



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION



INTERNATIONAL TRADE

Registration Now Open: Querétaro Automotive Matchmaking Event

Join the International Trade Program on February 15-17, 2022 for a trade mission to Automotive Meetings Querétaro, a matchmaking event that gives auto suppliers the opportunity to build business relationships through more than 12,000 face-to-face meetings with potential OEM and Tier 1 customers, such as GM, Ford, VW, Continental, Cummins, and more. Buyers represent various facets of business including purchasing, engineering, and materials handling. **Registration closes on December 15.**

To register, please contact Brendan Cherry, MEDC International Trade Manager, at cherryb2@michigan.org or 517.243.9877.

Export Intern Training and Reimbursement Program Accepting Applications for Summer 2022 Internships

MEDC's International Trade and Development Internship program supports exporters with university student recruitment, training, and wage reimbursement so companies can better focus on export expansion. Companies statewide that are dedicated to increasing export sales are invited to apply to the program which provides 50% reimbursement of student wages, up to \$3,600. The program features a coinciding training component to bolster internship outcomes for both companies and students.

[LEARN MORE ABOUT HOSTING AN INTERN](#)

Foster Swift Continues to Offer Legal Essentials to Exporting

Following a long career of public service, Foster Swift Collins and Smith international trade and finance attorney, Jean Schtokal, announced her retirement last month. For years, Jean has partnered with MEDC's International Trade Program to provide critical legal trainings and services to countless Michigan exporters. The International Trade team wishes Jean all the best for her retirement and expresses deep gratitude for her exceptional service over the years.

Since Jean's retirement, Foster Swift attorneys, John Mashni and Taylor Gast, continue to serve Michigan exporters. Through a contract with MEDC, Foster Swift offers Legal Essentials to Exporting, a program to educate companies about legal matters to consider when selling to foreign markets. This includes select one-on-one services for companies referred by MEDC International Trade Managers (ITM). Topics include cybersecurity and data breach risk mitigation, international data privacy compliance, and international intellectual property protection analysis.

[TALK TO AN ITM ABOUT LEGAL ESSENTIALS](#)

Help International Customers Understand Your Brand

MEDC's online business development partner, IBT Online, offers exporters a suite of online business development services through the [Michigan Online Global Program](#). This program offers localized websites and online marketing strategies to make it easier to grow online traffic and do business in your target market.

See what U.P.-based Pettibone Traverse Lift has to say about IBT's ability to connect them with customers in places like Saudi Arabia and Latin America, or connect with your International Trade Manager to get started with the Michigan Online Global Program today.

PETTIBONE TRAVERSE LIFT
ONLINE GLOBAL TESTIMONIAL
MITCH FEDDIE, MARKETING MANAGER



GET CONNECTED

Upcoming Events

November 17: [Defense and Aerospace Export Roundtable](#)

Defense and aerospace companies are invited to a roundtable event to discuss industry-wide export challenges and opportunities to better inform our team of how we may adjust our program offerings. Companies interested in participating should contact their international trade manager by Nov. 10.

November 17, 18: [Export Controls – ITAR and EAR Compliance](#)

Join the Van Andel Global Trade Center to gain knowledge in the areas of International Traffic in Arms Regulations and Export Administration Regulations. If you engage in defense activities or have export-controlled dual-use products, understand the compliance risks that accompany these activities.

November 23: [Online Tools to Grow Your Exports in India](#)

With the second largest population on the planet, India has become a key player in international business. Join IBT Online to find out how localized websites and digital marketing can be the key to your export growth in India.

January 8-15, 2022: [Dubai Expo 2020 – Mobility Trade Mission](#)

Companies across a wide range of mobility industries, including automotive, aerospace, internet of things, artificial intelligence, and telecommunications, are invited to join this mission to Dubai, UAE to participate in matchmaking meetings with potential customers, partners and distributors, and to attend Expo 2020 during its dedicated travel and connectivity theme week.

February 21-25, 2022: [Trade Mission to Japan and South Korea](#)

Join the Great Lakes St. Lawrence Governors and Premiers for a multi-sector trade mission to Seoul, South Korea and Tokyo, Japan. Participants receive logistical support provided by the Michigan South Korea and Japan trade centers and a schedule of B2B meetings with prospective customers and business partners. Mission organizers continue to monitor travel restrictions to these markets.