

International Trade Training Catalog 2025/2026



scan for schedule



Training Schedule 2025/2026

FALL 2025 TRAINING SCHEDULE

An Introduction to International Trade	All year
Trade Compliance Basics	9/17/25
Export Documentation, Shipping & Insurance	10/1/25
HS Codes Decoded: Proper Product Classification	10/22/25
Incoterms 2020	10/29/25
Country of Origin Determination: Non-Preferential Rules and Substantial Transformation	11/5/25
Denied Party Screening: Red Flags and Tools	11/12/25
Intellectual Property (IP) Protection Across Borders	12/3/25
Customs Valuation: What's it Really Worth?	12/10/25

SPRING 2026 TRAINING SCHEDULE

Import Compliance Concepts
Import Logistics
Incoterms 2020
USMCA
Export Compliance, Obligations, and Risk Mitigation
International Traffic in Arms Regulations (ITAR)
Winning Tax Strategies for Global Business
Trade Finance
Determining Your ECCN Number
ECCN License Exceptions
Tariff Mitigation: Focus on Foreign Trade Zones

Practical Training From Industry Experts

This is no ordinary classroom! Instead of textbooks and theory, you'll receive practical, hands-on training chock full of real-world examples and tangible advice that you can put to use immediately. Our peer-to-peer philosophy means you'll learn from the experiences of your instructors and fellow participants alike. We're committed to helping both your business and your career gain a competitive advantage on the international stage. From importing and exporting know-how to global operations to international trade nuances, World Trade Center Denver offers the must-have curriculum for any business or individual committed to expanding business operations globally.



Karen Gerwitz

President & CEO of
World Trade Center Denver

Nationally & Internationally Awarded for Outstanding Trade Education



"The instructor challenged me to truly re-evaluate how every aspect of my business translates, as well as what markets are truly viable."

ABOUT US

For over 38 years, the World Trade Center Denver has produced award-winning international trade education and trained over 35,000 business professionals. Our local and global network unlocks the best trade services and connections in the Rocky Mountain region and the world providing award-winning content and expertise.

World Trade Center Denver is a business network and services organization dedicated exclusively to the international business success of companies based in Colorado and the surrounding Rocky Mountain region.

TOP-NOTCH INSTRUCTORS & CONTENT

Our instructors are experts in their industry, all with successful careers in their respective content areas. They are up-to-date with current trends, and they share real-world examples and best practices.

TRAINING YOUR WAY

Build Trade Skills with a Few Classes or Deepen Your Professional Development in International Trade

Virtual Instructor-Led Training on Zoom with Q&A

Build professional acumen online with our expert-led courses, seminars and virtual sessions with proven approaches and real-world examples.

On-Demand Course Library

Access international business information, directories and helpful links addressing topics such as compliance, export-import, and strategy operations 24/7.

In-Depth Understanding of International Business Concepts

Earn a Certificate in International Trade designed to build a comprehensive set of skills that prepare you to be export- or import-ready for any industry.

Customized Group Training Onsite for Your Team

Tailored content in a safe space for your employees to ask specific and sensitive questions. These sessions can be held at your offices or ours.

Professional Development

CERTIFICATE IN INTERNATIONAL TRADE

Build Your Professional Development in All Aspects of Trade

A Certificate in International Trade demonstrates a depth of understanding in a range of international business concepts gained from interacting with the region's experts. The international business training offered by the Rocky Mountain WTC Institute has been recognized nationally and internationally, receiving Premier Accreditation from the New York-based World Trade Centers Association (WTCA), several awards from the National Association of Small Business International Trade Educators (NASBITE) for outstanding trade education, and the prestigious President's "E" Award for Export Service. Several of our instructors have also been recognized at the local and national levels for their relevant and outstanding training skills.

To receive a Certificate in International Trade, applicants must complete the following within 3 years:

- 48 credit hours of Institute educational training
- One World Trade Day Conference (annual event in May)
- One World Trade Center Denver Annual Member Gathering (annual event in September)

Member Price \$1400 (best deal)| Non-Member Price \$2800

Customized Training

Sessions tailored to suit your unique international business training needs for you and your team.

EXAMPLES OF PAST CUSTOMIZED TRAININGS

The WTC Denver can customize international business training for companies on specific topics to their company situation and to maximize your team's learning experience. Customized training offers a safe space to ask specific and sensitive questions and can be held at your location or ours.

