreign Relations; **Jordan M. Haas**, Director, Trade Policy and Government Relations, Intel Corporation. 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.wita.org/events/preview-us-eu-ttc/>.
- May 13 ***HONG KONG STILL MATTERS***. Webinar sponsored by the Hong Kong Economic and Trade Office in New York with the Hong Kong Association of Atlanta and Metro Atlanta Chamber. Speakers include: Ambassador **Kurt Tong**, Partner, The Asia Group; Former U.S. Consul General to Hong Kong and Macau; **Stephen Phillips**, Director-General of Investment Promotion, Invest Hong Kong; **Yawei Liu**, Director, China Program, The Carter Center; **Fred Teng** (Moderator), President, America China Public Affairs Institute. 9:30 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/hong-kong-still-matters-business-seminar-virtual-tickets-323381963157>.
- May 13 ***EXPORT READINESS FOR THE UNDERSERVED BUSINESS COMMUNITY WITH EXIM***. Webinar sponsored by Minority and Women-Owned Business Division, EXIM. The program will focus on: *Introduction to U.S. Export-Import Bank (EXIM) and the U.S. Commercial Service; What is Export Credit Insurance and Working Capital; What you need to understand before you start exporting goods and services; Tools and resources available to help start your exporting journey; How to get approved for an EXIM policy.* 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/export-readiness-for-the-underserved-business-community-with-exim-tickets-149589230415>.
- May 15 - 20 ***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 - 19 ***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 15 - ***U.S. MINORITY BUSINESS FOCUSED TRADE MISSION TO ITALY, SPAIN & PORTUGAL.***
 21 Executive-led mission, sponsored by the U.S. Department of Commerce, is to provide opportunities for U.S. companies to access the Southwestern European regional market and increase U.S. exports to the European Union (EU) region by connecting U.S. firms and trade associations to pre-screened business prospects. Trade mission activities will be designed to target the export assistance needs of minority businesses. Applications due by **March 4**. For information & an application, please see: <https://www.trade.gov/mbftm-2022>.
- May 16 ***HEALTHCARE TECHNOLOGIES MARKET SNAPSHOTS - KUWAIT AND QATAR.*** Webinar, sponsored by the U.S. Commercial Service, will discuss how the rising demand for better healthcare services in the region and global advancements in medical technologies have opened a number of opportunities. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QH7>.
- May 16 ***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. 10:00 – 11:00 a.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ej38iesha22e0632&oseq=&c=&ch=>.
- May 16 ***STUDENT LENDING IN INDIA: ACCESSING AN AFFORDABLE FUTURE.*** Webinar, sponsored by the U.S. Commercial Service, will bring together stakeholders from U.S. Higher Education Institutions (HEIs) along with Indian banking and non-bank financial institutions' executives to discuss recent developments in this market. Program objectives are to: Discuss what the US and India can do to increase access to available funding pools looking for relatively low risk investment opportunities; Understand the biggest challenges faced by Indian financial institutions in evaluating student loans and what solutions they see as needed to move ahead; Learn what US HEI's have done in other markets to address similar conditions & their insights as to how private lenders can offer products that the market seeks; Following the program, CS India will seek to connect interested parties to further develop the relationships initiated by this discussion. 9:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QGV>.
- May 17 ***GLOBAL MARKET FORECAST: ASIA-PACIFIC, EUROPE, AFRICA, MIDDLE EAST, AMERICAS.*** Webinar sponsored by the Illinois Trade Office in partnership with: Agencia PorMexico; U.S. Commercial Service; Federation of Israeli Chambers of Commerce; Amcham Canada. Speakers include: **Ashley Ndir**, Senior Commercial Liaison, African Development Bank; **David T. Olsen**, National Chair, American Chamber of Commerce in Canada; **Ze'ev Lavie**, Director, Int'l Trade Relations Division, Federation Israeli Chambers Commerce; **Kyungsoo Dan Kim**, Global Asia Team Leader, U. S. Department of Commerce; **Ricardo J. Peláez**, Counselor for Commercial Affairs, U.S. Mission to the European Union, Brussels; **Miguel Angel Leaman Rivas**, General Director/CEO. Agencia PorMexico. 9:00 – 10:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://bit.ly/3j5g0je>.
- May 17 ***BUSINESS OPPORTUNITIES IN THE UK MUSIC INDUSTRY.*** Webinar, sponsored by the U.S. Commercial Service and the American Association of Independent Music, will address the following topics: Overview of the UK music market; Opportunities and challenges facing music festivals; UK and international recorded music royalty collection; Intellectual Property enforcement and policy updates. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QG4>.
- May 17 ***SBA GRANTS, COUNSELING, AND FINANCING TO FACILITATE GLOBAL MARKET SALES.*** Webinar, sponsored by the U.S. Small Business Administration, will feature three successful small business exporters that have utilized Small Business Development Center (SBDC) counseling and SBA export promotion resources to grow global sales. 12:00 – 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/resources-to-facilitate-global-sales-tickets-315534952537>.

