

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

August 1, 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.

Of Note:

Doing Business with Multilateral Development Banks: Multilateral Development Banks (MDBs) are organizations comprised of donor and borrowing member countries that provide financing and advice for the purpose of economic advancement in developing countries. These Banks finance development projects worth billions of dollars throughout the world. The U.S. Department of Commerce Advocacy Center has MDB Liaison Officers at each of the five MDBs to assist U.S. companies on how to work with these banks, advocate on procurement and contracting issues to ensure fair and equal treatment, and increase the proportion of MDB projects won by U.S. firms. For details, please see: <https://www.trade.gov/advocacy-liaisons-multilateral-development-banks>.

The Partnership for Global Infrastructure and Investment (PGII): A collaborative effort by Group of Seven to fund infrastructure projects in developing nations. It is considered to be the bloc's response to China's Belt and Road Initiative. Over the next five years, the G7 governments and its private business sector will invest \$600 billion. It aims to offer an alternative to China's estimated \$1 trillion infrastructure investments worldwide over the past decade. President Biden's *Memorandum on the Partnership for Global Infrastructure and Investment* is [here](#).

New Trade Finance Guide for U.S. Businesses: This concise, easy-to-understand and use tool was first published by the U.S. Commerce Department in 2007 and specifically developed as a how-to guide for U.S. SMEs seeking to enter and expand their businesses in global markets, while also overcoming common challenges to leverage export opportunities into actual sales. The [Trade Finance Guide](#) covers the most commonly used trade finance techniques and U.S. government export finance programs written in plain, easy-to-understand language.

B20 Indonesia 2022 –Advancing Innovative, Inclusive and Collaborative Growth: Bali, Indonesia will host the B20 Summit November 13-14, 2022. Organized by the Indonesian Chamber of Commerce and Industry, KADIN Indonesia, the B29 Summit will focus on: Trade & Investment; Energy, Sustainability, & Climate; Digitalization; Finance & Infrastructure; Future of Work & Education; Integrity & Compliance; Women In Business Action Council. For information & registration, please see: <https://b20indonesia2022.org/>.

U.S. to Pursue Trade Partnership with Kenya: As reported in the *ST&R Trade Report*, the Biden administration announced July 14 the launch of the [U.S.-Kenya Strategic Trade and Investment Partnership](#), which at least for now abandons the bilateral free trade agreement negotiations the two sides initiated several years ago in favor of an effort similar to those the U.S. is pursuing with the Indo-Pacific and Latin American regions.

CBP Announces Launch of Green Trade Strategy: U.S. Customs and Border Protection (CBP) announced the launch of the Green Trade Strategy, a framework to incentivize green trade, strengthen CBP's environmental enforcement posture, accelerate green innovation, and improve climate resilience and resource efficiency. The Strategy establishes a proactive model to combat the negative impacts of climate change on the agency's trade mission while strengthening existing enforcement activities against environmental trade crimes including illegal logging; wildlife trafficking; illegal, unreported, and unregulated fishing; and illegal mining. It also defines goals for environmentally sustainable trade policies, programs, and infrastructure within the agency. Details are [here](#).

EXPORT NOW: The Illinois SBDC International Trade Center at SIUE is delighted to bring back EXPORT NOW 2022: A training program tailored for small businesses in southern Illinois looking to start or expand their exporting operations and leverage global opportunities. In partnership with the Southwest IL Trade and Investment Council, the National District Export Council, the U.S. Department of Commerce and several powerhouse exporters, we will be kicking off our second series of EXPORT NOW, starting on Wednesday, August 24th, via Zoom. No-Cost, thanks to CARES Act Funding. Only 5 spots available. The virtual series consists of three sessions scheduled for Wednesdays, August 24, September 7 and September 21. Session 1: **International Outlook** - Participants will learn and strategize about the relationship between their company and the world; Session 2: **Export and Import 101** - Participants will utilize industry knowledge to create a seamless international process; Session 3: **Planning for Success** - With a Shark Tank-style approach, participants will create an export plan for the future of their company and have it audited by industry veterans. To access a flyer and more details, please go to: <https://bit.ly/3QWZWQj>, or email: International-Trade-Center@siue.edu.

