

Inventors Council

OF MID-MICHIGAN

PO Box 311, Flushing, Michigan 48433

Web Site: INVENTORSCOUNCIL.ORG

The Inventors Council is an independent, non-profit 501 C-3 corporation formed to help inventors pursue their dreams of bringing new and innovative products to market. Our goal is to help fellow inventors succeed in the most efficient and least costly manner possible by providing education and business networking.

Founded by Robert (Bob) Ross in 1995

We meet monthly at Walli's Restaurant, 1341 South Center Road Burton, Michigan. Just Two blocks south of I-69, Exit 139

VOLUME SEVENTEEN

NEXT MEETING THURSDAY, July 11, 2013, 7:00PM

NUMBER SEVEN

Thursday July 11 2013 Meeting

The meeting will take place at 7:00 pm in the upstairs of Walli's Restaurant in Burton Michigan.

July Membership meeting will be a round-table review of different inventors product ideas. All are welcome to present, members and visitors.

We are all invited to bring our products for discussion and review and analysis of issues using our Invention Review Process.

We will show our experiences with all phases of taking a product to market. Real not theory, ways and results.

Come and share our knowledge and fun.

Thursday June 13, 2013 Meeting

Our Speaker for June was Ryan Grepper, Product Developer at Large.

His web site is www.inventorsblueprint.com

Ryan is out of Portland Oregon and is an author, serial inventor with many products on the market. He talked about his failures as well as his successes. He is a big proponent of licensing and discussed the pitfalls and its advantages versus forming your own company to sell and manufacture the invention yourself.

Ryan did a nice job of presenting his ideas to our inventors Thanks, Ryan.

Top 5: Fourth of July Inventions

As you know, we occasionally incorporate upcoming holidays or events into our Top 5 lists, and the 4th of July is no exception! This coming Wednesday, July 4th, the United States will be celebrating their Independence Day. As a holiday with numerous celebrated traditions, we'd like to highlight inventions that have become integral parts of Fourth of July festivities.

1) American Flag

While an official patent for the original American flag does not exist, American's are taught at a young age the story of General George Washington and the Continental Army entrusting Betsy White with sewing the first American flag. The [original flag](#) had 13 stars and 13 red and white stripes.

2) Fireworks

In 1859, Ms. B Franklin Coston was [issued a patent](#), number 037.8, for a "Method of Signaling Any Numeral or Combination of Numerals by the Display of Different Pyrotechnic Fires," or in laments terms, fireworks. While the origins of gunpowder used in fireworks date back to ancient China, modern fireworks have become synonymous with holidays such as New Year's and the Fourth of July.

3) Precision Fireworks Display

Some of you may have read Gene Quinn's article on IP-Watchdog back in 2010 on how Disney patented a [precision fireworks display](#). If you haven't, [check it out](#). It's fun to read and informative (for example, learning about how fireworks evolved from Ms. Coston's invention to the celebratory fireworks we know today).

ICMM
Home of the Happy Inventors



MARKETING

Hints from the Fog
by Mike Ball, President



(cont. from Page 1)

4) Fireworks Launcher

Now we can't have a fireworks display without having a fireworks launcher. In addition to holding a patent for a fireworks display system, Disney also holds [a patent](#) for a "launcher for launching multiple fireworks projectiles." As a result, fireworks displays can be large and exciting, instead of being limited to launching a single firework at a time.

5) Sparklers

What's the Fourth of July without some kids running around, waving some sparklers? In 2005, Alberta, Ltd was issued a patent for a set of [alphabetical sparklers](#). This invention allows kids (and adults) to write their names in the air using a sparking wand of fire!

Other Inventions

Swim Fins

Leonardo da Vinci and Giovanni Alfonso Borelli toyed with the idea of the swim fin years before good ol' Benjamin Franklin made the first pair of flippers in 1717. Back then, Benny was but a wee Bostonian of 12 years, and he was eager to take a dip in—you guessed it!—the Charles River. He strapped two slabs of wood in the shape of art palettes to his feet and called it a day. So there you have it. Benjamin Franklin, making wannabe mer-people's dream come true since the 1700s. Whether you're at the pool or by the sea this Fourth of July, put these puppies on before you dive in and you'll be able to swim fast.