- May 17 **MEETING CBP'S INFORMED COMPLIANCE AND REASONABLE CARE STANDARDS.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will explain the requirements of informed compliance and reasonable care and how importers 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/meeting-cbp-s-informed-compliance-and-reasonable-care-standards>.
- May 18 **GLOBAL RECOVERY AMIDST TURBULENCE.** World Trade Conference sponsored by the Midwest International Trade Association. Speakers include: **Shari Stout**, Commercial Officer, Regional Manager – Middle East and Asia, U.S. Commercial Service – Advocacy Center; **Dr. Chris Decker**, Economist, University of Nebraska at Omaha; **Mike Jung**, Chief Executive Officer and President, Burlington Capital International & Managing Director, Burlington Capital Ag-Venture; **Ben Williamson**, Managing Director, Burlington Capital Ag-Venture & Principal & General Counsel, Invest Nebraska Corporation; **Greg Ibach**, USDA Under Secretary in Residence, Office of Vice Pres/Vice Chancellor, University of Nebraska–Lincoln; **Chris Adderton**, Vice President, Council of Supply Chain Management Professionals; **Dennis Grady**, Vice President of Ocean Product, Ascent International; **Kent Grisham**, President & CEO, Nebraska Trucking Association. 8:15 a.m. – 5:30 p.m., Embassy Suites Omaha-LaVista Conference Center, 12520 Westport Parkway, LaVista, NE. Fees vary. For information & registration, please see: <https://mitaonline.org/events/mitas-world-trade-conference/>.
- May 18 **TAKING YOUR INTERNATIONAL BUSINESS TO THE NEXT LEVEL: DISCOVERING UNIQUE STRATEGIES AND TECHNIQUES.** Hybrid event sponsored by the South Dakota Trade Office. Presentation by **Stephen Hall**, recently retired from the Bureau of Industry and Security (BIS), U.S. Department of Commerce, and formerly with the Export Control and Related Border Security Program of the U.S. Department of State. Among the topics Mr. Hall will address: *Using little-known export promotion programs by the U.S. and foreign governments and private sector organizations; How to manage overseas opportunities without extensive travel and have the international customer come to you; Manage your organization to meet increasing export sales; Overcome roadblocks in the international marketplace to win that sale; Avoid awkward cultural situations that can make or break a deal; Get the most out of trade shows; How to adhere to the new U.S government's and foreign governments' imposed export control measures; Current and emerging trends and technologies that you need to know in international trade.* 8:30 a.m. – 2:00 p.m. CDT. In-person fee - \$200; Webinar - \$175. For information & registration, please see: <https://www.eventbrite.com/e/international-trade-export-seminar-with-stephen-hall-tickets-323539614697>.
- May 18 **INDO-PACIFIC ECONOMIC FRAMEWORK: A NEW MODEL OF REGIONAL TRADE LIBERALIZATION OR ONE-TIME ABERRATION?** Webinar sponsored by the Institute for China-America Studies Trade 'n Technology Program. Speakers include: **Craig Allen**, President, US-China Business Council; **Mary Lovely**, Senior Fellow, Peterson Institute for International Economics; **Satu Limaye**, Vice-President, East-West Center; **Denis Simon**, Professor & Senior Advisor to the President for China Affairs, Duke University. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://us06web.zoom.us/webinar/register/WN_SgmTeqvMTCG-5L_rClvt8Q.
- May 18 **U.S.-EUROPE WOMEN IN TECHNOLOGY: NETHERLANDS.** Second of a 3-part webinar series (May 10 – France; May 23 – Portugal) sponsored by the U.S. Commercial Service. Panelists include: **Marja Verloop**, Chargé d'Affaires a.i., U.S. Embassy The Hague; **Anke den Ouden**, General Manager, Microsoft Netherlands; **Dr. Cara Antoine**, President, Women in Tech NL, Managing Director, IG&H; **Evita Stoop**, Chief Marketing Officer & Digital Sales Leader Northern Europe, IBM. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QHS>.