- Export Documentation, Shipping and Insurance for Electronics Distributors
- Export Compliance Obligations & Risk Management for Aerospace Industry
- US Export Controls for International Companies
- Complying with the ITAR (International Traffic in Arms) for Software Firms
- Incoterms 2020 for Food Producers
- Overview of Importing Concepts and Compliance Requirements for Biosciences
- International Ethics Concepts for Sales Teams
- Evaluating International Sales Channels for a Medical Device Company
- Cross-Cultural Communication with India & Brazil for Oil and Gas Industry

Manufacturer's Edge

Manufacturers Edge is a partner of the WTC Denver and provides custom training to manufacturers in Colorado. As Colorado's official Manufacturing Extension Partnership (MEP) Center, we leverage local and national resources to provide on-site support, strategy and planning, and technical assistance to manufacturers of all sizes across our state. With expertise as broad as ESG, Maintenance Fundamentals, Sales and Revenue team assessments and coaching, Marketing / SEO optimization, Voice of the Customer, and New product innovation and implementation on top of our core strengths of continuous improvement, quality, safety, and supervisor training, Manufacturer's Edge can customize a solution that will boost your bottom- or top-line performance. www.ManufacturersEdge.com

Training Courses

Training	Foundation	Intermediate/ Advanced	Credit hours
BIS: Complying with U.S. Export Controls (<i>*This is a 4-day seminar and is not included in the price of the badges or the Certificate in International Trade</i>)		✓	16
Country of Origin Determination		✓	1.5
Customs Valuation: What's It Really Worth?	✓		1.5
Denied Party Screening: Red Flags and Tools		✓	1.5
Determining Your ECCN Number		✓	3
ECCN License Exceptions		✓	3
Export Compliance, Obligations & Risk Mitigation		✓	4
Export Documentation, Shipping, & Insurance		✓	2.5
Free Trade Agreement Documentation & Regulations (USMCA)		✓	3
HS Codes Decoded: Proper Product Classification	✓		2
Import Compliance Concepts		✓	4
Import Logistics		✓	4
Incoterms 2020	✓	✓	2.5
IP Law Across Borders	✓		2
ITAR (International Traffic in Arms Regulations)		✓	8
Tariff Mitigation: Focus on Foreign Trade Zones	✓		2
Trade Compliance Basics for Busy Professionals	✓		2
Trade Finance	✓		3
Winning Tax Strategies for Global Business	✓		3
TBD			
TBD			
TBD			
TBD			



Virtual Instructor-Led (see wtcdenvier.org for current schedule)



On-Demand (see <https://wtcdenvierinstitute.thinkific.com/>)

Training Descriptions

AN INTRODUCTION TO INTERNATIONAL TRADE

Member Cost FREE | Non-Member Cost \$15

Want to get involved in international business but have no idea where to start? This training will introduce you to the world of international business from a beginner's perspective, introducing critical resources with each step. The World Trade Center Denver will provide you with a brief history of global trade, how it works, and why it is important in addition to an overview of strategy and operations, export & import compliance considerations. This seminar is meant to provide a brief introduction to trade topics, where other trainings will go into more depth for each specific concept introduced.

Recommended for: *Anyone who has never exported or imported before and is interested in learning more about the process and the resources in Colorado for international business.*

World Trade Center Denver Staff

COUNTRY OF ORIGIN DETERMINATION

Member Cost \$75 | Non-Member Cost \$150

Country of Origin Determination: Non-Preferential Rules and Substantial Transformation

Understanding how to determine a product's country of origin is critical for compliance with trade remedies, sanctions, and customs requirements. This course provides a clear overview of non-preferential origin rules, with a focus on the "substantial transformation" test and its application in areas such as tariffs imposed under Section 301 and IEEPA (International Emergency Economic Powers Act). Participants will learn the key principles, common challenges, and practical steps for making accurate origin determinations to minimize risk and facilitate compliance in global trade.

