

West Michigan District Export Council



Counseling

West Michigan District Export Council (DEC) Members provide practical, hands-on consulting for small and medium sized companies to assist them with export sales.



Trade Education

For current trade resources and events, view the West Michigan District Council Website: <https://www.exportwestmichigan.com/>



Mentoring

Mentees have access to DEC members who are experts in fields such as logistics, finances, sales, marketing, accounting, executive strategy, and international trade law.



U.S. Commercial Service Partner

DEC Members are officially appointed by the U.S. Secretary of Commerce. Members partner with the U.S. Department of Commerce's U.S. Commercial Service to provide valuable resources for exporters.

To connect with DEC members, contact:
Kendra Kuo, Director
U.S. Commercial Service - Grand Rapids
616-458-3564
Kendra.Kuo@trade.gov



SERVICES AND RESOURCES INCLUDE:

Business expertise*

- Developing export strategies
- Identifying international markets
- Vetting international partners
- Evaluating logistics options
- Screening trade finance options
- Determining landed costs
- Understanding trade documents
- Identifying legal and regulatory issues

Website resources

- DEC Member bios
- Calendar of upcoming events
- Recorded trade education webinars
- DEC member authored trade articles
- Links to key government resources

*Initial consultation meetings are free. Further costs will be discussed with your District Export Council adviser should you require additional assistance from service providers.

DEC SPONSORS AND EMPLOYERS:

Amway

Barnes Aerospace

Bennett Pump Company

Byrne

Comerica Bank

Dematic

Foster Swift Collins & Smith PC

The Gluten Free Bar

Grand Valley State University's
Van Andel Global Trade Center

Haworth

HexArmor

Imperial Clinical Research Services Inc.

Michigan Economic
Development Corporation

Michigan State University's
International Business Center

Neogen Corporation

Plante Moran

Redi-Rock International

Riveer

Steelcase

Supply Chain Solutions

Trueline Health

U.S. Commercial Service