How Small Businesses Are Finding Success Internationally: The National Small Business Association (NSBA) partnered with the Export-Import Bank of the U.S. (EXIM) to conduct this survey of small business about their attitudes, practices and beliefs when it comes to doing business internationally. This survey was conducted online among 530 small businesses across the country April 14-May 12. Among the small- and mid-sized exporters (SMEs) surveyed, 40 percent said they have sold goods or services to a customer outside the U.S., and among those who haven't, the majority – 53 percent – said they would be interested in doing so. The biggest challenge to non-exporters: they don't know enough about it and simply don't know where to start. Download the survey report [here](#).

Ambassador Katherine Tai on the Indo-Pacific Economic Framework and the Administration's Trade Agenda: On Monday, June 6th, the Washington International Trade Association and the Asia Society Policy Institute hosted Ambassador Katherine Tai, the United States Trade Representative, for an in-person event. During this event, Ambassador Tai discussed the launch of the Indo-Pacific Economic Framework announced during the President's trip to Asia, as well as critical trade issues in advance of the Summit of the Americas and the 12th WTO Ministerial. Watch the interview [here](#).

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.

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/>.

- Aug. 1 - ***VIRTUAL CUSTOMS BROKER EXAM PREP COURSE – OCTOBER 2022 EXAM.*** Sponsored by
 Oct. 13 Sandler, Travis & Rosenberg, P.A., this course is designed to prepare attendees to take and pass the customs broker examination. Its extensive overview of the customs brokerage/import process makes it also a great option for those looking for training in this field. The course includes 40 hours of class instruction on topics such as broker regulations, entry, classification, valuation, free trade agreements, antidumping/countervailing duty, fines, penalties and forfeitures, bonds, country of origin marking, liquidation, search and seizure, and intellectual property. Virtual sessions are Mondays & Thursdays, 5:00 – 7:30 p.m. CDT. Fee: \$1,050. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/virtual-customs-broker-exam-prep-course-october-2022-exam>.
- Aug. 1 - ***INTERNATIONAL TRADE FUNDAMENTALS.*** Hybrid course, sponsored by the Global Training
 28 Center, is intended for new employees, employees with new roles, management, and executives who currently import/export in their business, or plan to import/export, and would like an overview and understanding of the trade and customs compliance requirements. It is intended to provide a fundamental overview of international trade compliance for both import and export transactions. Fee: \$895. For information & registration, please see: <https://www.globaltrainingcenter.com/products/hybrid/building-blocks-of-international-trade/>.
- Aug. 1 - ***GTEC - GLOBAL TRADE EDUCATIONAL CONFERENCE 2022.*** Event sponsored by the National
 2 Customs Brokers and Forwarders Association of America (NCBFAA). Topics include: *Trade Remedy Tariffs: Understanding Shared Liability; Geopolitical Update Affecting Export Sanctions; Forced Labor Prevention Act: “What Does It Mean to You?”; Bonding 2.0: Intricacies of Bonding in Today’s Dynamic Environment; Customs Valuation and Transfer Pricing; Strategies to Minimize Duty Liability; Harmonized System: “What’s New in ‘22?”; Export Licensing and Documentation: Process and Protections.* Hotel InterContinental Magnificent Mile, 505 North Michigan Avenue, Chicago. Fee: varies. For information & registration, please see: <https://gtecon.com/>.
- Aug. 2 ***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., DoubleTree by Hilton Hotel Chicago Schaumburg, 800 National Parkway, Schaumburg, IL Fee: \$645. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-chicago-il-2/>.
- Aug. 2 ***EMBRAER PROCUREMENT PROGRAM.*** Webinar sponsored by the U.S. Commercial Service in partnership with EMBRAER., this presents a unique opportunity for U.S. suppliers in the aviation sector to participate in EMBRAER's new eVTOL and Turboprop programs. 12:00 p.m. CDT. Fee: \$50. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QJZ>,
- Aug. 2 ***CLASSIFICATION OF PARTS, SESSION 1.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will help you understand how to interpret the Harmonized Tariff Schedule of the U.S. tariff classification of “parts” and “parts and accessories.” 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/classification-of-parts-session-1>.
- Aug. 3 ***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., DoubleTree by Hilton Hotel Chicago Schaumburg, 800 National Parkway, Schaumburg, IL Fee: \$645. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-chicago-il-2/>
[https://www.globaltrainingcenter.com/event/us\(Moderator\)mca-the-modernized-nafta-chicago-il-2/](https://www.globaltrainingcenter.com/event/us(Moderator)mca-the-modernized-nafta-chicago-il-2/).