Recommended for: *Trade compliance professionals, customs specialists, legal counsel, import/export managers, and supply chain professionals.*

Sara Schoenfeld, Attorney Kamerman, Uncyk, Soniker & Kleinr

Sara Schoenfeld is an attorney with Kamerman, Uncyk, Soniker & Klein. Previously, Sara spent over five years in the Ernst & Young LLP Global Trade practice advising US and foreign multinational corporations regarding international trade laws and regulations, strategic planning, compliance and risk management. Sara is an experienced speaker and writer on topics across customs, international trade and human rights. She has presented at events sponsored by the Canadian Bar Association, Thompson Reuters, the NY Fair Trade Coalition and more, and has written for publications including Law360 (on first sale for export and on recent trade developments) and her Global Trade Analysis newsletter. Sara spent years serving on the Board of the Organization for Women in International Trade NY Chapter, and is the founder of the Trade Impact Foundation, a nonprofit organization seeking to facilitate international trade with a positive human rights footprint.

CUSTOMS VALUATION: WHAT'S IT REALLY WORTH?

Member Cost \$75 | Non-Member Cost \$150

This class provides participants with a practical understanding of the methods and regulations governing customs valuation. Attendees will learn how to determine the correct value of imported goods in compliance with WTO rules and U.S. Customs requirements, including transaction value, related-party pricing, and alternative valuation methods. With the new tariff framework, accurate valuation has become even more important—not only for compliance but also as a tool for duty mitigation strategies. The session will also cover common pitfalls, documentation requirements, and best practices to minimize risk and ensure accurate duty assessment.

Recommended for: *Import/export compliance professionals, customs brokers, supply chain managers, finance teams, and trade compliance specialists.*

Sara Schoenfeld, Attorney Kamerman, Uncyk, Soniker & Klein

Sara Schoenfeld is an attorney with Kamerman, Uncyk, Soniker & Klein. Previously, Sara spent over five years in the Ernst & Young LLP Global Trade practice advising US and foreign multinational corporations regarding international trade laws and regulations, strategic planning, compliance and risk management. Sara is an experienced speaker and writer on topics across customs, international trade and human rights. She has presented at events sponsored by the Canadian Bar Association, Thompson Reuters, the NY Fair Trade Coalition and more, and has written for publications including Law360 (on first sale for export and on recent trade developments) and her Global Trade Analysis newsletter. Sara spent years serving on the Board of the Organization for Women in International Trade NY Chapter, and is the founder of the Trade Impact Foundation, a nonprofit organization seeking to facilitate international trade with a positive human rights footprint.

DENIED PARTY SCREENING: RED FLAGS AND TOOLS

Member Cost \$75 | Non-Member Cost \$150

The Denied Party Screening (DPS) Training will provide participants with a comprehensive understanding of how to identify and manage transactions with individuals, organizations, or entities that are restricted or prohibited under international trade compliance regulations. Through practical scenarios and demonstrations, attendees will learn how to perform screening and interpret the results. Attendees will also become familiar with how to implement internal compliance procedures and recordkeeping practices specific to DPS, as well as how to respond to potential matches through escalation procedures and potential legal considerations.

Recommended for: Export compliance professionals, trade managers, legal counsel, logistics coordinators, and anyone handling international transactions.

Christine Garson, Holland and Hart

Christine is an Associate Attorney in the Export Controls, Economic Sanctions, and Customs group at Holland & Hart LLP, a full-service national law firm with more than 500 lawyers. Christine is a Licensed Customs Broker and is skilled in export/import compliance and complex regulatory analysis. Prior to joining Holland & Hart, Christine worked for a major defense contractor in both international trade compliance and government contracts related roles.

ECCN LICENSE EXCEPTIONS

Member Cost \$150 | Non-Member Cost \$300

This training is a follow-on from our successful 'Understanding and Using ECCNs' course (Nov 2024) and presumes that participants understand how to determine their ECCN. This course will focus on determining export licensing requirements, whether a license exception may be available, and understanding whether any General Prohibitions apply to a transaction. Participants should come to this class with at least one pre-determined ECCN which they will reference during class exercises. Participants will learn how to navigate the complexities of export regulations to ensure compliance with the Export Administration Regulations (EAR). Through practical examples and interactive discussions, attendees will gain the necessary skills to accurately identify when a license or exception may be required for their export, mitigate risks of non-compliance, and support their organization's global trade operations effectively.

Recommended for: compliance professionals, supply chain and logistics staff, product managers, engineers, legal advisors involved in export operations, small and mid-sized exporters who need practical guidance on ECCN classification and EAR compliance.