- May 18 ***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. 10:00 – 11:00 a.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ej5d7bhyc6ae5a6&oseq=&c=&ch=>.
- May 18 ***STATE OF TRADE IN CHICAGO: THE CBP PERSPECTIVE.*** Special luncheon program sponsored by the **International Trade Association of Greater Chicago** with the Chicago Customs Brokers and Forwarders Association. Presentations by **LaFonda D. Sutton-Burke**, Director of Field Operations, Chicago Field Office, U.S. CBP and **Shane Campbell**, Area Port Director, Chicago. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC & CCBFA Members - \$50; Non-members - \$75. For information & registration, please see: <https://www.eventbrite.com/e/state-of-trade-in-chicago-the-cbp-perspective-tickets-317249831787>.
- May 18 ***ADVANCED MANUFACTURING OPPORTUNITIES & TRENDS IN INDONESIA, SINGAPORE & JAPAN.*** Webinar sponsored by the U.S. Commercial Service and the National Electrical Manufacturers Association in advance of a trade mission, October 17-21. Hear from leading industry experts and U.S. Embassy commercial specialists in each market. 7:00 – 8:15 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://content.govdelivery.com/attachments/USITATRADE/2022/04/06/file_attachments/2125155/2022%20TM%20Webinar%20Flyer.pdf/
- May 19 ***WAR BY OTHER MEANS: HOW A NEW AGE OF ECONOMIC CONFLICT IS CHANGING THE WORLD.*** Webinar sponsored by Corpay. Corpay's **Karl Schamotta**, Chief Market Strategist and **Karthik Sankaran**, Senior Market Strategist will show how Western sanctions on Russia are simply the most recent and visible outward signs of a much larger battle being waged across virtually every dimension of modern life. In doing so, they will explore how conflicts between today's great powers – China, Europe and the United States – are driving fragmentation across the global economy, upsetting long-established political structures, triggering financial turbulence, disrupting supply chains and turning markets into battlefields. 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://onlinexperiences.com/scripts/Server.nxp?LASCmd=AI:4:F:OS!10100&ShowUUID=4C2E28CF-5929-4887-975C-5E78AAA1A75A&mkt_tok=NTc2LU5QQi0xOTMAAAGENGf2LaEa1HM5grxwclK0iKwr5jKMhzuTEhDEJgU4CrZ1P66Ho5bDEkyWtv5uf-l6VnW6y5tQZYbrJsBUK0Qob1_RSio8qBMRx-I.
- May 19 ***CHAPTER 98: DUTY SAVINGS AND CBP ENFORCEMENT.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will help importers gain a clear understanding of Chapter 98 requirements and better take advantage of its benefits. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/chapter-98-duty-savings-and-cbp-enforcement>.
- May 19 ***BASIC EXPORT DOCUMENTATION.*** Webinar, sponsored by the World Trade Research Institute, will give you a good overview of the most commonly used documents in international trade. 2:00 – 3:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ej5d7bidd6fac28a&oseq=&c=&ch=>.
- May 23 ***U.S.-EUROPE WOMEN IN TECHNOLOGY: PORTUGAL.*** Last in a 3-part series of webinars (May 10 – France; May 18 – Netherlands) sponsored by the U.S. Commercial Service. Panelists include: Ambassador **Randy Charms Levine**, U.S. Embassy Lisbon; **Claudia Mendes Silva**, IT Project Manager & PMO, Women in Tech Portugal Chapter Ambassador; **Joana Rafael**, Chief Operations Officer, Sensei; **Manuela Doutel Haghghi**, Global Account Customer Success Director, Microsoft. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QHS>.
- May 23 ***MARKET OPPORTUNITIES IN INDIA.*** Webinar, sponsored by the World Trade Research Institute, will cover the opportunities and challenges of doing business in India and will include strategies for success. 10:00 – 11:00 a.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ej5d7biy861d9ec9&oseq=&c=&ch=>.

