



## APPLICANT REQUIREMENTS

To wholly benefit from the GlobalTarget mentorship program, applicants are required to:

- Commit the support of the company's president or an executive, who attends three sessions throughout the year
- Commit to out-of-session activities to work on exporting activities for your business (including completing assignments and meetings with a mentor)
- Build an international strategy for growth

The GlobalTarget™ mentorship program is designed for small to medium-sized businesses looking to proactively expand their export sales. Applicants should demonstrate commitment to growing their business and building jobs in Ohio.

To participate in the GlobalTarget program, we request a 7-month commitment from **November 2025 through May 2026**. This year's program will feature a special emphasis on global supply chain topics including warehousing, logistics, tariffs, and managing costs. However, the program will retain its core strategy development to promote business expansion to foreign markets.

## VALUE OF GLOBALTARGET

- Privileged access to premier individuals behind Northeast Ohio's most successful export companies
- Professional export market selection study conducted by the Global Business Center/Ohio Small Business Development Center Export Assistance Network (\$1000 value)
- Discounted One Gold Key Service provided by the U.S. Commercial Service (\$950 value)
- Networking opportunities with local and regional experts
- Education sessions on a wide variety of topics related to international trade
- Opportunity to engage with Cleveland State University faculty and students on your company's projects

## APPLICANT CRITERIA

- Access to grant programs valued at up to \$6,000 to assist in developmental activities
- Applicant must be a business registered and established in Ohio in good standing with state and federal agencies.
- Business should be in operation for at least two years.
- Business revenues should be at least \$2 million for the most recent fiscal year.
- Business should employ a minimum of 10 individuals.
- Business must demonstrate some experience in export sales or pass an assessment of export readiness by a recognized agent such as the Small Business Development Centers of Ohio, the U.S. Department of Commerce, or the Ohio Department of Development.
- Businesses should have a demonstrated interest in expanding their operations or sales to Latin America

## PROGRAM COST

**\$3,500 per business includes:**

- One-year membership for two employees to receive all of the training, mentorship and program features



**Export Assistance  
Network**

Cleveland State University Monte Ahuja College of Business





# GLOBAL TARGET

## 2025-2026 PROGRAM APPLICATION

### ABOUT YOUR BUSINESS

Business Name \_\_\_\_\_

Street Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Headquarters Location (leave blank if same as above) \_\_\_\_\_

Street Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Date of Establishment of Business \_\_\_\_\_

Number of Employees \_\_\_\_\_

Number of Facilities \_\_\_\_\_

Average Annual Sales in U.S. Dollars \_\_\_\_\_

Percent of International Annual Sales in U.S. Dollars \_\_\_\_\_

Company Website \_\_\_\_\_

Type of Business (check boxes):

☐ Manufacturer ☐ Service ☐ Wholesaler ☐ Retailer ☐ Distributor ☐ Other

Legal Structure (check boxes):

☐ Corporation ☐ Partnership ☐ Sole Proprietor ☐ Limited Liability Corporation ☐ Other

Primary Contact Name \_\_\_\_\_

Primary Contact Title \_\_\_\_\_

Primary Contact Email \_\_\_\_\_

Primary Contact Phone \_\_\_\_\_

Primary Contact Fax \_\_\_\_\_



## 2025-2026 PROGRAM APPLICATION (cont.)

### ADDITIONAL INFORMATION ABOUT YOUR BUSINESS

A non-disclosure agreement is signed by all GlobalTarget participants. The following information is necessary to select and provide balance to the GlobalTarget cohort and align your organization with a mentor that will best complement your business structure and goals.

Core Business \_\_\_\_\_

Primary Products/Services \_\_\_\_\_

Products or Services Currently Importing \_\_\_\_\_

Countries Currently Importing from \_\_\_\_\_

Products or Services Currently Exporting \_\_\_\_\_

Countries Seeking to Export to \_\_\_\_\_

Please provide a brief description of the status and stage of international business development that has been implemented at your organization.