- Aug. 3 ***COFFEE CHAT: ENVIRONMENTAL TECHNOLOGIES OPPORTUNITIES IN THE UAE.*** Webinar, sponsored by the U.S. Commercial Service, features experts from the Dubai Electricity and Water Authority, MEED Projects, and the U.S. Advocacy Center who will provide information for strengthening business relationships and increasing exports to the UAE and the region. Speakers will share their insights on environmental technology opportunities in the UAE market, including: Water and Wastewater Treatment; Clean Tech; Environmental Remediation; Air Pollution. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=2QJW>.
- Aug. 3 ***CRUCIAL CONNECTIONS: COMBATING GLOBAL EXPANSION CHALLENGES.*** Webinar sponsored by Women Entrepreneurs Grow Global. Presentations by: **Jessica Wargo**, International Tax Services Partner, Plante Moran; **Beth Babich**, Global Services Principal, Plante Moran; **Elisabeth Weissenrieder-Bennis**, Executive Vice President, The Weiss-Aug Group. 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://register.gotowebinar.com/register/5990365172255175180?mc_cid=a8fc82117c&mc_eid=6499c7d108.
- Aug. 4 ***IMPORTING PROCEDURES.*** Training program, 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., DoubleTree by Hilton Hotel Chicago Schaumburg, 800 National Parkway, Schaumburg, IL Fee: \$645. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-procedures/>.
- Aug. 4 ***HOW ARE COMPANIES DEALING WITH THE UYGHUR FORCED LABOR PREVENTION ACT?*** Webinar sponsored by SupChina. Panelists include: **Craig Allen**, President, United States-China Business Council; **Jonathan Gold**, Vice President, Supply Chain and Customs Policy, National Retail Federation; **Christopher Marquis** (Moderator), Sinyi Professor of Chinese Management, University of Cambridge Judge Business School. 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.supchina.com/event/how-are-companies-dealing-with-the-uyghur-forced-labor-prevention-act/>.
- Aug. 9 ***BRIEFING ON THE AEROSPACE & DEFENSE TRADE MISSION TO INDONESIA.*** Webinar, sponsored by the U.S. Commercial Service will provide a briefing on the Indonesian Aerospace & Defense market from U.S. and Indonesian government defense officials. The session will also provide a briefing on the U.S. Department of Commerce Trade Mission to Indonesia which is taking place in conjunction with the Indo Defense trade show. 8:00 – 9:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://trade.webex.com/webappng/sites/trade/meeting/register/e7e6aa7f6510489381e6edc4bfefc1e9?ticket=4832534b0000004f577a05c9d1efa7bc7103daa818765b3e1f356e24d17fc66a9662ed85be90327×tamp=1657230276819>.
- Aug. 9 ***CLASSIFICATION OF PARTS, SESSION 2, PARTS AND ACCESSORIES.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will help you understand how to interpret the Harmonized Tariff Schedule of the U.S. tariff classification of “parts” and “parts and accessories.” 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/classification-of-parts-session-2-parts-and-accessories>.
- Aug. 9 ***BRIEFING ON THE AEROSPACE & DEFENSE TRADE MISSION TO INDONESIA.*** Webinar, sponsored by the U.S. Commercial Service, will provide a briefing on the Indonesian Aerospace & Defense market from U.S. and Indonesian government defense officials. It will also provide a briefing on the U.S. Department of Commerce Trade Mission to Indonesia which is taking place in conjunction with the Indo Defense trade show (Oct. 31-Nov. 4). 8:00 – 9:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://trade.webex.com/webappng/sites/trade/meeting/register/e7e6aa7f6510489381e6edc4bfefc1e9?ticket=4832534b0000004783367c78c90162ac2ce2a38061fbcc14a64cb63d23d2ad9673e6f6be8a28337×tamp=1658852608923>.