Lobster Trap

What's a Fourth of July picnic without a New England lobstaah roll? Lacking, that's what. Given that we are from the Bay State, there is no reason for us to not enjoy some good tail (of lobster, you pervs) over Independence Day Weekend, because the lobster trap was invented in Swampscott, Massachusetts back in 1808. Lobster traps, or lobster pots, are typically constructed from wood and wire and made into two parts: the "chamber" or the "kitchen," and the "parlour." But alas, despite the bougey name for these compartments, the unfortunate little crustaceans that stumble into the "chamber" will not be headed to a luxe summer mansion on the rocky coast of the Atlantic...Unless they are going to be put in boiling water first and served on some fine china with a lemon wedge. #dark, I know.

Banana Split

Ohhhh yeah. The banana split is legend in ice cream, and American, history. This epic treat was created by a 23-year old apprentice pharmacist back in 1904. A banana, vanilla, chocolate, strawberry ice cream, plus chocolate fudge, sweet strawberry topping, pineapple topping, nuts, whipped cream, and, of course, a maraschino cherry are the makings for this old school ice cream delight. Not to put a damper on the holiday fun, but here's some bad news, Bostonians. Right after the original version was made, a Boston entrepreneur whipped up his own banaynay meets ice cream design, but with a fatal flaw: he left the bananas unpeeled. Rookie mistake. Let's take this moment to appreciate how far we've come.

Invention Review Panel

For objective evaluation and priceless feedback, share your invention ideas with an educated group of inventors, business owners, engineers and authors!

Our Panel will sign a non-disclosure agreement to guarantee your ideas are kept secret while we provide you with the input needed to make decisions, no matter what stage of the invention process you're at!

There's a \$25.00 Donation for a Review. The Panel meets at 6:15pm before each meeting. Call Panel Chairman Rick Mason at 810-659-7935 for an appointment.

Review Panel Members
Marty Sovis Rick Mason
Jim White

Bob Ross 1919 - 2004
Inventors Education Column

Inventors Resources

Michigan Inventors Clubs
Inventors Council of Mid-Michigan
Inventorscouncil.org

Muskegon Inventors Network
Muskegoninventorsnetwork.org

Grand Rapids Inventors Network
GRinventorsnetwork.org

Jackson Inventors Network
Jacksoninventors.org

MidMichigan Innovation Center
www.mmic.us

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Home of the Happy Inventors

Links for ICMM Inventors to Review to find networking opportunities

GLEQ announces Fall Business Plan Competition

Open to all Michigan entrepreneurs.
Sign up between **August 26** and **October 30** to be matched with a business coach.
Five-page Executive Summaries are due **December 16**.
Awards will be presented at ACE' 14, **January 30**.

Watch www.gleq.org for sign-up information.

Michigan Small Business & Technology Development Center (MISBTDC). The MI-SBTDC offers a comprehensive selection of trainings and workshops statewide for Entrepreneurs – almost 100 each month. The topics are geared to those just starting their first business and also those experienced entrepreneurs looking for ways to improve and enhance their success. Topics include: Writing a Business Plan, Business Accounting and Budgeting, Business Start-up, Cash Flow Management, E-Commerce, Finance, Government Contracting, Venture Plan Workshops (excellent way to get the support you need over a 6 to 10 week program), Managing a Business, Managing Employees, Marketing and Sales, Taxes, and Technology. The GLEQ calendar will highlight select events offered, but many more are available.

July 1-31

<http://www.misbtcd.net>

Selling Smart Workshop – A Practical Process for Selling Services. The Selling Smart Workshop series will be held the first Wednesday of the month. Each of the Workshop events will include an hour of practice selling, followed by an hour presentation on a different sales topic.

Wednesday, July 10, 9-11 a.m.

SPARK Central, 330 E. Liberty, Lower Level, Ann Arbor

<http://www.annarborusa.org/events>

Open Office Hour – Chat with Charlie @ TechTown. Are you an entrepreneur working on a technology-based or -enabled business? Do you want to get an expert's opinion on your big idea, or are you seeking direction on how to secure funding, line up resources, make connections or more? Charlie Moret (<http://www.linkedin.com/pub/charlie-moret/4/5a3/352>) wants to help.

Thursday, July 11, 9 a.m.-noon

TechTown, 440 Burroughs St., Detroit

<http://techtowndetroit.org/>

Inventors' Council of Mid-Michigan Monthly Meeting. This monthly meeting to help inventors pursue their dreams of bringing new and innovative products to market includes networking time, guest speaker and time for members to showcase new products. Everyone is welcome.