Danielle Blakely, Sierra Nevada Corp (SNC)

Danielle is an International Trade Compliance Manager with SNC, a privately held aerospace & defense company with worldwide presence and a wide portfolio of trade-controlled technologies. Prior to working at SNC Danielle was a Senior International Trade Specialist and Aerospace Team Leader with the U.S. Department of Commerce, where she developed expertise in U.S. export regulations and export compliance programs for the aerospace & defense industry.

EXPORT COMPLIANCE, OBLIGATIONS & RISK MITIGATION

Member Cost \$150 | Non-Member Cost \$300

Learn from a compliance expert doing business in every country how to identify your obligations under the Bureau of Industry and Security's Export Administration Regulations (EAR) and to better understand how to mitigate export risk through the development of an Export Management Compliance Program (EMCP) by helping you understand: the risks and repercussions of violating the EAR, deemed export licensing requirements, importance of recognizing and dealing with Red Flags, how to manage an inquiry from the BIS, groundwork for developing an EMCP tailored to a company's specific operations and activities.

Recommended for: Export compliance personnel and businesses that export, but currently do not have a system in place to manage their compliance with the regulations.

Dave Glynn, Holland & Hart

Dave is an attorney with Holland & Hart, LLP. He has recognized experience in conducting detailed internal investigations and audits related to export controls, trade sanctions, and customs law. Working with clients in the development, drafting, and implementation of compliance programs in various areas of federal regulatory law, he utilizes his extensive experience in export management systems and import compliance programs to help his clients achieve their goals. Dave also serves on the board of the World Trade Center Denver.

Laura Nolan

Laura Nolan was the Senior Manager, Global Logistics Programs, for Terumo BCT and has over 20+ years experience in customs and logistics. Laura serves on the Association Board for the Rocky Mountain Institute of the World Trade Center Denver and heads the Compliance Interest Group of the World Trade Center Denver.

EXPORT CONTROL CLASSIFICATION NUMBER (ECCN): UNDERSTANDING AND USING

Member Cost \$150 | Non-Member Cost \$300

Determining Your Export Classification Control Number

This class provides a comprehensive overview of the U.S. export control system, focusing on the critical role of ECCNs in determining export licensing requirements. Participants will learn how to classify items using the Commerce Control List (CCL), understand the key elements and structure of ECCNs, and navigate the complexities of export regulations to ensure compliance with the Export Administration Regulations (EAR).

Through practical examples and interactive discussions, attendees will gain the necessary skills to accurately identify ECCNs, mitigate risks of non-compliance, and support their organization's global trade operations effectively.

Recommended for: compliance professionals, supply chain and logistics staff, product managers, engineers, legal advisors involved in export operations, small and mid-sized exporters who need practical guidance on ECCN classification and EAR compliance.

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EXPORT DOCUMENTATION, SHIPPING, AND INSURANCE

Member Cost \$125 | Non-Member Cost \$250

A local expert provides in-depth review and real-world examples on the following topics: introduction and review of basic export documents, how the documentation process affects payment and customs clearance, Incoterms®, export regulations and compliance, classifying your merchandise under the Schedule B, the role of a freight forwarder, the importance of cargo insurance, letters of credit, temporary exports, and the Automated Export System.

Recommended For: Personnel who work for companies exporting from the USA; including logistics, legal, financial, sales, and management departments.

Kelly Raia, COO Blue Tiger International

Kelly is the Chief Operating Officer of Blue Tiger International based in East Moriches. Kelly has been involved in the international supply chain for over 35 years. Kelly is a licensed customhouse broker and trade compliance specialist working for numerous companies assisting them in managing their import and export trade activities and acting as their outsourced Trade Compliance Manager. Kelly is a specialist in both import and export compliance, logistics, supply chain & FTZ Management. Many companies depend upon her expertise in facilitating their export sales or import purchasing. Kelly is a frequent lecturer on compliance and logistics and is a published author. Kelly earned her Bachelor's in Organizational Management and Master of Business Administration Degrees from St. Joseph's University. Training is a major component of Kelly's services in supply chain management operations.

FREE TRADE AGREEMENT (USMCA)

Member Cost \$150 | Non-Member Cost \$300

This training will provide you with a comprehensive explanation of how to make a free trade agreement qualification determination by using the prescribed Rules of Origin and applying the Customs concepts of classification, valuation and country of origin.

You will also learn how to prepare a Certificate of Origin. Real-world examples will make the concepts come to life. In addition, you will receive an overview of US Government Verifications, discuss preparation of letters in response to solicitations from your customers and learn about basic US Government enforcement.