- May 24 **GLOBAL BUSINESS CONNECTIONS.** Conference, sponsored by the North Dakota Trade Office and others, is a day packed with keynote speakers, panel discussions, breakout sessions, networking opportunities and the 2021 Global Business Awards. 8:00 a.m. – 5:00 p.m., Holiday Inn Fargo, 3803 13th Avenue South, Fargo, ND. NDTO Members – No fee; Non-members - \$250. For information & registration, please see: <https://ndto.com/events/global-business-connections-conference/>.
- May 24 **EXPORTING TO INDONESIA.** Webinar sponsored by U.S. Department of Education, Business and International Education Grant with Governors State University, Illinois SBDC International Trade Center at the Business Development Center, College of DuPage, and the **International Trade Association of Greater Chicago**. A speaker from the U.S. Commercial Service Indonesia will provide strategies to improve your exporting outcomes and provide you with deliverables that show tangible results. 8:00 – 9:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ej4xh5npd9273643&oseq=&c=&ch=>.
- May 24 **STATE OF EXPORTS & DIVERSE BUSINESS DEVELOPMENT IN THE INTERNATIONAL MARKETPLACE.** Breakfast program sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association with the: Wisconsin District Export Council; International Trade Administration; Wisconsin Economic Development Corp. Presentation by **Diane Farrell**, Deputy Under Secretary for International Trade, U.S. Department of Commerce, who will share updates on the latest trade-related issues for U.S. exporters; discuss the current state of exports and international business development issues. 8:00 – 9:30 a.m., MMAC, 275 West Wisconsin Avenue, Suite 220, Milwaukee, WI. WTA & WI DEC Members - \$20; Non-members - \$40. For information & registration, please see: <https://web.mmac.org/events/Stateof%20exports%20%20diverse%20business%20development%20in%20the%20international%20marketplace-4041/details>.
- May 24 **BUILDING AN EXPORT CONTROL COMPLIANCE PROGRAM.** Webinar sponsored by the Illinois SBDC International Trade Center at the Business Development Center, College of DuPage. Presentation by **Ben Shanbaum**, Attorney-at-law, Rock Trade Law LLC, who will cover: *Taking a risk-identification and risk-mitigation approach to your export business; Answering the 5 W's of export controls: who, what, where, when, and why; Knowing your product: Commodity jurisdiction and classification; Knowing your customer: Restricted party screening and end-user controls; The licensing process; Key elements of an export compliance program; Documenting compliance, handling violations and investigations.* 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/36203>.
- May 24 **TRADE & THE ENVIRONMENT: EMERGING TRENDS IN ENFORCEMENT & COMPLIANCE.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review the current situation, prospects for the future, and what companies can do now to prepare. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/trade-the-environment-emerging-May-trends-in-enforcement-compliance>.
- May 24 **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. 2:00 – 3:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ej5d7bjp656bc110&oseq=&c=&ch=>.
- May 25 **WIN CONTRACTS AT THE WORLD BANK.** Webinar, sponsored by the World Trade Research Institute, will demonstrate how to find out about projects and how your company can win contracts at the World Bank. 10:00 – 11:00 a.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ej5d7bkc826a68b8&oseq=&c=&ch=>.