Thursday, July 11, 7-9 p.m.

Walli's, 1341 S. Center Road, Burton

<http://www.inventorscouncil.org/>

Entre-SLAM. Entre-SLAM, the hit storytelling competition for entrepreneurs (as seen in Fortune/CNN and heard on NPR), is finally coming to the Big D, and Bizdom is thrilled to be its Community Sponsor! Don't miss a chance to mix it up with the brightest, boldest, baddest risk-takers in Detroit. Kick back, relax and take in an evening of great food, entertainment and unforgettable stories of hope and triumph.

Thursday, July 11, 7-9 p.m.

Bleu Detroit, 1540 Woodward Ave., Detroit

<http://www.entreslam.com/>

The Ins and Outs of SBIR/STTR Funding – Is your Technology a Fit? Join nationally recognize SBIR/STTR expert, Lisa Kurek, for this introduction to the government's Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs which make over \$2.4 billion in high-risk, non-dilutive capital available to innovative small companies annually.

Thursday, July 11, 2-5 p.m.

SPARK Central, 330 E. Liberty St., Ann Arbor

<http://www.bbcetc.com/training/>

Venture Plan. Learn the fundamentals of entrepreneurship as you get your small business up and running! Venture Plan is a five-week program for starting your business, recognizing that you need a plan to chart your course. From the initial steps of clarifying your goals and business concept to setting up your operations, marketing and financial planning, this workshop-based course guides you through the business planning process.

Thursdays, July 11, 18 and 25, August 1 and 15, 8:30 a.m.-12:30 p.m.

Greater Brighton Area Chamber of Commerce, Brighton

<https://www.misbtcd.net/events.aspx>

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second Step. You've been to an Update Night, or two or three... or all of them... but what happens after a \$20K investment? During the Next Step Series you will hear a group of our second step investments share their stories and participate in candid conversation about whether they're in a position to receive a third round of funding.

Thursday, July 11, 5-8 p.m.

Start Garden, 50 Louis Ave., Grand Rapids

<http://www.StartGarden.com>

GROW – Business Basics Cluster (Part 2). Grand Rapids Opportunities for Women presents this cluster of 3 workshops to assist business owners in understanding essential components of doing business. This cluster of workshops includes Strategic Planning, Taxes & Legal Sessions 1 and 2.

Tuesdays, July 16, 6-9 p.m.

GROW, 25 Sheldon Boulevard, Suite 210, Grand Rapids.

Innovator Spotlight – Joseph Affholter. The Innovator Spotlight is a one-hour educational gathering in which an industry authority will speak on a technology-related topic. Attendees will be exposed to the expert's experiences, successes and failures and how to replicate successes or avoid pitfalls. This is an interactive event where questions will be answered and attendees have the opportunity to network with forward-thinking, experienced entrepreneurs.

Tuesday, July 16, noon-1 p.m.

MidMichigan Innovation Center, 2007 Austin St., Midland

<http://www.mmic.us/events>

Motor City Connect - 275. Join the business professionals of Motor City Connect for an effective and fun alternative to the traditional networking meeting. This is a chance for everyone to come face-to-face with other MCC members. MCC Live lunches are relaxed, casual and usually good for a few laughs. It's never a something you have to attend; it's an event you want to attend. No sixty-second commercials. No ten-minute speakers. This is just a chance to break bread together, meet new people, seek to understand their needs and connect on a new level.

Tuesday, July 16, 11:30 a.m.-1 p.m.

Brann's Steakhouse, 39715 Six Mile Road, Northville

<http://motorcityconnect.groupsie.com>

Muskegon Inventors Network (MIN) Monthly Meeting. A not-for-profit inventor/marketer group for West Michigan people with creative ideas, inventors and others who may find benefit or offer support services. MIN's purpose is to assist West Michigan inventors and marketers reach their personal goals. Attend, see guest speaker Cary Harwin on topic "Geek-Crowdfunding for Innovators."

Tuesday, July 16, 6-8 p.m.

MAREC, Muskegon

<http://www.muskegoninventorsnetwork.org/>

A2 NewTech Meetup. Five presenters this month take the stage for ten minutes each, five minutes to demo and five minutes to answer questions, followed by open announcements and community networking. Entrepreneurs can email organizers at a2newtech.org if you'd like to present!