Recommended for: Export Managers, Import Managers, Compliance Managers, Legal and Regulatory Managers, or anyone involved with international shipments. The training will provide a good foundation for anyone who has been asked, either by their employer or a customer to fill out a Certificate of Origin.

TBD

HS CODES DECODED: PROPER PRODUCT CLASSIFICATION

Member Cost \$100 | Non-Member Cost \$200

Recent tariff hikes and export restrictions have made accurate product classification more critical than ever. Learn how to properly classify goods under the Harmonized Tariff Schedule (HTS) and Schedule B, and avoid costly errors and penalties.

Recommended for: Anyone involved in importing, exporting, logistics, supply chain, or global business who needs a foundation in product classification.

Tyler Black, Thompson Coburn LLP

Tyler Black is a Partner in Thompson Coburn LLP's International Trade and Transportation Regulatory practice group. He has covered the full scope of trade and regulatory compliance issues, helping clients with international business exposure navigate federal laws and regulations that govern imports, exports, sanctions, and other aspects of their businesses. He has experience providing companies ranging from manufacturers and technology service providers to financial institutions and insurance providers with a holistic approach to trade compliance since 2014.

IMPORT COMPLIANCE CONCEPTS

Member Cost \$150 | Non-Member Cost \$300

This training introduces more advanced importing topics including: Reasonable Care, fines/penalties/forfeitures, seizures, Prior Disclosures, audit programs (Focused Assessments), preparation for CBP Audits, the Importer Self Assessment program (ISA), commodity classification rules and use of the Harmonized Tariff Schedule, duty management, country of origin determination, record keeping, and import valuation.

Recommended for: Personnel in customer service, logistics, warehouse shipping and receiving, purchasing, and legal.

Dave Glynn, Holland & Hart

Dave is an attorney with Holland & Hart, LLP. He has recognized expertise in conducting detailed internal investigations and audits related to export controls, trade sanctions, and Customs laws. Working with clients in the development, drafting, and implementation of compliance programs in various areas of federal regulatory law, he utilizes his extensive experience in export management systems and import compliance programs to help his clients achieve their goals. Dave serves on the board of the World Trade Center Denver.

IMPORT LOGISTICS

Member Cost \$150 | Non-Member Cost \$300

This training deals with topics including: how goods clear Customs, documentation requirements, how to correctly fill out paperwork, payment of duties and liquidation, protests, adjustments (PEA/PSC), roles and responsibilities of a broker or freight forwarder, supply chain security, landed cost concept, and case studies focusing on basics of import classification and filing entry with U.S. Customs and Border Protection.

Recommended for: Any personnel involved in importing.

Amanda Peaker, Gallagher Transport International

Amanda is a Licensed Customs Broker with over 17 years' experience working in many facets of the Logistics and Forwarding Industry including import, export, and domestic transportation. Amanda keeps a focus on the ever-changing import and export trade regulations involved with Customs, FDA, and other Partner Government Agencies to assist customer needs. She is currently Vice President for Gallagher Transport International, a logistics firm specializing in US Customs and Freight Forwarding. GTI, with offices in Denver and Portland/Vancouver, has maintained excellence in the logistics industry for over 25 years. Ms. Peaker is a member of the National Customs Brokers and Freight Forwarders Association (NCBFAA) and Denver's World Trade Center.

INCOTERMS® 2020

Member Cost \$125 | Non-Member Cost \$250

Incoterms® determine which party is responsible for costs if a shipment is damaged in transit. With the new rules changed January 1, 2020, this updated training offered by a regional expert in Incoterms®, gives you an in-depth view into the eleven different rules.

Recommended for: All exporters, importers, international sales personnel, purchasing managers, forwarders, customs brokers, carriers, credit professionals, insurers,

Kelly Raia, COO Blue Tiger International

Kelly is the Chief Operating Officer of Blue Tiger International based in East Moriches. Kelly has been involved in the international supply chain for over 35 years. Kelly is a licensed customs broker and trade compliance specialist working for numerous companies assisting them in managing their import and export trade activities and acting as their outsourced Trade Compliance Manager. Kelly is a specialist in both import and export compliance, logistics, supply chain & FTZ Management. Many companies depend upon her expertise in facilitating their export sales or import purchasing. Kelly is a frequent lecturer on compliance and logistics and is a published author. Kelly earned her Bachelor's in Organizational Management and Master of Business Administration Degrees from St. Joseph's University. Training is a major component of Kelly's services in supply chain management operations.

