

Begin market research, discovery, and selection

- U.S. Commercial Service - Country Commercial Guides, Top Market Reports, Events
- Michigan State University's globalEDGE & Michigan Export Growth Program
- World Bank Data

Classify your export products

- For customs purposes: Harmonized Tariff Schedule Number and Schedule B
- For compliance purposes: Export Commodity Classification Number

Find standards, customs, and Incoterms

- National Institute of Standards and Technology
- Country Commercial Guides
- Customs Info Database User Guide and Duty Lookup Tool
- International Chamber of Commerce Incoterms

Examine legal matters

- Internal Revenue Service - Tax Considerations
- Intellectual Property Protections
- BIS - Export Compliance Program
- U.S. Export Regulations and Trade Agreements
- Consider sales or distribution agreements

Determine logistics

- Determine who will arrange and pay for freight
- Complete required export documents
- Learn about the Automated Commercial Environment



Receive counseling, attend training, and utilize local resources

- U.S. Commercial Service - Counseling, U.S. embassy insights, webinars, strategies
- Michigan District Export Councils (MDEC East & West) - Volunteer networks of business professionals appointed by the Secretary of Commerce to advise exporters
- Michigan Economic Development Corporation (MEDC) - Grants for exporting activities
- America's Small Business Development Center Michigan - Help with international business plans
- Van Andel Global Trade Center - Consulting, Training
- Michigan Department of Agriculture and Rural Development - Assist food products & commodities

Research U.S. regulations

- Bureau of Industry and Security (BIS) - Export compliance, guidance
- International Traffic in Arms Regulations (ITAR)
- U.S. Department of Treasury - Office of Foreign Assets Control (OFAC) - Country embargo restrictions
- Consolidated Screening List - Prohibited individuals

Locate partners or buyers

- U.S. Commercial Service - Finding Partners or Buyers in International Markets, Perform Due Diligence in the Vetting Process
 - Website Globalization Review
 - Initial Market Check
 - International Partner Search
 - Gold Key Service
- MEDC - International offices and STEP grants

Decide on payment

- U.S. Commercial Service - Financing Options
- EXIM Bank - Resources for export loans, sales to international customers on credit terms
- Small Business Administration - Finance small business exports, locate SBA lenders
- Connect with your local bank to determine international capabilities

Celebrate growing sales

- Maintain good relationships with clients
- Measure revenue growth from export sales
- Promote new distributors and advocate for U.S. businesses abroad

Contact the U.S. Commercial Service Office - Grand Rapids, MI

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