Tuesday, July 16, 6:30-8 p.m.

Law School, South Hall, Room 1225, Ann Arbor

<http://www.a2newtech.org/>

Bootstrappers Breakfast. Bootstrappers Breakfast is a breakfast for bootstrappers. Attendees will be in early stage tech startups, and it will be a chance to compare notes on operational, development, and business issues with peers. Bootstrappers Breakfast Detroit is moderated by Travis Johnson, bootstrapper and founder of Foodjunky and Brian Bosche, Venture for America Fellow at Bizdom Detroit.

Wednesday, July 17, 7:30-9 a.m.

Hudson Café, 1241 Woodward Avenue, Detroit

Supercharge Your Personal LinkedIn. Attend for a hands-on, interactive workshop designed to help you enhance your personal LinkedIn profile. Learn how to showcase your skills and expertise and emphasize your value as an employee. Discover how to use LinkedIn as a tool by adopting strategies to boost your professional online identity.

Wednesday, July 17, 8:30-10:30 a.m.

Automation Alley, 2675 Bellingham, Troy

http://www.automationalley.com/a2_nws_eventcal?m=7&y=2013

CEED Microloan Orientation. Many small businesses face obstacles when trying to obtain a business loan. The recognition of the serious need for working capital for existing businesses, start-up or expansion, equipment purchases, and job creation is not the priority it once was. If you have a need for alternative financing consider the MicroLoan Program. Discover the requirements and process necessary to apply and obtain a microloan.

Wednesday, July 17, 9-11 a.m.

Oakland County Business Center, Waterford

<https://www.misbtcd.net/events.aspx>

Tips on Electronic Submission to NIH. This webinar will provide tips and guidance to help applicants avoid common errors and successfully navigate the electronic submission process.

Wednesday, July 17, 1-2 p.m.

WEBINAR

<http://www.bbcetc.com/training/>

Venture Plan 8-Week Boot Camp – Flint. Venture Plan is a long term training program for starting or growing your business, recognizing that you need a plan to chart your course. The 8-week "boot camp" will help you clarify your goals and business concept, evaluate the potential for your idea, and guide you through operations, marketing and financial planning. Whether you are considering starting a business or already running one, Venture Plan can help you shape your company for growth.

Wednesdays, July 17 through September 4, 6-9 p.m.

I-69 Trade Corridor Regional Office, Kettering University, Flint

<https://www.misbtcd.net/events.aspx>

Intro to GROW. Intro to GROW is the required first step for anyone eager to learn how to start or expand their small business. Get an overview of our programs and services, meet the staff, and watch our graduates describe their experiences in our inspirational video! Cost: Free.

Thursday, July 18, Noon-1 p.m. and 6-7 p.m.

GROW, 25 Sheldon Boulevard, Suite 210, Grand Rapids.

www.GROWBusiness.org

SBIR/STTR - DOE Overview and Topic Review. Does your project have an application in the current Dept. of Energy SBIR/STTR solicitation? Get an overview of the DoE's program and current topics, ask questions and learn how to get your proposal off to a great start.

Thursday, July 18, 1-2 p.m.

WEBINAR

<http://www.bbcetc.com/training>

Motor City Connect – Royal Oak. Join the business professionals of Motor City Connect for an effective and fun alternative to the traditional networking meeting. This is a chance for everyone to come face-to-face with other MCC members. MCC Live lunches are relaxed, casual and usually good for a few laughs. It's never a something you have to attend; it's an event you want to attend. No sixty-second commercials. No ten-minute speakers. This is just a chance to break bread together, meet new people, seek to understand their needs and connect on a new level.

Tuesday, July 23, 11:30 a.m.-1 p.m.

Tequilla Blue, 526 Main, Royal Oak

<http://motorcityconnect.groupsie.com>

Cradle to Cradle Certification. Learn what it is today and how it inspires companies to create safe and healthy products and processes. Guest speaker Bridgett Luther, President, Cradle to Cradle Products Innovation Center.