INTELLECTUAL PROPERTY (IP) RIGHTS ACROSS BORDERS

Member Cost \$100 | Non-Member Cost \$200

Your brand, designs, and data are at risk in today's global marketplace. This course will explore the fundamentals of intellectual property protection in cross-border trade, including trademarks, copyrights, patents, and trade secrets. Participants will learn practical strategies to safeguard their IP when exporting or sourcing internationally, with an emphasis on evolving IP rules under U.S., EU, and Asia-Pacific frameworks. Real-world examples and best practices will highlight how companies can reduce risk, enforce rights, and maintain a competitive advantage in global markets.

Recommended for: *Lawyers, CCOs, COOs, Product Developers, Entrepreneurs, and personnel in operations.*

Steven Weigler, EmergeCounsel

Steven Weigler is an international business and IP attorney. After a career in both litigation and business/IP law as a senior attorney for a Fortune 50 technology company, he built and scaled an internet based business. After exiting, he founded EmergeCounsel, a law firm focused on focused and empathetic representation of US and overseas eCommerce businesses at a lower price point than large, non-niche law firms.

Steven has been recognized as a Super Lawyer in the area of trademark and marketing law. He publishes frequently on eCommerce law topics including entity selection/governance, brand protection/anti-counterfeiting, and M&A.

ITAR: INTERNATIONAL TRAFFIC IN ARMS REGULATIONS

Member Cost \$200 | Non-Member Cost \$400

The International Traffic in Arms Regulations (ITAR) control the export and import of defense articles, technical data and services, including certain aerospace technology and products. Understanding the ITAR requirements and how to comply is fundamental to prevent potential costly violations. Join other Colorado companies as we discuss the ever-evolving International Traffic in Arms Regulations (ITAR).

The training will include:

- Basic and intermediate level discussions of ITAR requirements and compliance
- Export Control Reform, including recent and proposed changes to the ITAR
- Case studies on ITAR compliance and enforcement

Recommended for: *Export compliance officers, legal department, traffic personnel, customer service representatives, government liaisons, trade logistics personnel, personnel from overseas companies who deal with US-based companies or that purchase US-origin products, components or technology, and subsidiaries, affiliates and parents of US businesses.*

Dave Glynn, Holland & Hart

Dave is an attorney with Holland & Hart, LLP. He has recognized expertise in conducting detailed internal investigations and audits related to export controls, trade sanctions, and Customs laws. Working with clients in the development, drafting, and implementation of compliance programs in various areas of federal regulatory law, he utilizes his extensive experience in export management systems and import compliance programs to help his clients achieve their goals. Dave serves on the board of the World Trade Center Denver.

Lizbeth Rodriguez-Johnson, ReedSmith LLP

Lizbeth helps her clients develop, draft, and implement compliance programs in various areas of federal regulatory law. She has recognized expertise in conducting detailed internal investigations and audits related to export controls and trade sanctions. Lizbeth also drafts license application, commodity jurisdiction requests, technical assistance agreements, registration statements, license applications, and other international regulatory documents. Lizbeth serves on the board of advisors of the Institute for the World Trade Center Denver.

TARIFF MITIGATION: FOCUS ON FOREIGN TRADE ZONES

Member Cost \$100 | Non-Member Cost \$200

This advanced session is designed for companies already operating in a Foreign-Trade Zone (FTZ) and looking to optimize their operations. Participants will explore best practices for managing FTZs, learn from three real-world case studies (a distributor, a manufacturer, and a 3PL), and gain insights into the latest updates and regulatory changes affecting FTZ compliance and strategy.

Recommended for: *compliance, supply chain, and trade professionals already operating within a Foreign-Trade Zone (FTZ), distributors, manufacturers, and 3PL providers seeking to strengthen FTZ practices and stay up to date on regulatory changes, as well as for those interested in exploring how an FTZ could benefit their operations.*

Thomas Cook, Blue Tiger International

Tom is Managing Director of Blue Tiger International, (bluetigerintl.com) a premier international business consulting company on supply chain management, trade compliance, purchasing, global trade and logistics. Tom was former CEO of American River International in NY and Apex Global Logistics Supply Chain Operation in LA. Tom has over 30 years' experience in assisting companies all over the world manage their import and export operations. He is a member of the NY District Export Council, sits on the board of numerous corporations and is considered a leader in the business verticals he works in.