- 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 **NAVIGATING GLOBAL TRADE CHAOS – AN OVERVIEW FOR THE U.S. AND MEXICO.** Webinar, sponsored by Mondaq and Braumiller Law Group, will discuss: latest enforcement trends in the U.S. and options for mitigating this risk, including any opportunities Mexico can offer; trade remedies, forced labor, and sanctions on Russia imposed by the Office of Foreign Assets; heightened focus on exports involving national security concerns, including exports to China and Russia and the key tools to prevent violations; opportunities in the Mexican Market, including an overview of the import and export process, benefits offered by the Manufacturing, Maquiladora and Export Services Industry (IMMEX) as well as how to prevent violations of the law. 9:30 – 10:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/1712243491998814476>.
- 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>.
- May 26 **SURVIVING & THRIVING: CELEBRATING U.S. SMALL BUSINESSES GOING GLOBAL.** Webinar sponsored by the SBA Office of International Trade. Three U.S. exporters describe their experiences in this inspirational session. You'll also hear from government trade experts about programs & services that are available to help you map out a winning export strategy. 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/surviving-thriving-celebrating-us-small-businesses-going-global-tickets-330132554357>.
- May 26 **TRADE OPPORTUNITIES & TRENDS FOR IN-HOUSE LEGAL COUNSEL.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide an overview of the customs legal and regulatory framework and the trends and opportunities of which you should be aware to maximize compliance and duty savings for your company. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/trade-opportunities-trends-for-in-house-legal-counsel>.
- May 26 **DUTIES AND TAXES: THE FULL LANDED COST.** Webinar, sponsored by the World Trade Research Institute, will help you know what prices you can charge in different markets and help you target certain markets where you can be more price competitive. Providing this information to your international customers will help them feel more comfortable buying from you. 2:00 – 3:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ej5d7bkw73e1e523&oseq=&c=&ch=>.
- May 27 **EXPORT READINESS FOR THE UNDERSERVED BUSINESS COMMUNITY WITH EXIM.** Webinar sponsored by Minority and Women-Owned Business Division, EXIM. The program will focus on: *Introduction to U.S. Export-Import Bank (EXIM) and the U.S. Commercial Service; What is Export Credit Insurance and Working Capital; What you need to understand before you start exporting goods and services; Tools and resources available to help start your exporting journey; How to get approved for an EXIM policy.* 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/export-readiness-for-the-underserved-business-community-with-exim-tickets-149589230415>.

- June 6 - ***CLEAN EDGE ASIA BUSINESS DEVELOPMENT MISSION TO SOUTHEAST ASIA***. Mission, led by the U.S. Department of Commerce, will introduce U.S. firms to the rapidly evolving market for energy applications in Southeast Asia, and engage key decision-makers about ways to promote sustainable policies and regulatory environments to support the deployment of advanced clean energy technologies. The mission will enable participating firms and trade associations to gain market insights, make industry contacts, solidify business strategies, advocate for enabling policies, and advance specific projects, with the goal of increasing U.S. exports to Southeast Asia. The mission will call on: Jakarta, Indonesia; Ho Chi Minh City and Hanoi, Vietnam; Manila, Philippines (Optional). Fee: varies. For information & an application (deadline: **April 1**), please see: https://content.govdelivery.com/attachments/USITATRADE/2022/03/08/file_attachments/2097483/Clean%20EDGE%20Trade%20Mission%202022%20Flyer.pdf.
- June 7 ***EURASIA HEALTHCARE & MEDICAL TECHNOLOGIES COFFEE SERIES: AZERBAIJAN***. Webinar sponsored by the U.S. Commercial Service. Participants will receive a market briefing on Azerbaijan from U.S. commercial officials and enjoy a lively panel discussion with local distributors and U.S. companies that have entered the market. 9:00 a.m. VBT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QEZ>.
- June 10 ***EXPORT READINESS FOR THE UNDERSERVED BUSINESS COMMUNITY WITH EXIM***. Webinar sponsored by Minority and Women-Owned Business Division, EXIM. The program will focus on: *Introduction to U.S. Export-Import Bank (EXIM) and the U.S. Commercial Service; What is Export Credit Insurance and Working Capital; What you need to understand before you start exporting goods and services; Tools and resources available to help start your exporting journey; How to get approved for an EXIM policy.* 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/export-readiness-for-the-underserved-business-community-with-exim-tickets-149589230415>.
- June 13 - ***SOUTHERN ILLINOIS TRADE MISSION TO MEXICO***. Mission sponsored and led by the Illinois SBDC International Trade Center at Southern Illinois University Edwardsville with the support of its partners through the Office of Trade and Investment (OTI), the Illinois Dept. of Commerce and Economic Opportunity, the U.S. Department of Commerce, and the private sector. This mission will give southern Illinois delegates seeking business opportunities in Mexico unparalleled, exclusive access to companies, government agencies and officials in the market. Each participant will receive a customized schedule of B2B meetings to meet with prospective buyers, distributors and business partners. Delegates will also benefit from briefings and logistical support. Registration deadline: April 15. For information and registration, please see <https://bit.ly/34VAtdM> or contact: sitorre@siue.edu.
- June 13 - ***BEAUTY & WELLNESS VIRTUAL MATCHMAKING PROGRAM: CARIBBEAN & LATIN AMERICA***. Sponsored by the U.S. Commercial Service, the program will offer virtual business matchmaking opportunities to qualified U.S. companies. U.S. participants will connect and network with qualified distributors, retailers, and e-commerce players in the Caribbean and Latin America. Countries recruiting include: Argentina, Brazil, Chile, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Honduras, Mexico, Panama, Peru, and Uruguay. 9:00 a.m. – 1:00 p.m. CDT. Fee: \$95. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editNewReg.do?SmartCode=2Z0D>.
- June 14 - ***EXPO PACK MEXICO CITY***. Qualified Illinois small businesses are invited to join the Illinois Office of Trade & Investment to exhibit in the Illinois Pavilion at Expo Pack 2022. 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; Pre-qualified and scheduled B2B matchmaking (up to 4 meetings); Interpreter services during the show and meetings. Fee: \$250. Space is limited. For information & an application, please contact chris.sedgwick@illinois.gov by **March 25**.