- Aug. 10 **EXPORT COMPLIANCE BASICS.** Webinar, sponsored by the New Jersey District Export Council and the Bureau of Industry & Security, will provide an overview of the basics: *What is export control?; What is the purpose of export control?; How does it work – end use, end user, country of use?; Watchlist screening; What products are controlled; Export Control Classification Numbers; What is an HTS Code/Schedule B Number?; What’s the difference between an ECCN and an HTS/Schedule B?; Why it’s important to get these classifications correct.* 9:00 – 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/export-compliance-basics-webinar-tickets-383964045797>.
- Aug. 10 **B2B MARKETING MUST HAVES.** Webinar, sponsored by IBT Online, will discuss: International Online basics, identifying your buyer persona, detailing the buyer's journey; Helping international distributors while controlling your brand, analytics, reporting, ROI; Case studies - how companies are using online marketing tools today. Best practices, take-aways and live Q&A. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://info.ibt.onl/b2b-marketing-must-haves-2022>.
- Aug. 11 **GETTING GOODS TO MARKET: LOGISTICS.** Webinar, sponsored by the Oregon District Export Council and the U.S. Commercial Service, will address the current state of affairs in the international transport of goods: *Understanding bottlenecks (labor/space/equipment shortages, longshoreman contracts); Managing shipping costs/timelines; Preparing for the “new normal” in global supply chains.* 3:30 – 4:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejaduvu19a4319df&oseq=&c=&ch=>.
- Aug. 15 **FINDING SECURITY: US-CHINA AG TRADE IN A CHANGING WORLD.** Webinar sponsored by the United States Heartland China Association. Speakers include: Dr. **Yan Dong**, Director, Trade Department, The Institute of World Economics and Politics, Chinese Academy of Social Sciences; **Scott Gerlt**, Chief Economist, American Soybean Association; **Joseph W. Glauber**, Senior Research Fellow, International Food Policy Research Institute; **Jim Schultz**, Chairman & Founder, Open Prairie. 7:00 – 8:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://us02web.zoom.us/webinar/register/5516576368779/WN_HLhqvHtZR36tLrt8kdepXA.
- Aug. 16 **JUDICIAL REMEDIES – CHALLENGING CBP’S DECISIONS & RULINGS IN THE COURT OF INTERNATIONAL TRADE.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will help importers gain a clearer understanding of the process, challenges, and potential rewards of appealing a customs decision in the Court of International Trade. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/judicial-remedies-challenging-cbp-s-decisions-rulings-in-the-court-of-international-trade>.
- Aug. 17 **APPAREL CLASSIFICATION SERIES: RECREATIONAL PERFORMANCE OUTERWEAR.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will the new terminology introduced by the TFTEA 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. 18 **AD/CV CIRCUMVENTION: UNCERTAINTY FOR GLOBAL SUPPLY CHAINS.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review the evolving intersection of anti-circumvention and enforcement policies and provide insights on best practices to protect your company. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/ad-cv-circumvention-uncertainty-for-global-supply-chains/>.

