



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION



INTERNATIONAL TRADE

Legal Training Services for Exporters

Expanding to international markets is exciting, however, exporting is a privilege in the United States and there are many laws and regulations to follow. Ignorance is not a plausible defense when these laws and regulations are violated and the consequences can have significant financial fines, loss of business, and even criminal penalties.

Legal trainings are offered by the [Foster Swift Collins and Smith](#) law firm to Michigan exporters through MEDC's International Trade Program to mitigate these risks. Trainings cover basic topics from international contracts 101, employment law, international IP, and data privacy compliance, to more advanced topics such as international liability protection.

Contact your International Trade Manager to learn more about these trainings. New to MEDC's International Trade Program? Tell us about your company in our intake form so we can start supporting your export journey today.

COMPLETE OUR INTAKE FORM



Leverage Trade Missions to Save Time and Money when Exploring New Markets

MEDC leads business delegations in trade missions to foreign markets and international trade shows to facilitate connections with companies in promising export markets. Participants benefit from their own itinerary of matchmaking meetings, customized for their objectives and target audience, as well as logistical support and networking events. Also, trade mission participation fees and travel costs are eligible for up to 75 percent reimbursement via [MI-STEP](#) grant funding to greatly reduce out-of-pocket costs. Join an upcoming trade mission and leverage this opportunity to reach new markets without the hassle of planning travel or scheduling meetings so you can focus on developing business leads and maximizing your time abroad.

January 10-19: [India Trade Mission](#)

This nation of 1.4 billion consumers has an especially strong demand for Michigan-made products, services, and technologies, including advanced manufacturing, design, and engineering services, aerospace/defense, automotive, IT/ICT, and medical equipment. The registration deadline has been extended to November 9 – sign up today!

February 13-17: [South Africa and Kenya Trade Mission](#)

Join the Great Lakes and St. Lawrence Governors and Premiers multi-sector trade

mission to Johannesburg, South Africa and Nairobi, Kenya. Benefit from B2B meetings to meet with prospective customers and business partners and allow our in-market International Trade Center to save you valuable time and resources. The registration deadline is December 1.

February 18-25: [Trade Mission to IDEX](#)

Calling all defense suppliers! Join the Michigan Pavilion at IDEX, the only international defense exhibition in the MENA region demonstrating the latest technology across land, sea, and air sectors with a strong focus on ground-based military. There's space for three more companies to exhibit with the MEDC in the USA Pavilion adjacent to General Dynamic, Raytheon, and BAE Systems. Applications are due November 20 so don't wait; apply today!

March 13-17: [Trade Mission to the UK and Netherlands](#)

Join the MEDC and Michigan Europe Trade Center for a multi-sector trade mission to the United Kingdom and Netherlands with visits to London and Amsterdam. Participants will receive a customized schedule of B2B meetings with prospective buyers, partners, and distributors. Applications are due December 16.

March 18-29: [Trade Mission to Australia and New Zealand](#)

Companies are invited to join the states of Michigan and Pennsylvania for a multi-sector trade mission to Sydney and Melbourne, Australia with an option to visit New Zealand. Participants are provided a customized schedule of B2B meetings with prospective buyers, partners, and distributors. Applications are due December 31.

Partner Events

November 9: [Grow Your Exports to South Africa and Kenya](#)

Interested in learning more about opportunities in South Africa and Kenya before joining the trade mission to these markets in February? Tune in to this free webinar to hear from the experts at the Michigan Africa Trade Center about key industry sectors, market prospects, and current economic trends for small to medium-sized companies.

November 9: [Grow Your Exports, Sales, Brand, and Business in the Middle East](#)

Are you attending IDEX or otherwise interested in growing your exports in the Middle East? Join IBT Online for a comprehensive overview of optimizing your website and aligning your digital marketing for the Middle East markets. This virtual event includes best practices, take-aways, and Q&A.

November 10: [Export Controls – ITAR and EAR Training](#)

Gain knowledge or increase your expertise in the areas of International Traffic in Arms Regulations (ITAR) and Export Administration Regulations (EAR) in this in-person event hosted by the Van Andel Global Trade Center.



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