TRADE COMPLIANCE BASICS FOR BUSY PROFESSIONALS

Member Cost \$100 | Non-Member Cost \$200

This course provides a practical introduction to the fundamental principles, regulations, and best practices of international trade compliance. The session will follow a clear, practical walk-through of both the import and export sides of trade, highlighting what needs to happen and the basic steps involved at each stage. From documentation and classification to licensing, regulations, and recordkeeping, participants will gain a structured overview of compliance essentials. Designed as a gateway to the complex world of compliance, this session equips professionals with the essential knowledge and tools to keep cross-border business moving smoothly and legally.

Recommended for: *Anyone new to trade compliance or who would like a general understanding of the people, licenses, regulations, and documents involved.*

Tyler Black, Thompson Coburn LLP

Tyler Black is a Partner in Thompson Coburn LLP's International Trade and Transportation Regulatory practice group. He has covered the full scope of trade and regulatory compliance issues, helping clients with international business exposure navigate federal laws and regulations that govern imports, exports, sanctions, and other aspects of their businesses. He has experience providing companies ranging from manufacturers and technology service providers to financial institutions and insurance providers with a holistic approach to trade compliance since 2014.

TRADE FINANCE

Member Cost \$150 | Non-Member Cost \$300

This training covers how importers and exporters identify financial risks and use the appropriate method of payment and security including: letters of credit, cash in advance, documentary collection, "Buy now pay later", Credit Insurance as well as many others. Various economic risks such as exchange rate fluctuations are also discussed. This seminar introduces you to the basics of Trade Finance and the benefits and potential pitfalls of the different financial instruments utilized.

Recommended for: *Personnel involved in payments or financing.*

TBD

WINNING TAX STRATEGIES FOR GLOBAL BUSINESS

Member Cost \$150 | Non-Member Cost \$300

This course explores the key tax considerations companies face in global trade, including transfer pricing, tax treaties, VAT, and withholding taxes. Participants will gain insight into the tax implications of global sourcing, manufacturing, and distribution, while also learning to recognize and avoid common tax traps for U.S. exporters and businesses with foreign subsidiaries.

Recommended for: *Tax professionals or those taking on tax roles within their company, as well as entrepreneurs looking to take their business global.*

TBD, RSM

ANNUAL MEMBER GATHERING

September 11, 2025 4:00-7:30pm

The Annual Member Gathering brings together our members, future members, and guests to learn what's new with the WTC Denver, hear more about a current topic, and engage with one another in the community. Learn more at wtcdenver.org/amg.



WORLD TRADE DAY

May 2026

World Trade Day, the largest international trade and investment conference in the Rocky Mountain Region, brings together 700+ global trade professionals to learn, engage, and connect. Event includes keynote speakers, short talks by trade experts, expo, followed by a networking reception. Please contact us for speaking and sponsorship opportunities.

Learn more at wtcdenver.org/wtd

Be a Part of the Network For Global Trade Professionals

COLLABORATE LOCALLY, CONNECT STRATEGICALLY, THRIVE GLOBALLY

Becoming a Member of the World Trade Center Denver network opens doors to the world for you and your business. With over one million member companies and 300+ trade centers across 100+ countries, you gain direct access to a powerful network, global markets and decision-makers. Here, you can exchange ideas, build lasting relationships, and engage with the largest concentration of internationally minded professionals in the region and beyond. As a Member, you tap into trusted resources, expert guidance, and a powerful community dedicated to helping you grow and succeed on the world stage.

Visit www.wtcdenver.org/wtc-denver-membership/ to learn how to get started today!

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Hibbert™
A HISTORY OF FORWARD THINKING

We would like to extend our thanks and gratitude to The Hibbert Group for their support of the 2025/2026 Training Guide. The Hibbert Group is an ISO9001:2000 certified, international, comprehensive marketing services company supporting the needs of a multinational client base

GAIN PRACTICAL, HANDS-ON INSTRUCTION LED BY INTERNATIONAL BUSINESS EXPERTS

Updated August 2025



scan for schedule

Trained over
35,000
 Business
Professionals

80+
Annual
Events &
Training

37+ years of experience
supporting, training, and connecting
manufacturers and
other Colorado Industries