- June 14 - **FABTECH CANADA 2022**. Qualified Illinois small businesses are invited to join the Illinois Office of Trade & Investment to exhibit in the Illinois Pavilion at the FABTECH Canada trade show in Toronto. 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: chris.sedgwick@illinois.gov.
- June 15 **APPAREL CLASSIFICATION SERIES: EVERYTHING BUT KNIT TOPS**. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will present updated content to take into consideration the HS2022 changes and will cover the classification of many different knit and woven garments. 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-everything-but-knit-tops>.
- June 16 - **JAPAN & SOUTH KOREA TRADE MISSION 2022**. Great Lakes St. Lawrence Governors & Premiers is leading a multi-sector trade mission 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 to meet with prospective customers and business partners. Mission participants will also benefit from networking events and logistical support provided by the GSGP Japan & South Korea Trade Offices. For information & registration deadline: **March 30**), please see: <https://gsgp.org/projects/international-trade/trade-missions/japan-and-south-korea-trade-mission-2022/>.
- June 21 **EXPORTING TO MALAYSIA**. Webinar sponsored by U.S. Department of Education, Business and International Education Grant with Governors State University, Illinois SBDC International Trade Center at the Business Development Center, College of DuPage, and the **International Trade Association of Greater Chicago**. A speaker from the U.S. Commercial Service Malaysia will provide strategies to improve your exporting outcomes and provide you with deliverables that show tangible results. 8:00 – 9:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ej4z09zy653214a1&oseq=&c=&ch=>.
- June 22 - **2022 LGBTQI+ US-MEXICO TRAVEL & TOURISM FORUM**. Virtual program sponsored by the U.S. Commercial Service Mexico with: Brand USA; the National Gay and Lesbian Chamber of Commerce; and the International Gay and Lesbian Travel Association. This forum represents an unparalleled opportunity to support post COVID-19 economic recovery and promote the development of minorities within the United States and Mexico. For information & registration, please see: <https://www.trade.gov/2022-lgbtqi-us-mexico-travel-tourism-forum>.
- 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>.
- June 24 **EXPORT READINESS FOR THE UNDERSERVED BUSINESS COMMUNITY WITH EXIM**. Webinar sponsored by Minority and Women-Owned Business Division, EXIM. The program will focus on: *Introduction to U.S. Export-Import Bank (EXIM) and the U.S. Commercial Service; What is Export Credit Insurance and Working Capital; What you need to understand before you start exporting goods and services; Tools and resources available to help start your exporting journey; How to get approved for an EXIM policy*. 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/export-readiness-for-the-underserved-business-community-with-exim-tickets-149589230415>.