Wednesday, July 24, time TBD

WEBINAR

<http://miqreenchemistry.org/community/webinars/#UpcomingWebinars1>

Team SBA – Financing Roundtables. Before you apply for a business loan, first attend a free financing roundtable. We will debunk the myths and demystify the process of small business financing. The "team" is a banker, an SBA representative, an SBA business counselor, and business owners like you. You will get first hand information on what credit criteria your banker has. The team will answer all of your financing questions and give you advice on what steps to take to achieve your goal of starting or expanding a business.

Thursday, July 25, 9 a.m.-noon

Open Office Hours – Chat with Charlie @ TechTown. Are you an entrepreneur working on a technology-based or -enabled business? Do you want to get an expert's opinion on your big idea, or are you seeking direction on how to secure funding, line up resources, make connections or more? Charlie Moret (<http://www.linkedin.com/pub/charlie-moret/4/5a3/352>) wants to help.

Thursday, July 25, 9 a.m.-noon

TechTown, 440 Burroughs St., Detroit

<http://techtowndetroit.org/>

SBIR/STTR - USDA Checklist. Does your project have an application in the current USDA SBIR/STTR solicitation? Get an overview of USDA's program, ask questions and learn how to get your proposal off to a great start.

Thursday, July 25, 1-2 p.m.

WEBINAR

<http://www.bbcetc.com/training>

New Enterprise Forum - 10th Annual Unusual Entrepreneurs Share their Success Stories. Our panel will examine these unique stories and provide an opportunity for you to connect with these successful entrepreneurs. Networking before and after with an opportunity to introduce yourself to the whole group.

Thursday, July 25, 5-7:30 p.m.

Holiday Inn North Campus, 3600 Plymouth Road, Ann Arbor

<http://www.newenterpriseforum.org/events/>

Hot Shots: Career Connections. Bring your resume, and come and mingle with growing, innovative companies in a fun and relaxed environment! This event is only for talent seeking opportunities for themselves. Recruiters and staffing companies should use other venues to meet with these company representatives.

Tuesday, July 30, 5-7 p.m.

SPARK Central, 330 E. Liberty, Lower Level, Ann Arbor

<http://www.annarborusa.org/events>

Essentials of an SBIR/STTR Commercialization Plan. Learn the basics of an SBIR/STTR commercialization plan. Includes information on the ingredients of a credible plan, pitfalls to avoid, using market research and building financial plans and business models.

Tuesday, July 30, 1-2 p.m.

WEBINAR

<http://www.bbcetc.com/training>

upcharge Your Personal LinkedIn. Attend for a hands-on, interactive workshop designed to help you enhance your personal LinkedIn profile. Learn how to showcase your skills and expertise and emphasize your value as an employee. Discover how to use LinkedIn as a tool by adopting strategies to boost your professional online identity.

Wednesday, July 31, 8:30-10:30 a.m.

Automation Alley, 2675 Bellingham, Troy

Business-to-Business Pitch & Catch Trade Show. Afternoon attendees will be able to attend a Pitch & Catch session with area manufacturers pitching their products and raw material needs to interested companies in Huron, Lapeer, Sanilac and Tuscola counties. Participating Pitching companies will get designated space for private conversations and business support services.

Wednesday, July 31, 4-7 p.m.

ThumbWorks, 3260 Wilson, Marlette

<http://www.ThumbWorks.org>

Upcoming Fall Events – Save the Date

Automation Alley 13th Annual Awards Gala. The Awards Gala recognizes the most creative, innovative and forward-thinking individuals and organizations in Southeast Michigan's technology community. Award categories include Automation Alley Member of the Year, Educational Program of the Year, Entrepreneur of the Year, Global Trader of the Year and Technology Company of the Year.

Friday, September 13, 6-11 p.m.

The Henry Hotel, Dearborn

<http://www.AutomationAlley.com>

2nd Annual Proud to Manufacture in Michigan Conference. Hear Keynote speeches on Manufacturing Hot Topics and listen to Michigan manufacturers tell their tale of success and how they overcame their challenges in innovation, leadership, succession planning, supply chain management, exporting, and employee development.

September 18-19, 2013

Hagerty Center, Traverse City

<http://bit.ly/14Ebx>

MichBio EXPO. Save the date for exhibiting MichBio members, presentations and the MichBio annual dinner meeting.

October 15-16, 2013

Radisson Plaza Hotel, 100 W. Michigan Ave., Kalamazoo

<http://www.MichBio.org>

2012 Accelerate Michigan Innovation Competition. The Accelerate Michigan Innovation Competition event showcasing the best of brightest concepts to investment capital to help foster their growth in Michigan.

