

Small Business Services

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Director, International Trade

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**MICHIGAN
ECONOMIC
DEVELOPMENT
CORPORATION**

MEDC Small Business Support Objectives

- Entrepreneurial Ecosystem Building
- Early Stage to Established Company Support:
 - Incl. Main Street & Micro
- Capital Access & Scaling Business Operations
- Supply Chain Resiliency:
 - Diversification
 - Reindustrialization
- Technology Adoption



Goals



Helps Michigan companies:

- diversify into new global markets
- increase resilience
- grow export sales

International Trade

Provides customized support to enable small business to better understand and expand sales into global markets.



Customized Market Intelligence for 185+ countries



Trade Missions and Trade Shows



MI-STEP Grant, up to \$15,000/year for eligible small businesses



Technical Assistance for Export Development for new and experienced exporters



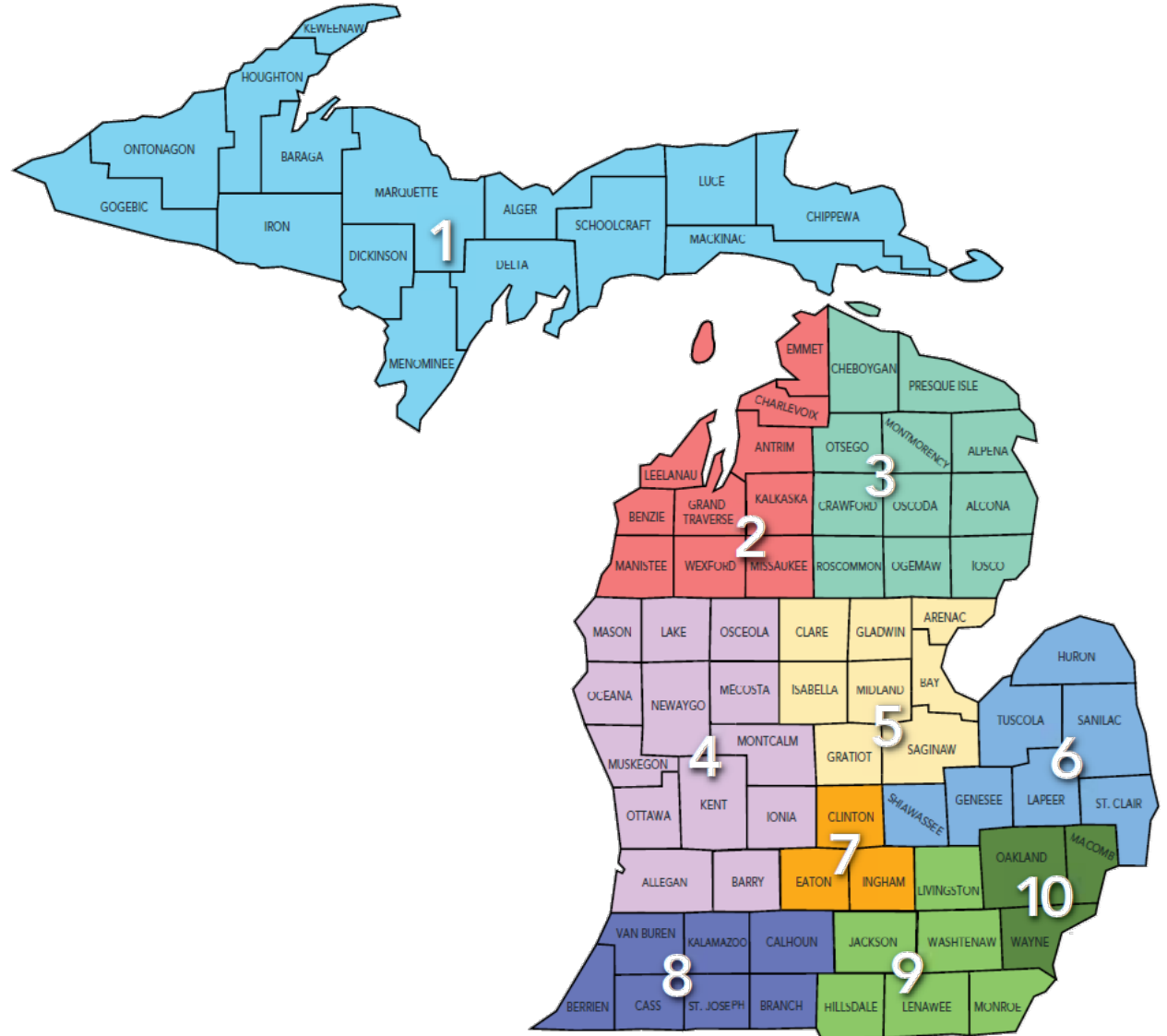
INTERNATIONAL TRADE TEAM

International Trade Manager Coverage:

Regions 1, 2, 3, 5, 6, 7: **Chris Bosio**
bosioc@michigan.org

Regions 4, 8, 9*: **Victoria A. West**
westv@michigan.org
(all Region 9 counties except Washtenaw County)

Region 9*, 10: **Brendan Cherry**
cherryb2@michigan.org
(only Washtenaw County)





INTERNATIONAL TRADE

Doing Business Internationally Doesn't Have to be Foreign

**Get Started: Tell us about your
Company**



THANK YOU

For more information, please visit:
michiganbusiness.org/smallbusiness

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