### ADDITIONAL INFORMATION ABOUT YOUR BUSINESS

Do you know of other companies that might be interested in GlobalTarget? \_\_\_\_\_

Name of other company \_\_\_\_\_

Contact at company \_\_\_\_\_

Contact Email \_\_\_\_\_

Contact Phone \_\_\_\_\_

#### STATEMENT ON THE OHIO SBDC EXPORT ASSISTANCE NETWORK FOREIGN MARKET SELECTION STUDY

By participating in the GlobalTarget Program, you receive one Market Research study (value \$1050) provided by the Global Business Center/Ohio SBDC Export Assistance Network at Cleveland State University. This study is offered to GlobalTarget participants and must be conducted by the end of the calendar year in which your program concludes (December 31, 2026) in order to be eligible for complementary status.






#### STATEMENT ON GRANTS OFFERED THROUGH GLOBALTARGET

Consult Nate Ward on terms and conditions for \$6,000 in rebates and incentives offered to companies who successfully complete GlobalTarget in 2025-2026.

Through the IMAGE grant, Ohio you may be able to receive a 50% reimbursement toward the registration fee for the GlobalTarget program. For details regarding eligibility and claiming reimbursement, inquire at [gbc@csuohio.edu](mailto:gbc@csuohio.edu) or [IMAGE@development.ohio.gov](mailto:IMAGE@development.ohio.gov).



## DATES, TOPICS *and* TIME COMMITMENTS

DATE	TOPIC	EXPECTED ATTENDEES (MAX 3)
NOVEMBER 7 2025	<b>ORIENTATION &amp; STRATEGY BUILDING #1</b> Mentor Matching Marketing and Strategy Development	
 DECEMBER 5 2025	<b>TACTIC BUILDING #</b> Customs Importation Supplier Diversity and Management Global Shipping	
 JANUARY 16 2026	<b>TACTIC BUILDING #2</b> Foreign Government Contracting Export Controls Market Vetting Cyber Security Legal Obligations	
 FEBRUARY 27 2026	<b>STRATEGY BUILDING #2</b> Qualifying Distributors Sales Going to Market Securing Contracts Reveal of Market Studies	
 APRIL 16 2026	<b>FINAL STRATEGY REPORTS</b>	
 JUNE 4 2026	<b>GRADUATION</b> Will be held during the evening	



## 2025-2026 GLOBALTARGET EXECUTIVE TEAM *pledge*

In order for companies to get the full benefit of GlobalTarget, the program requires executive buy in. For this reason, **we require the CEO, President, Vice President, or a primary decision maker to attend the three strategy-building sessions** of the program (initial, mid-year and concluding workshops).

✓ **NAME** \_\_\_\_\_

**TITLE** \_\_\_\_\_

**E-MAIL ADDRESS** \_\_\_\_\_

**DIRECT PHONE** \_\_\_\_\_

**SIGNATURE** \_\_\_\_\_



## CONFIDENTIALITY STATEMENT *and* AGREEMENT

PLEASE COMPLETE THIS FORM AND RETURN AS PART OF YOUR GLOBALTARGET APPLICATION.  
All representatives attending GlobalTarget sessions must also complete this form.

This statement summarizes the responsibilities and obligations of each member of the GlobalTarget program sponsored by the Monte Ahuja College of Business at Cleveland State University (the "School"). Participants in the GlobalTarget program include representatives of various businesses, faculty, staff and administrators from the School (collectively, the "Parties"), each of whom will receive and have access to confidential business information belonging to the other Parties. It is the responsibility of every participant of GlobalTarget to protect the confidentiality of the Parties' business information and to make use of it only to the extent necessary for participation in the GlobalTarget program.

**I, the undersigned, in consideration of my participation in the GlobalTarget program, hereby understand and agree as follows:**

- 1) While participating in GlobalTarget, I have been and will be exposed to data, documents and other confidential business information of or about the Parties and their businesses, (hereinafter collectively "Confidential Business Information").
- 2) Subject to the provisions of the Ohio Public Records Act and validly issued subpoenas and court order, I agree that I will not, at any time during or after my participation in GlobalTarget, disclose to a third party any confidential business information or permit any person to examine or make copies of any confidential business information that comes into my possession.

✓ **NAME** \_\_\_\_\_

**SIGNATURE** \_\_\_\_\_

**COMPANY NAME** \_\_\_\_\_

**DATE** \_\_\_\_\_

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✉ **PLEASE RETURN FORM VIA EMAIL TO:**  
**[gbc@csuohio.edu](mailto:gbc@csuohio.edu)**