November 12-14, 2013

<http://www.acceleratemichigan.org/>

2013 Annual Conference. (CORRECTED) Join the Michigan Business Incubator Association in their annual meeting for networking, high-profile keynote speakers from various industries across Michigan, round table discussions exploring capital creation, incubators and entrepreneurs culture, innovation training sessions and an award ceremony celebrating the incubators and incubator clients.

Wednesday and Thursday, May 15 6-8 p.m. -16 8:30 a.m.-4 p.m.

The Atheneum Hotel, 1000 Brush Avenue, Detroit

<http://www.michiganincubation.org>

How to Prepare a Budget for SBIR/STTR Proposals. This session will walk through the development of a project budget. Items covered will include: what costs need to be included, how to write a budget justification, can the company afford to pursue this project, what indirect rate should be used and more.

Thursday, May 16, 1-2 p.m.

WEBINAR

<http://www.bbcetc.com/training/>

Essentials of Commercialization. Learn the basics of how to develop an SBIR/STTR commercialization plan. Includes information on the ingredients of a credible plan, pitfalls to avoid, using market research and developing financial plans and business models.

Thursday, May 16, 1-3 p.m.

TechTown, 440 Burroughs Street, Detroit

<http://www.bbcetc.com/training/>

New Enterprise Forum – The Pricing Puzzle. One big question every entrepreneur must face is how much to charge for products and services. What are the major considerations in establishing pricing? What are some common mistakes you should look out for? What resources are available to help inform your decision? Join NEF to hear some expert insights in the Pricing Puzzle and hear this month's showcase presenter prepared by work with their NEF Program Coaching Team.

Thursday, May 16, 5-8 p.m.

Holiday Inn North Campus, 3600 Plymouth Road, Ann Arbor.

<http://www.newenterpriseforum.org/>

Innovator Spotlight – Brad Ellison. The Innovator Spotlight is a one hour educational gathering in which an industry authority will speak on a technology-related topic. Attendees will be exposed to the expert's experiences, successes and failures and how to replicate successes or avoid pitfalls. This is an interactive event where questions will be answered and attendees have the opportunity to network with forward-thinking, experienced entrepreneurs.

Tuesday, May 21, 11:30 a.m.-1 p.m.

MidMichigan Innovation Center, 2007 Austin St., Midland

<http://www.mmic.us/events/view/9>

Motor City Connect - 275. Join the business professionals of Motor City Connect for an effective and fun alternative to the traditional networking meeting. This is a chance for everyone to come face-to-face with other MCC members. MCC Live lunches are relaxed, casual and usually good for a few laughs. It's never a something you have to attend; it's an event you want to attend. No sixty-second commercials. No ten-minute speakers. This is just a chance to break bread together, ~~meet new people, seek to~~ understand their needs and connect on a new level.

Wednesday, May 21, 11:30 a.m.-1 p.m.

Brann's Steakhouse, 39715 Six Mile Road, Northville

<http://motorcityconnect.grouppsite.com>

Bookkeeping 411. A well-designed and efficiently used bookkeeping system is the foundation of accurate financial reporting and taxation compliance. This session is designed specifically for entrepreneurs who find they need help creating and using a bookkeeping system. Among topics to be covered: choosing manual over automated, creating customized charts of accounts, maintaining appropriate physical/electronic records, and more.

Wednesday, May 22, 8:30-10 a.m.

Macomb OU-INCubator at Velocity, 6633 Eighteen Mile Road, Sterling Heights

MacINC@oakland.edu

Preparing a State Proposal 4.0. PTAC Government Contracting Certification - Five Steps to Success What do you need to take part in the more than \$500 million in government contracts purchased by the government each year? The Procurement and Technical Assistance Center (PTAC) of the Genesee Regional Chamber of Commerce can provide a certified training designed to provide the tools necessary to pursue local, state or federal government contracting. Part 4 of a 5 part series.

Wednesday, May 22, 1:30-2:30 p.m.

WEBINAR

http://www.automationalley.com/a2_nws_eventinfo?id=a08600000JFKKyAAP

Foreign Trade Zone No. 275 – Seminar. Join Port Lansing at one of four mid-Michigan stops to learn how your company can tap into Port Lansing's FTZ No.