- June 28 - ***RESILIENCE & REINVENTION: THE AMCHAM BUSINESS SUMMIT 2022***. Hybrid event is a strategic platform for strengthening two-way trade and investment between the U.S. and East Africa. By unleashing the power of private enterprise in driving long-term economic ties, enhancing trade and promoting investment, the Summit aims to expand commercial opportunities and markets for U.S. and East African businesses. Fees for in-person and virtual tickets vary. For information & registration, please see: <https://amchambizsummit.com/>.
- July 12 ***APPAREL CLASSIFICATION SERIES: ADVANCED TOPICS***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will present updated content to take into consideration the HS2022 changes and will examine some of the more advanced topics in classification. 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-advanced-topics>.
- July 26 ***EXPORTING TO THE PHILIPPINES***. Webinar sponsored by U.S. Department of Education, Business and International Education Grant with Governors State University, Illinois SBDC International Trade Center at the Business Development Center, College of DuPage, and the **International Trade Association of Greater Chicago**. A speaker from the U.S. Commercial Service Philippines will provide strategies to improve your exporting outcomes and provide you with deliverables that show tangible results. 8:00 – 9:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ej4x36769af3245a&oseq=&c=&ch=>.
- Aug. 17 ***APPAREL CLASSIFICATION SERIES: RECREATIONAL PERFORMANCE OUTERWEAR***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will the new terminology introduced by the TFTA that companies importing woven jackets, pants, and other garments must understand to classify their products accurately. 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-recreational-performance-outerwear>.
- Aug. 21 - ***TRADE MISSION TO CENTRAL AMERICA AND BUSINESS CONFERENCE***. The Department of 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. Registration deadline: **May 27**. For information & an application, please see: <https://emenuapps.ita.doc.gov/ePublic/TM/2R1K>.
- Sep. 20 - ***DISCOVER GLOBAL MARKETS: THE BLUE ECONOMY – A NEW AGE IN OCEAN TECHNOLOGY, SUSTAINABILITY AND LOGISTICS***. Event sponsored by the U.S. Department of Commerce. Gain market insights from industry experts from U.S. Embassies around the world including: Australia, Brazil, Canada, France, India, Italy, Japan, Korea, Mexico, Singapore, Spain, Netherlands, Norway, and the United Kingdom. Participate in matchmaking meetings with buyers, distributors, government officials and potential partners. Hear from OEMs and primes about overseas projects and their supplier pipeline needs. Learn about U.S. government export programs designed to cut your time to market. Providence, RI. Fee: \$495 (by May 31; \$645 hereafter). For information & registration, please see: <https://www.trade.gov/discover-global-markets>.

Oct. 17 - ***ADVANCED MANUFACTURING BUSINESS DEVELOPMENT MISSION TO INDONESIA, SINGAPORE, AND JAPAN.*** Led by the U.S. Department of Commerce, this mission will assist U.S. producers of advanced manufacturing products and systems to identify export opportunities in Indonesia, Singapore, and Japan. The mission will focus on advanced manufacturing – sometimes called “Smart Manufacturing” or “Industry 4.0” – products and systems. The mission will include group interaction with government agencies and industry experts; promotional opportunities at the Industrial Transformation Asia-Pacific (ITAP) trade show; and customized one-on-one business appointments with pre-screened potential agents, distributors, partners, and buyers. For information & an application, please see: <https://www.trade.gov/advanced-manufacturing-mission-indonesia-singapore-and-japan>.

About the ITA/GC

Founded in December 1977, **The International Trade Association of Greater Chicago (ITA/GC)** was incorporated in January 1979 as an Illinois not-for-profit, voluntary business association dedicated to promoting international commerce in all its forms by providing a forum for the exchange of practical information and insight within the international business community. The ITA/GC’s focus is on practicality: on building knowledge and enabling relationships that help people do international business. While our scope of interest is diverse – all aspects of trading and commercial activity across all geographies and all industries – our work is simple: **to help others gain understanding that is personal, current and actionable.**

Annual membership dues are: Individual - \$150; Consular/Diplomatic - \$75 (up to 3 members); Academic/Faculty - \$200 (up to 8 designated faculty members); Student from a participating academic institution - \$25; Regular student - \$50; Associate/Non-resident (more than 150 miles from O’Hare International Airport) - \$50; Retired/Job Transition - \$50; Corporate (up to 8 designated members) - \$300. For a Membership Application, please call 773/725-1106; e-mail: info@itagc.org; or visit: www.itagc.org.

About Barnes Richardson

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

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.