- Aug. 21 - **TRADE MISSION TO CENTRAL AMERICA AND BUSINESS CONFERENCE.** The Department of
26 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. 13 **WORKING EFFECTIVELY WITH JAPANESE.** Webinar, sponsored by Japan Intercultural Consulting, will address the following topics: *Japanese communication style; Why Japanese tend to be vague/indirect - how to interpret what they mean; Why Japanese don't give a lot of feedback; Overcoming the language barrier; How to confirm whether you've been understood correctly; How decisions are made in Japanese organizations; Why Japanese avoid risk; How to get your ideas accepted by a Japanese organization; How to make meetings with Japanese more effective; How to build strong working relationships with Japanese; How to behave appropriately at meals and other social situations; What to keep in mind if you travel to Japan for business; What most bothers Japanese about the Americans they work with.* 8:00 a.m. – 3:00 p.m. CDT. Fee: \$295. For information & registration, please see: <https://eventsframe.com/e/mHJ4cOLV6/working-effectively-with-japanese/>.
- Sep. 13 **BENEFITS FOR U.S-BASED COMPANIES OPERATING AS A NON-RESIDENT IMPORTER IN CANADA.** Hybrid program sponsored by the Madison International Trade Association. Speakers: **John Quirke**, Vice President, Trade Consulting, Frontier Supply Chain Solutions, Inc., and **Chris Borecky**, Senior Business Development Manager, Trade Consulting, Frontier Supply Chain Solutions, Inc. 11:30 a.m. – 2:00 p.m. CDT, Fluno Center, 601 University Avenue, Madison, WI. MITA Members - \$50 (in-person); \$20 (virtual). Non-members - \$75 (in-person); \$35 (virtual). For information & registration, please see: https://www.mitatrade.org/event_item/benefits-for-us-based-companies-operating-as-a-non-resident-importer-in-canada/.
- Sep. 15 **NAVIGATING SUPPLY CHAIN DISRUPTIONS: UPDATES & RECOMMENDATIONS.** Webinar sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Lisa Victoria Waller**, President and Co-Owner, BDG International, Inc., who will help businesses understand the causes and effects of supply chain issues and think about how to cope with its pressures. Exporters and importers who are responsible for managing these challenges should be able to know how conditions can affect the supply chain and how to remain resilient and flexible. Learn tips on how to weather supply chain issues in terms of working with suppliers, buyers and freight forwarders. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://tadclc.bdifocus.com/Training/TrainingDetails.aspx?tid=565>.
- Sep. 19 - **INDIA AEROSPACE TRADE MISSION.** Organized and led by United States Department of
23 Commerce, International Trade Administration, the purpose of the mission is to introduce U.S. companies to India's aerospace ecosystem and assist delegate companies with finding business partners and exporting their products and services to the region. The mission will help participating firms and organizations gain market insights, make industry contacts, solidify business strategies, and advance specific projects, with the goal of increasing U.S. exports to India. The mission will include customized one-on-one business appointments with pre-screened potential buyers, agents, distributors, and joint venture partners. It will also include meetings with central, state, and local government officials and industry leaders, as well as networking events. For information & an application, please see: <https://www.trade.gov/aerospace-trade-mission-india>.

