



Ohio Exporting

A Multi-Billion Dollar Industry



Department of
Development

Mike DeWine, Governor
Jon Husted, Lt. Governor

Lydia L. Mihalik, Director



The Ohio Department of Development assists Ohio companies with entering new export markets or increasing their exports.

Market Your Business Internationally

The **International Market Access Grant for Exporters (IMAGE) program**, funded through the State Trade Expansion Program (STEP), is designed to increase exports and create jobs. STEP is funded through the Small Business Administration's (SBA) Office of International Trade, which provides guidance on the IMAGE grant that offers financial assistance for small businesses to promote their products and services in international markets. The grant provides a 50 percent reimbursement, up to \$10,000 per fiscal year, for qualifying activities.

For more information, visit: IMAGE.development.ohio.gov



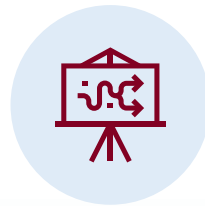
IDENTIFY NEW
MARKETS



BUILD EXPORT
READINESS



PROVIDE MARKET
RESEARCH AND
ANALYSIS



STREAMLINE CURRENT
EXPORT PROCESSES
AND PROCEDURES

Hire an Export Intern

The **Ohio Export Internship Program** is a partnership between the Ohio Department of Development, Cleveland State University, University of Dayton, The Ohio State University and Youngstown State University. The program matches students who have completed export-focused coursework with Ohio companies that are looking to increase their current export initiatives. Participating small to medium-sized companies are eligible to receive a 50 percent reimbursement for intern wages.

For more information, visit: EIP.development.ohio.gov



Representation in more
than 80 countries

*Ohio's worldwide sales of goods
and services are driving our
economy and fueling job creation.*

Expand Your Business Relationships Worldwide

The Ohio Department of Development works with representatives internationally to provide opportunities for Ohio businesses to increase export sales and create jobs through the **International Market Support Program**.

Many small businesses don't have the local market expertise or relationships to expand their business in the international market. The in-market representatives assist with providing detailed market research and matchmaking with potential customers.

Services Offered

- Leverage Local Resources
- Global Market Intelligence
- International Business Matchmaking
- Market Visit Assistance
- Trade Show Assistance
- Understand Local Regulations
- Understand Local Customs
- Individual Company Research
- Local Supply Chain Information
- Local Advocacy

For more information, visit: IMS.development.ohio.gov

Contact your local SBDC Export Assistance Network Director today

For more information, visit: exportassistance.development.ohio.gov

The Small Business Development Centers (SBDC) Export Assistance Network provides Ohio companies free, confidential counseling and has offices throughout the state. Export Assistance Network Directors assist small and medium-sized businesses with topics such as international business planning, market research, export documentation, local product requirements and logistics.

Akron

Ohio Small Business Development Center
hosted by **Cleveland State University**
Monte Ahuja College of Business

Thien Bui
SBDC Export Assistance Advisor
1860 E. 18th Street, BU330
Cleveland, Ohio 44115
(216) 802-3381
t.m.bui@csuohio.edu

Athens

Ohio Small Business Development Center
hosted by **Ohio University**

Donald Hackney
SBDC Export Assistance Network Director
The Ridges Building #19
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Cincinnati

Ohio Small Business Development Center
hosted by **Miami University**

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Cleveland

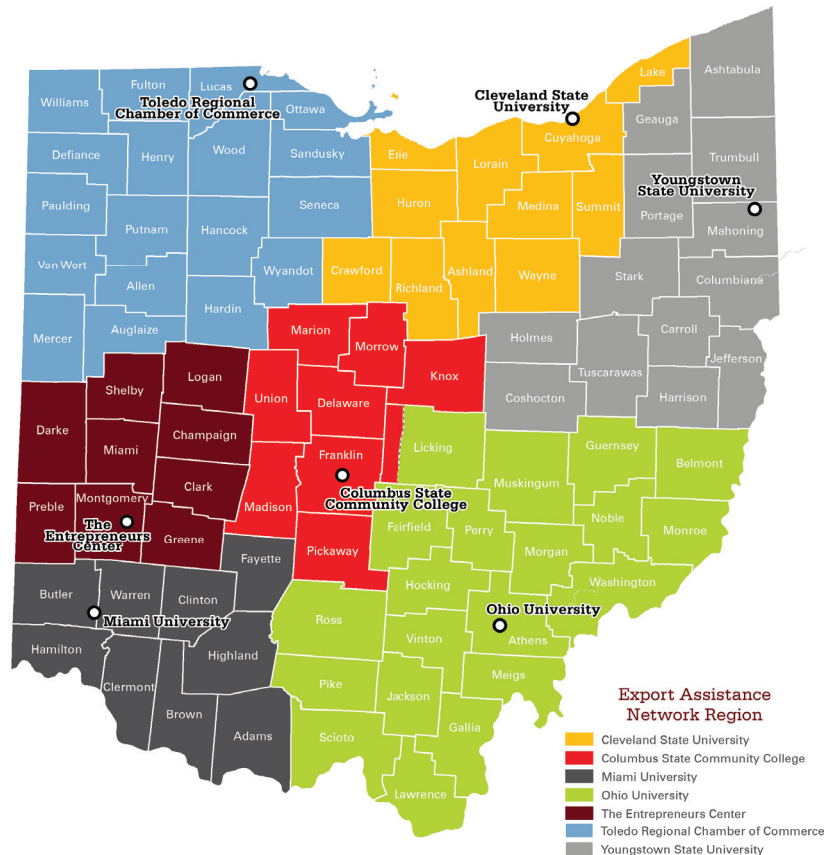
Ohio Small Business Development Center
hosted by **Cleveland State University**
Monte Ahuja College of Business

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SBDC Export Assistance Network Director
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Columbus

Ohio Small Business Development Center
hosted by **Columbus State Community College**

Roberta Winch
SBDC Export Assistance Network Director
320 N. Grant Avenue, Room 1062
Columbus, Ohio 43215
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rwinch@cscc.edu



Dayton

Ohio Small Business Development Center
hosted by **Miami Valley SBDC at the Entrepreneurs' Center**

Kathy Marshalek, CGBP, CBA
SBDC Export Assistance Network Director
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(937) 210-4943
kmars halek@ECinnovates.com

Toledo

Ohio Small Business Development Center
hosted by **the Toledo Chamber of Commerce**

Sabrina D'Onofrio, CGBP, CBA
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Youngstown

Ohio Small Business Development Center
hosted by **Youngstown State University**

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Small Business
Development Centers
Export Assistance Network



The Ohio Small Business Development Center (SBDC) Program is funded in part through a cooperative agreement with the U.S. Small Business Administration. The SBDC program is also funded in part by the Ohio Department of Development. All services are extended to the public on a non-discriminatory basis. Language assistance services are available for limited English proficient individuals. Reasonable accommodation for persons with disabilities will be made if requested at least two weeks in advance. Contact SBDC at (614) 466-2711 or at our website: www.sbdc.development.ohio.gov.