



Meet with the Michigan Mexico Office: Three Stops Statewide

MEDC's Mexico office representative, **Silvia Alonso**, will visit Michigan to meet directly with our business community **June 3-7**, with visits taking place in **Troy** (Automation Alley), **Grand Rapids** (Van Andel Global Trade Center) and **Traverse City** (Networks Northwest). These unique visits allow Michigan small businesses to meet one-on-one in-person with our Mexico specialist to support your company's entry and expansion into the Mexico market.

Silvia has successfully counseled Michigan small businesses to capture opportunities in Mexico for a variety of industries for more than 10 years. In February, Silvia supported a Michigan delegation of 12 companies participating in Automotive Meetings Queretaro. We encourage you to take advantage of this opportunity to meet her in person and plan the next steps your company should take to grow your sales into Mexico.

Our next trade event in Mexico will be the [Automation Alley Mexico Trade Mission](#), **Oct. 13-18**, 2024. Automation Alley will be hosting two events statewide for companies interested in joining the mission: 1) Doing Business in Mexico, June 4 in Troy, and 2) West Side Happy Hour, June 5 in Grand Rapids. [Register here](#) to join!



Please [contact your International Trade Manager](#) (ITM) if you are interested in setting up a meeting with Silvia.



Silvia Alonso, Michigan Mexico Office

Worldwide Credit Reports: Free for MEDC International Trade clients

Thanks to our 2024 partnership with the Van Andel Global Trade Center (VAGTC), MEDC is offering “in-country” credit reports for qualifying businesses. An **in-country credit report** will provide the most recent obtainable information available on the company you are verifying to do business with outside the U.S. VAGTC’s partner in-country financial firm will review all the information they are able to find on the party through government registrars, online resources and local resources. In some cases, this resource offers an in-person visit to the company location to interview the entity and/or contact via phone or email if an in-person visit is not possible. **Get the most up-to-date intelligence before working with a new customer or partner outside the U.S.** and take advantage of the MEDC funded in-country credit report.

LEARN MORE AND CONNECT WITH YOUR ITM TO GET STARTED

Events and Opportunities

April 18: Fundamentals of Harmonized System Classification

Understanding how to classify products under the Harmonized System (HS) is essential in keeping the global supply chain moving. HS classification is an essential component in export declaration for export shipments and the customs entry for import shipments. The HS classification is central to determining export eligibility, import duty rates and taxes, as well as determining whether products

qualify for preferential tariff treatment. This will be a full-day training held in-person on Grand Valley State University's (GVSU) Downtown Campus in Grand Rapids. Complimentary parking, breakfast, and lunch will be provided. [Register here](#).

April 24: Global Business Club Spotlight on West Africa

For the next event in the Global Business Club (GBC) Market Spotlight Series, the Michigan State University (MSU) International Business Center is partnering with the MSU Marketing Department and African Studies Center to highlight the West African Market. This event will feature keynotes from Bolaji Balogun, CEO of Chapel Hill Denham in Nigeria, and Godwin Tamakloe, an expert in fintech at Mobile Money, Ltd. in Ghana. Additionally, there will be a Michigan Exporters Business Panel, lunch, networking and the opportunity for one-on-one meetings with trade service providers. This event will take place 10 a.m. – 3 p.m. in Lansing. [Register here](#).

May 1: Michigan World Trade Week 2024

Michigan World Trade Week is a celebration of international trade and business growth for Michigan, with the 2024 theme 'Exporting Michigan Made: Designed, Engineered, and Grown'. For 38 years businesses and community leaders have worked together to commend companies succeeding in global trade and offer insights into key export challenges and opportunities. This event will take place from 12 - 4:30 p.m. at GVSU's Downtown Campus in Grand Rapids. Join the MEDC team and our statewide partners. [Register here](#).

June 4: Doing Business in Mexico

Discover how recent manufacturing and technological advancements in Mexico have positioned the nation as a global hub for innovation. Gain insights into the vast array of opportunities available to U.S. businesses, spanning across various sectors including advanced manufacturing, automotive, cleantech, IT/ICT, healthcare, medical and aerospace. Speakers include: Silvia Alonso, Michigan Mexico Office; Tim Finerty, Wipfli; and Ted Brown, Totally Automated Systems. Information will also be provided on Automation Alley's upcoming trade mission to Mexico on October 13-18. This event will take place from 11:30 a.m. - 1 p.m. at Automation Alley's office in Troy, with lunch provided for attendees. [Register here](#).

June 12: New to Export Workshop

Are you looking to expand your business and tap into new markets? Do you want to take your products or services to the global stage and reach customers around the world? If so, then you won't want to miss the Van Andel Global Trade Center (VAGTC) upcoming New-to-Export Workshop featuring a network of state and federal organizations committed to helping businesses of all sizes start and expand their exports. Discussion topics will focus on businesses in need of help to start

exporting or to grow existing exports. Each workshop will provide businesses with first steps and resources to start to build exports, an overview of statewide export services available to assist Michigan businesses, and actionable next steps to start or grow existing exports. [Register here](#).

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300 N. Washington Sq., Lansing, MI 48913 | (888)522-0103
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