



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION



INTERNATIONAL TRADE

Grant Funds to Go Global

MEDC's International Trade team is committed to creating opportunities for Michigan businesses to export their products around the world. Michigan's State Trade Expansion Program, or [MI-STEP](#), provides financial assistance to support your business in taking the first steps toward international expansion.

Not only are MI-STEP grants available for activities involving international travel, these grants also support activities you conduct right from your home office. To learn more about these non-travel export activities, watch this quick, minute-long video.

[Grant Funds to Go Global](#)

Tips for Leveraging MI-STEP

As we look forward to returning to in-person events, remember to leverage MI-STEP grants to pre-pay trade show exhibition space and booth fees, and put money back in your pocket sooner than later. MI-STEP funds can be used for payment of these expenses up to a year in advance. Don't wait to get reimbursed; talk to your [International Trade Manager](#) about submitting a MI-STEP grant today.

Does your business have an upcoming MI-STEP activity, like online marketing, export training, or website localization? Remember to submit your grant application at least 30 days prior to the activity to be eligible for up to 75 percent reimbursement.

Export Events

[Turkey and Central Eurasia Geopolitics and Economics](#)

June 2, 2021

This panel is the first in a series of inquiries into the geopolitics and economics of Central Eurasia and its neighbors to explore trans-regional relationships and interactions.

[Design Core Detroit Lunch & Learn](#)

June 3, 2021

Connect to state and federal resources and services that help Michigan companies prepare for and secure international trade opportunities.

[Trade Talk Tuesday: Finding International Buyers from your Desk](#)

June 8, 2021

This 20-minute webinar will present opportunities for exporters to find international buyers without leaving their desks. Speakers include companies who've successfully incorporated virtual events and services into their export strategy.

[Basics of Exporting](#)

June 9-10, 2021

For those responsible for export and/or compliance, this seminar will provide a foundational understanding of the most important things you need to know to be a successful exporter.

[Smart Mobility Drives Europe & Eurasia: B2B Matchmaking](#)

June 14-18, 2021

Build dynamic business relationships and identify potential export sales leads from your desk. B2B meetings connect exporters to international buyers, distributors, and foreign government procurement contacts recruited by U.S. Embassy Industry Experts in 24 countries.

[Michigan Roots, Global Reach: a Virtual Lunch & Learn Series](#)

June 29, 2021

The Michigan Manufacturers Association is partnering with the MEDC to help manufacturers go global through a five-part virtual series which explores the

services and benefits of the MEDC International Trade Program. Join us for the first session in the series on June 29.

SEMA International Summit

July 22-23, 2021

The Specialty Equipment Manufacturers Association (SEMA) is bringing foreign buyers to Michigan in its inaugural international summit. Participants will meet with key global trade buyers of automotive specialty equipment products.

Upcoming Trade Missions

Automotive Meetings Queretaro

July 7-9, 2021

Register by June 18

Automotive Meetings Queretaro is a structured matchmaking event that gives auto suppliers the opportunity to build and strengthen relationships through B2B meetings with potential OEM and Tier 1 customers.

Mexico Trade Mission

September 26-October 1, 2021

Register by July 23

Expand your business into the world's second-largest market for U.S. exports with help from Automation Alley. Join their trade mission to Mexico, a nation with a strong demand for Michigan-made products, services, and technologies, and meet new customers.

South Korea & Japan Trade Mission

September 27-October 1, 2021

Register by June 30

Join the Great Lakes St. Lawrence Governors & Premiers' trade mission to South Korea and Japan and grow your export sales. Participants will engage in B2B meetings and receive market briefings and logistical support by the Michigan South Korea and Japan Trade Centers.

Brazil & Colombia Trade Mission

In-person: November 8-12, 2021

Register by August 13

The Great Lakes St. Lawrence Governors & Premiers are hosting a trade mission to Brazil and Colombia with options to attend in-person and virtually. Connect with prospective customers and partners and increase your sales in these two growing economies.

International Trade Leads

Uruguay, Alternative fuel: Government seeking construction, operation, and maintenance of oleaginous residues blending plant. ANCAP seeking permanent solution for oil residues to be converted into alternative fuel. Reply by July 30 to: Alicia.Machado@trade.gov; Eve.Lerman@trade.gov.

Uruguay, Interception systems: Ministry of Interior requests security call interception devices and hearing systems for the National Police. Reply to: Stephanie.Grunvald@trade.gov; Eve.Lerman@trade.gov.

Oman, Tender documents: Oman Capital Market Authority announced tender for Integrated Payment Solution to facilitate payments through Health Insurance Information Exchange and Claims Management Platform. Reply by June 11 to: DanielR@state.gov; Eve.Lerman@trade.gov.

Mexico, Automotive: Automaker seeking tier 1, 2 and 3 suppliers, sunroof complete-slide, cover and disc clutch, tens assy-accsy belt, raw materials, and more. Reply to: Monica.Martinez@trade.gov; Eve.Lerman@trade.gov.

Uruguay, Hydrogen-fueled vehicles: Uruguay Ministry of Energy seeking ten 17-tons fuel cell trucks or fuel cell buses for the Green Hydrogen Pilot Project. Reply to: Alicia.Machado@trade.gov; Eve.Lerman@trade.gov.

India, Rail/mass transit: State of Telangana, India, planning Phase-II expansion of Hyderabad Metro Rail to Hyderabad Airport. Reply to: Theodore.Immanuel@trade.gov; Eve.Lerman@trade.gov.

Mexico, Polyols and TDI: Mexican polyurethane foam manufacturer seeking distributor or manufacturer to buy Polyether polyol, Polymeric polyol, and Toluene

Diisocyanate-TDI- 80/20. Reply

to: Mario.Vidana@trade.gov; Eve.Lerman@trade.gov.

Kenya, Chemicals: Kenyan trading company seeking multiple polymers including PP, PE, PVC, PET, EVA for purchase, and potential partnership. Reply

to: Leone.Mutoka@trade.gov; Eve.Lerman@trade.gov.

Tunisia & Algeria, Industrial equipment: Manufacturer of multi-leaf, parabolic and air suspension springs seeks equipment to expand production for painting, eye-forming, forming, heat treatment, and quality measurement. Reply by June 15

to: BenSlimeneM@state.gov; Eve.Lerman@trade.gov.



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