



Join Us for Productive Trade Missions in 2024

MEDC's International Trade team is wrapping up recruitment on just a few more trade missions for 2024: UK and Netherlands in April, Australia and New Zealand in May with our partners at Automation Alley, and Brazil and Chile. Take advantage of these multi-market opportunities to expand or enter into new sales channels. More information below on each of these events.

Please note that the application for MI-STEP grant funding for FY2024 is currently closed for any activities except for individuals traveling on our FY24 trade missions and trade shows. MI-STEP applications will reopen Oct. 1, 2024 but we are still accepting and encouraging MI-STEP applications for trade missions and trade show activities. Connect with your International Trade Manager (ITM) with any questions.

MDARD 'Ag Exporter of the Year' Application Period Now Open

The Michigan Department of Agriculture and Rural Development (MDARD) is now accepting applications for the 2024 Michigan 'Ag Exporter of the Year'. MDARD annually recognizes a food, agriculture, or forestry exporting business that demonstrates success in export growth.

Eligibility is limited to Michigan agriculture, food and forest products producers, manufacturers, or shippers that are actively pursuing international markets. Products must be over 50% grown, processed, or manufactured in Michigan.

Companies of all sizes are encouraged to apply. **Applications are due by 5 p.m. on Friday, March 29, 2024.**

LEARN MORE AND APPLY

Build Global Partnerships with the Young Leaders of the Americas Initiative

As part of the U.S. Department of State's Young Leaders of the Americas Initiative (YLAI), 280 young business owners from across Latin America, the Caribbean and Canada travel to the United States for a four-week professional placement with a U.S. business/organization. The Fellows and their hosts collaborate on a co-designed project and together develop tools and skills that promote an economically prosperous hemisphere and bolster people-to-people ties. Over half of the participating U.S. companies have been small businesses. After the in-person component ends, the U.S. host can apply for a reciprocal grant to travel to the Fellow's home community and continue the collaboration. Additionally, the U.S. business owner becomes part of the YLAI Alumni Network, giving them access to events and an impressive and connected cadre of entrepreneurs across the hemisphere.

The 2024 YLAI program is seeking additional opportunities for placements in Detroit. If you are interested in learning more about the program and how it can benefit your company, please contact Alex Black, Assistant Summit Coordinator, Office of Economic Policy and Summit Coordination: blackaj@state.gov.

Events and Opportunities

Feb. 7: Global Business Club Spotlight on Brazil

As the third event in the new Global Business Club of Michigan Market Spotlight Series, the MSU International Business Center is partnering with MEDC to highlight the Brazilian market. This event will feature the director of Michigan's Brazil office Claudia Tomaselli, ITM Brendan Cherry, a Michigan Exporters Business Panel, Brazilian lunch, networking, and the opportunity for 1:1 meetings with trade service providers. Information will also be provided on GSGP's upcoming trade mission to Brazil and Chile, taking place June 8-14, 2024. [Register here.](#)

Feb. 13: Basics of Exporting

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 including trade regulations, documentation, shipping procedures and compliance essentials. Gain insights into best practices to streamline your export processes and optimize your business operations on a global scale. Professionals responsible for export operations, compliance, international sales, logistics and supply chain management; small and medium-sized business owners, exporters, export coordinators, and those looking to expand their international market presence are all encouraged to attend. [Register here](#).

March 7: 25th Annual Michigan Automotive Suppliers Symposium

The Michigan Automotive Suppliers Symposium is a yearly event bringing together industry leaders, business owners, senior management and key decision-makers from all tiers of the automotive industry. This premier automotive supplier event provides the most up-to-date industry forecasts, latest issues and trends, with opportunities to network and learn from others in the increasingly challenging and ever-changing industry of automotive. [More information here](#).

Recruitment Ongoing: 2024 Trade Missions

May 2-15: [Automation Alley's trade mission to Australia and New Zealand](#)

Hosted by Automation Alley, up to ten companies are invited to engage in B2B meetings with potential buyers on this trade mission to Australia and New Zealand. The Australia-U.S. Free Trade Agreement allows 99% of U.S. exports to enter duty-free, and a shared common culture, business practices, and legal framework reduces non-tariff barriers to export to these markets.

May 11-18: [Trade Mission to the United Kingdom and Netherlands](#)

Join the MEDC for a trade mission to London, United Kingdom and Amsterdam, Netherlands. Participants will receive customized schedules of B2B meetings with prospective buyers, partners, and distributors. The mission also includes a cultural excursion, welcome reception, and negotiated group hotel rates.

June 8-14: [GSGP's Trade Mission to Brazil and Chile](#)

Join the MEDC and the Great Lakes and St. Lawrence Governors & Premiers for a multi-sector trade mission to São Paulo, Brazil and Santiago, Chile. These countries are strong U.S. trading partners and Brazil is home to South America's largest consumer market and GDP. Because these markets have complex regulatory and tax frameworks, leverage this opportunity to enter the market with assistance from Michigan's knowledgeable in-country trade experts.

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