275. Experts from Hellmann Worldwide Logistics will provide an overview of the program, real world examples and answer your questions on how to make the FTZ program work for you.

Wednesday, May 22, noon-3 p.m.

Cascade Manor House, Fireplace Room, 1970 Kibby Rd., Jackson

<http://www.portlansing.com/ftz>

The ABC's of SBIR/STTR Funding. Is your technology company eligible for non-dilutive federal funding through the government's SBIR/STTR program? Join BBCetc for this webinar covering SBIR/STTR program basics including: program purpose; eligibility; and sources of funding. It is designed to provide enough information for attendees to determine if they would like to seriously pursue proposal development and tools to help begin the process.

Wednesday, May 22, 1-2 p.m.

WEBINAR

<http://www.bbcetc.com/training/>

TED Talk. On the second and fourth Thursday of each month from September through May staff, members, and people from the community gather to observe and then discuss video clips from Ted.com. The conversation that results is inspiring, enlightening and meant to encourage community building. Coffee and snacks are provided. Bring a friend or two to get them thinking and talking.

Thursday, May 23, 8:30-10 a.m.

MidMichigan Innovation Center, 2007 Austin St., Midland

<http://www.mmic.us/events/view/10>

BP 102: Business Startup – Marketing and Social Media. Once you have a business concept and legal entity you need to set up your marketing program. Customers don't just walk in the door. They do not automatically gravitate to your product or service. SCORE/Detroit Chapter workshops shows you how to set up an effective marketing program. They use the FOUR C's as a discussion guide to develop a strong program - Company, Capabilities, Customers and Competitors and finish the workshop with a primer on the internet and social media.

Thursday, May 23, 8:45 a.m.-noon

Michigan First Credit Union, 27000 Evergreen Road, Lathrup Village

<http://detroit.score.org/localworkshops>

Doing Business in Indonesia and Singapore. Is your company looking to boost its global competitiveness and expand into Southeast Asia's most dynamic markets? Join Automation Alley's conference on Doing Business in Indonesia and Singapore, two of the world's leading nations with a high demand for Michigan-made products, services and technologies. This session is a must-attend event for companies looking to expand their markets overseas and, as a next step, also learn about Automation Alley's Trade Mission to Indonesia and Singapore.

Thursday, May 23, 8-11:30 a.m.

Automation Alley, 2675 Bellingham, Troy

http://www.automationalley.com/a2_nws_eventcal?m=5&y=2013

SMTA Michigan Expo and Tech Forum. The Surface Mount Technology Association Michigan Chapter invites you to network with your industry peers and learn from our technical presenters on topics including SMT and Lead-Free Assembly, Low Volume and High Mix Electronic Manufacturing and more!

Thursday, May 23, 10 a.m.-3 p.m.

Livonia Embassy Suites Ballroom, 19525 Victory Parkway, Livonia

www.smta.org/expos/#michigan

Motor City Connect – Royal Oak. Join the business professionals of Motor City Connect for an effective and fun alternative to the traditional networking meeting. This is a chance for everyone to come face-to-face with other MCC members. MCC Live lunches are relaxed, casual and usually good for a few laughs. It's never a something you have to attend; it's an event you want to attend. No sixty-second commercials. No ten-minute speakers. This is just a chance to break bread together, meet new people, seek to understand their needs and connect on a new level.

Tuesday, May 28, 11:30 a.m.-1 p.m.

Tequilla Blue, 526 Main, Royal Oak

<http://motorcityconnect.groupsie.com>

NewME Detroit Popup. NewME Accelerator, a nationally recognized Startup Accelerator for minorities and women based in San Francisco, hits the road! **NewME will launch an intensive version of the critically acclaimed program in Detroit at TechTown.** Local entrepreneurs will get a taste of what it's like to participate in the 12-week program in just 3 nights right in their backyard. Participants will get critical advice, hands-on classes, and even a Demo Day that includes pitching to top investors, in addition to a \$45,000 service prize pack. Advanced registration required.

Wednesday, Thursday and Friday, May 29, 10 a.m.-7:30 p.m., May 30, 10 a.m.-7:30 p.m., **May 31, 10 a.m.-9 p.m.**

TechTown, 440 Burroughs Street, Detroit

<http://techtowndetroit.org/>