



# Ohio Exporting

**A Multi-Billion Dollar Industry**

**Ohio**

**Development  
Services Agency**

**John R. Kasich**, Governor

**David Goodman**, Director

# The Ohio Development Services Agency assists Ohio companies with entering new export markets or increasing their exports.

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

## 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 \$12,500 per fiscal year, for qualifying activities.

For more information, visit: [IMAGE.development.ohio.gov](http://IMAGE.development.ohio.gov)



## Hire an Export Intern



The **Ohio Export Internship Program** is a partnership between the Ohio Development Services Agency, Cleveland State University, 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, up to \$3,600.



**IDENTIFY NEW MARKETS**



**PROVIDE MARKET RESEARCH  
AND ANALYSIS**



**BUILD EXPORT READINESS**



**STREAMLINE CURRENT EXPORT  
PROCESSES AND PROCEDURES**

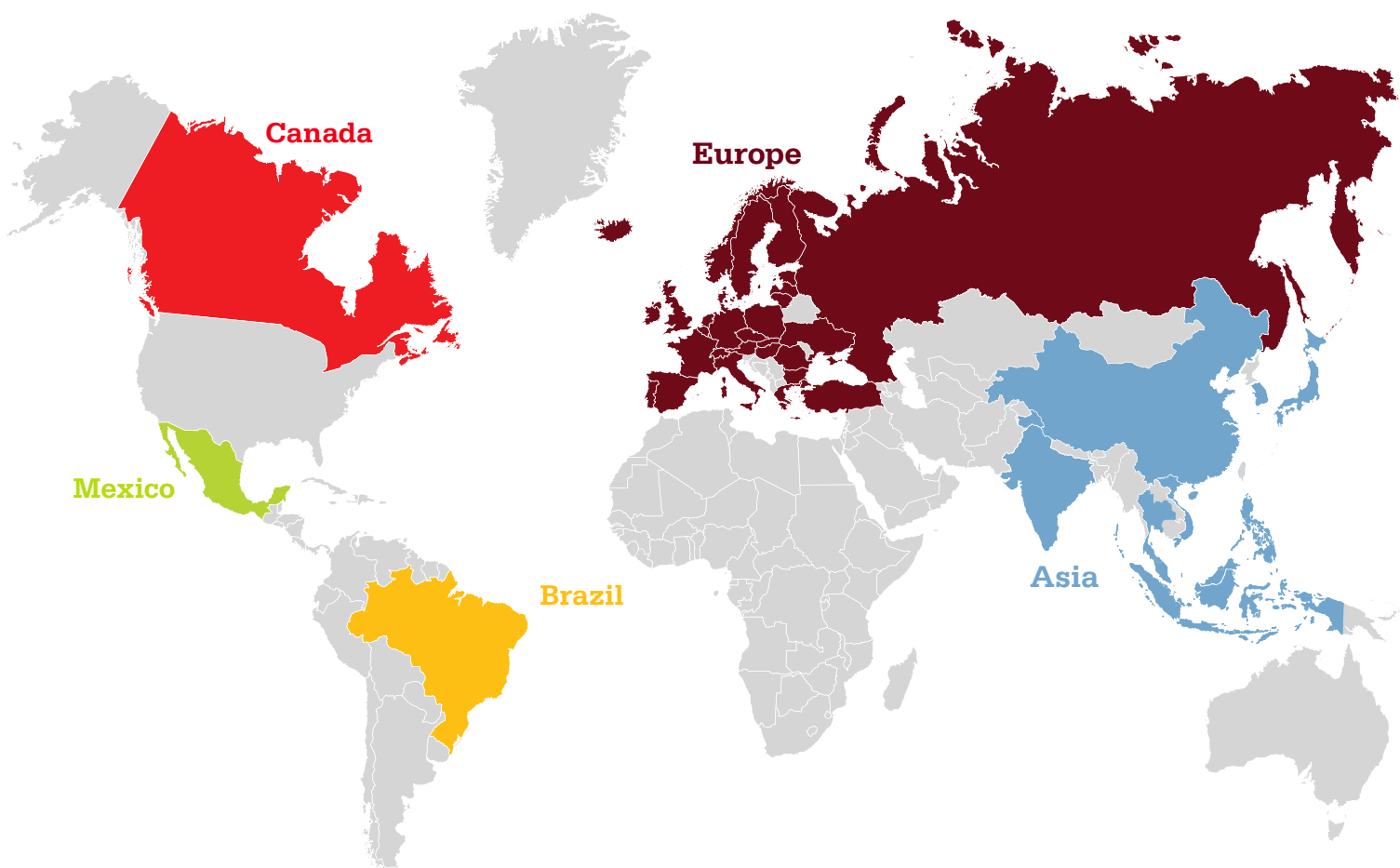
For more information, visit: [eip.development.ohio.gov](http://eip.development.ohio.gov)

