



## Michigan Celebrates Small Business

Last month, the Michigan Celebrates Small Business (MCSB) Awards recognized companies across the state for their growth and contributions to their local economy. We were especially excited to see **LorAnn Oils** and **Edison Manufacturing & Engineering** nominated among the MCSB 50 Companies to Watch. Congratulations to all the nominees and winners!

To honor the work of our small business exporters, we are once again partnering with the Michigan Manufacturers Association to sponsor the **2nd Annual Michigan Manufactured Export of the Year Award**. This is our chance to recognize and promote the most innovative products and leaders of the Michigan manufacturing industry. [Nominations are open June 10 – Aug. 16](#), with the MMA Excellence Award ceremony and dinner Nov. 6. In 2023, we honored

Bangor-based [Getman Corporation](#) and their A64 HD Water Cannon with the inaugural Exported Product of the Year Award.

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## Reminder: Michigan Mexico Office to visit Michigan in June

MEDC's Mexico office representative, Silvia Alonso, will visit **June 3-7**, with visits taking place in Troy (Automation Alley), Grand Rapids (Van Andel Global Trade Center) and Traverse City (Networks Northwest). Please [contact your International Trade Manager](#) if you are interested in setting up a meeting with Silvia. Please note three upcoming events related to this visit:

- [Doing Business in Mexico: June 4](#), Troy
  - [West Side Networking Social: June 5](#), Grand Rapids
  - [Automation Alley Trade Mission to Mexico: Oct. 13-18](#), Mexico
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## Events and Opportunities

**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, health care, 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, Oct. 13-18. This event will take place 11:30 a.m. to 1 p.m. at Automation Alley's office in Troy, with lunch provided for attendees. You may join in person or virtually. [Register here.](#)

**June 4: UAE Defense Webinar 2024:** Learn about aerospace and defense business opportunities in the UAE. This webinar will provide you with in-depth insights on current and future UAE requirements, where to find procurement opportunities and how to bid on available contracts. [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, don't 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. 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.](#)

**June 18: Incoterms Basics:** Gain a better understanding of Incoterms® 2020, as we delve into the crucial freight terms that shape international transactions. The Incoterms® 2020 Rules are your gateway to defining responsibilities, streamlining operations and mitigating risks between sellers and buyers. [Register here.](#)

**June 20: Advanced Strategies for Incoterms:** Dive deeper into the intricacies of international trade with Van Andel Global Trade Center's Advanced Strategies for Incoterms® 2020 training. This session is designed for professionals looking to join an advanced training on the technical interpretations of Incoterms® 2020 definitions and the practical and legal implications of its use in international contracts, orders and documentation. [Register here.](#)

**June 25-26: Complying with U.S. Export Controls Training:** The Bureau of Industry and Security (BIS) and the East Michigan District Export Council, with the support of the U.S. Commercial Service, are hosting a two-day, hands-on workshop that will cover U.S. Government export controls (Export Administration Regulations), including: types of controls, classifying your product, licensing requirements, record-keeping requirements, export clearance, enforcement and laws/policies on U.S. economic/trade sanctions. [Register here.](#)



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