- Sep. 19 - ***HEALTHCARE TRADE MISSION TO SOUTHEAST ASIA (THAILAND, VIETNAM, MALAYSIA)***. Led
23 by the U.S. International Trade Administration, this mission will assist U.S. health sector exporters to build opportunities to expand industry contacts and increase export sales to Southeast Asia. Mission participants will gain firsthand knowledge of Thailand, Vietnam and Malaysia through: Market briefings; Matchmaking appointments; Site visits; Policy-focused briefings; Introductions to hospitals and clinical laboratories, government healthcare agencies, distributors, and others who could benefit from U.S. products and services. Application deadline: June 30. For information & application, please see: <https://www.trade.gov/healthcare-trade-mission-southeast-asia>.
- 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>.
- Sep. 30 - ***2022 VIRTUAL INTENSIVE TRADE SEMINAR***. Online series of four events, sponsored by the
Oct. 4 Washington International Trade Association in partnership with the Institute for International Economic Policy at George Washington University and the World Trade Center DC, is geared toward individuals who want to learn how trade policy is made in Washington, DC. Over three days, speakers help attendees increase their professional knowledge by learning the nuts and bolts of trade policy directly from career trade policy professionals from across government, industry, and law. Series schedule: **Sep. 30** – 8:00 – 11:00 a.m.; 12:00 – 3:00 p.m. CDT. **Oct. 3** – 8:00 – 11:00 a.m. CDT. **Oct. 4** – 8:00 – 11:00 a.m. CDT. WITA Members - \$200; Non-members - \$350. For information & registration, please see: <https://www.eventbrite.com/e/2022-virtual-intensive-trade-seminar-all-access-pass-tickets-365877307877>.
- Oct. 5 - ***AUTOMATED COMMERCIAL ENVIRONMENT (ACE) EXPORTS COMPLIANCE***. Webinar,
6 sponsored by the South Florida District Export Council, brings together experts from the Census Bureau, Bureau of Industry and Security, and the South Florida District Export Council to provide training on export filing requirements. 11:00 a.m. – 3:15 p.m. CDT. Fee: \$95. For information & registration, please see: <https://www.eventbrite.com/e/ace-export-compliance-seminar-tickets-358539369907>.
- 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>.

- Oct. 20 ***U.S. EXPORT CONTROLS & BUILDING EFFECTIVE COMPLIANCE PROGRAMS.*** Webinar sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Benjamin Shanbaum**, Customs and International Trade Lawyer, Rock Trade Law LLC, who will discuss export control policies, regulations and procedures to help your company minimize the risk of noncompliance. All parties to U.S. export transactions must ensure their exports fully comply with all statutory and regulatory requirements to avoid potential violations. Topics include: *Risk identification and mitigation; Commodity jurisdiction and classification; Restricted party screening and end-user controls; Licensing processes; Identifying red flags; Documenting compliance; Handling violations and investigations; Best practices.* 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://tadclc.bdifocus.com/Training/TrainingDetails.aspx?tid=566>.
- Oct. 23 - ***TRADE MISSION TO THE CARIBBEAN REGION.*** Sponsored and led by the U.S. Commercial Service
28 in partnership with the U.S. Department of State, the goal of the mission is to help participating U.S. companies find potential partners, buyers, agents, distributors, and joint venture partners in Barbados/Eastern Caribbean, Dominican Republic, Guyana, Haiti, Jamaica, Suriname, The Bahamas, and Trinidad and Tobago, laying the foundation for successful long-term ventures to take advantage of market opportunities in the Caribbean region. The mission is open to U.S. companies from a cross section of industries with growing potential in the Caribbean region, but is focused on U.S. companies in best prospects sectors such as Automotive Parts and Services, Construction Equipment/Road Building Machinery/Building Products/Infrastructure projects, Medical Equipment and Devices/Pharmaceuticals, ICT, Energy Equipment and Services, Safety and Security Equipment, Hotel and Restaurant Equipment, Franchise, Manufacturing Equipment, Yachting industry/Maritime services/Sailing Equipment. For an application, please see: <https://emenuapps.ita.doc.gov/ePublic/TM/0R0V>.
- Oct. 24 - ***INTERNATIONAL TRADE FUNDAMENTALS.*** Hybrid course, sponsored by the Global Training
Nov. 20 Center, is intended for new employees, employees with new roles, management, and executives who currently import/export in their business, or plan to import/export, and would like an overview and understanding of the trade and customs compliance requirements. It is intended to provide a fundamental overview of international trade compliance for both import and export transactions. Fee: \$895. For information & registration, please see: <https://www.globaltrainingcenter.com/products/hybrid/building-blocks-of-international-trade/>.
- Oct. 30 - ***WOMEN IN TECH TRADE MISSION: NETHERLANDS, PORTUGAL, FRANCE.*** Sponsored by the
Nov. 5 U.S. Commercial Service, the mission is an ideal business development opportunity for tech companies interested in three European markets with vibrant tech industries. Trade Mission participants will benefit from tailored matchmaking with prospective buyers in the Netherlands, Portugal and France, plus networking at Web Summit 2022 and throughout the Trade Mission. For information & an application, please see: <https://emenuapps.ita.doc.gov/ePublic/TM/3R1R>.
- Oct. 31 - ***ICT AND CLEAN TECHNOLOGY TRADE MISSION TO SERBIA & MONTENEGRO.*** Mission, led by
Nov. 4 the U.S Department of Commerce, will provide access to key decision-makers and growing business opportunities. Participating firms will: Meet with high-level government officials; Gain market insights; Participate in a Western Balkan Regional business event with public and private stakeholders; Identify and meet potential partners and buyers; Solidify business strategies; Advance specific projects. For information & an application, please see: <https://www.trade.gov/ict-and-clean-technology-mission-serbia-and-montenegro>.