# Expand Your Business Relationships Worldwide

The Ohio Development Services Agency 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.

## Representation in more than 40 countries worldwide



### Europe

- Austria
- Belgium
- Bulgaria
- Czech Republic
- Denmark
- Estonia
- Finland
- France
- Germany
- Greece
- Hungary
- Iceland
- Ireland
- Italy
- Latvia
- Lithuania
- Luxembourg
- Netherlands
- Norway
- Poland
- Portugal
- Romania
- Russia
- Slovakia
- Spain
- Sweden
- Switzerland
- Turkey
- Ukraine
- United Kingdom

### Asia

- China
- India
- Indonesia
- Japan
- Malaysia
- Philippines
- Singapore
- South Korea
- Thailand
- Vietnam

For more information, visit: [exportassistance.development.ohio.gov](http://exportassistance.development.ohio.gov)



# Contact your local SBDC Export Assistance Network Director today

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**

Alex Simon  
Trade Counselor  
1860 E. 18th Street, BU308  
Cleveland, Ohio 44115  
(216) 802-3381  
(216) 687-9331 Fax  
a.j.simon19@csuohio.edu

## Cleveland

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

Nathaniel Ward  
SBDC Export Assistance Network Director  
1860 E. 18th Street, BU308  
Cleveland, Ohio 44115  
(216) 523-7347  
(216) 687-9331 Fax  
n.t.ward54@csuohio.edu

## 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  
(614) 287-3850  
rwinch@cscc.edu

## Dayton/Cincinnati

**Ohio Small Business Development Center**  
hosted by **The Entrepreneurs Center**

Kathy Marshalek, CGBP, CBA  
SBDC Export Assistance Network Director  
SBDC at The Entrepreneurs Center  
714 E. Monument Avenue  
Dayton, Ohio 45402  
(937) 531-6612  
kmarshalek@tecdayton.com

## Piketon

**Ohio Small Business Development Center**  
hosted by **The Ohio State University South Centers**

Kelly O'Bryant  
SBDC Export Assistance Network Director  
1864 Shyville Road  
Piketon, Ohio 45661  
(740) 289-2071 ext. 235  
(740) 289-4591 Fax  
obryant.6@osu.edu



For more information, visit: [exportassistance.development.ohio.gov](http://exportassistance.development.ohio.gov)

## Toledo

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

Sabrina D'Onofrio  
SBDC Export Assistance Network Director  
300 Madison Avenue, Suite 200  
Toledo, Ohio 43604  
(419) 243-8191 ext. 248  
(419) 241-8302 Fax  
sabrina.donofrio@toledochamber.com

## Youngstown

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

Mousa Kassis  
SBDC Export Assistance Network Director  
1 University Plaza  
Youngstown, Ohio 44502  
(330) 941-2145  
(330) 941-2144 Fax  
mhkassis@ysu.edu



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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 Development Services Agency. 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](http://www.sbdc.development.ohio.gov).