- Oct. 31 - ***INDO DEFENSE – AEROSPACE AND DEFENSE TRADE MISSION TO INDONESIA.*** Organized by
Nov. 4 the U.S. Department of Commerce, the mission will take place in conjunction with Indo Defense Expo & Forum, November 2-5. The mission is intended to connect a select group of U.S. aerospace and defense manufacturers and service providers with opportunities in the Indonesian market. Participation in this multi-city mission will provide U.S. companies with enhanced access to the Indo Defense Expo and Forum with support from the U.S. Commercial Service as well as tailored programs for U.S. companies seeking to identify and vet Indonesian partners. U.S. OEMs and defense service providers will have a major presence at the show which will be bolstered by participation in this trade mission. For information & an application, please see: <https://www.trade.gov/indo-defense-aerospace-and-defense-trade-mission-indonesia>.
- Nov. 6 - ***AEROSPACE & DEFENSE TRADE MISSION: ISRAEL, SAUDI ARABIA & BAHRAIN.*** Led by the
11 U.S. Department of Commerce’s International Trade Administration, the mission will introduce U.S. companies to the aerospace and defense ecosystem in key Middle Eastern countries and assist delegate companies to find business partners and to export their products and services. Delegates will also: participate in one-on-one business appointments with pre-screened potential buyers, agents, distributors and joint venture partners; meet with central, state, and local government officials and industry leaders who can address questions in areas such as procurements, projects, policies, regulations, tariff rates and incentives; participate in networking receptions; attend the Bahrain International Air Show. For information & an application, please see: <https://www.trade.gov/executive-led-middle-east-aerospace-and-defense-trade-mission>.
- Nov. 17 ***INTRODUCTION TO EXPORTING.*** Webinar sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Kevin Kim**, International Trade Specialist, who will provide you with a comprehensive overview of export requirements and procedures including knowledge, resources, and key elements to your export success. Learn how to determine if exporting is right for your company, the different export models used and when each is appropriate, and how to prepare and execute your export plan. Topics include: *Export readiness; How to select target markets; Market research and prioritization; Finding good partners; Methods of payment; Insurance; Managing your international shipments; Export compliance.* 10:00 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://tadclc.bdifocus.com/Training/TrainingDetails.aspx?tid=422>.
- Dec. 1 ***SELL GLOBAL WITH EXPORTING ASSISTANCE SERVICES.*** Webinar sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Kevin Kim**, International Trade Specialist, who will provide an overview of how your company can start selling its exportable products and services internationally. He’ll 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; New-to-exporting requirements and procedures. 10:00 – 10:30 a.m. CST. 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 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.