



Ohio's Export Assistance Resources

Ohio

Development
Services Agency



Ohio

Small Business
Development Centers

International Trade Assistance Center

International markets offer the opportunity to increase sales and drive growth in the economy

- 95% of the world's population and two-thirds of the world's purchasing power lies outside of the U.S.
- The U.S. is known worldwide for high quality, innovative goods and services.
- In 2013, U.S. exports hit \$1.58 trillion, growing by 2.1% over the previous year.

Exports will continue to fuel job creation in the U.S. economy – creating more & better jobs

- For every \$1 billion the U.S. exports, 4,926 jobs are created or supported in the manufacturing sector.
- Jobs supported by exports increased to 9.8 million in 2012, up 1.3 million since 2009.
- Exporting firms are more competitive and profitable than non-export companies – they pay higher wages as well

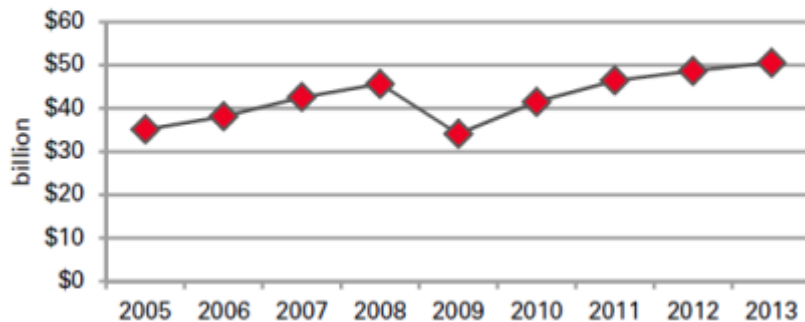
International markets will continue to offer future growth opportunities

- U.S. exports account for 14 percent of our nation's GDP.
- Less than 1 percent of the 30 million businesses in the U.S. export. Of these exporting companies, 58% export to only one country.
- Small- and medium-sized companies account for almost 97 percent of U.S. exporters.

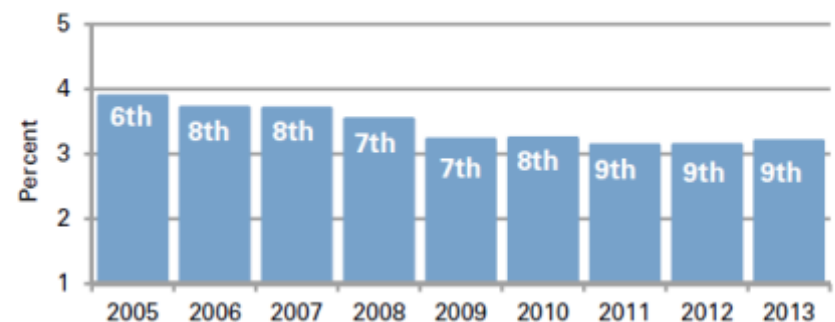
Exporting is a critical part of Ohio's economy

- Ohio exported more than \$50.5 billion worth of goods to 210 countries and territories in 2013.
- Ohio was the 9th largest exporting state in 2013.
- More than 415,000 jobs in Ohio depend on manufactured exports.

Export Trends



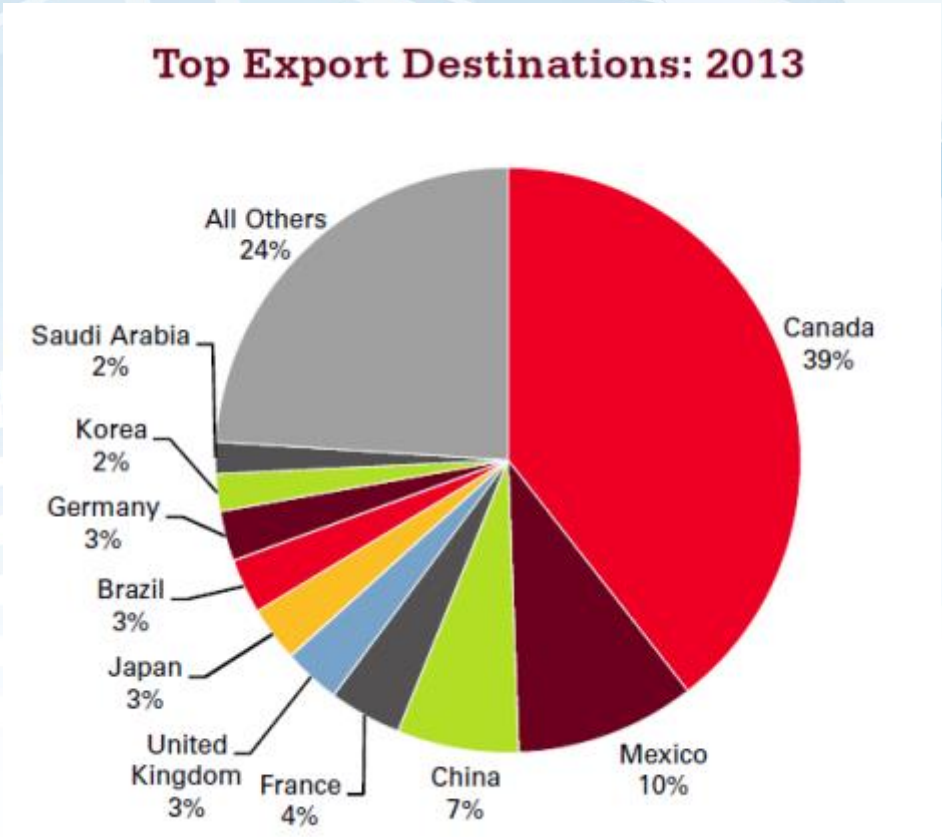
Share of U.S. Exports & Rank



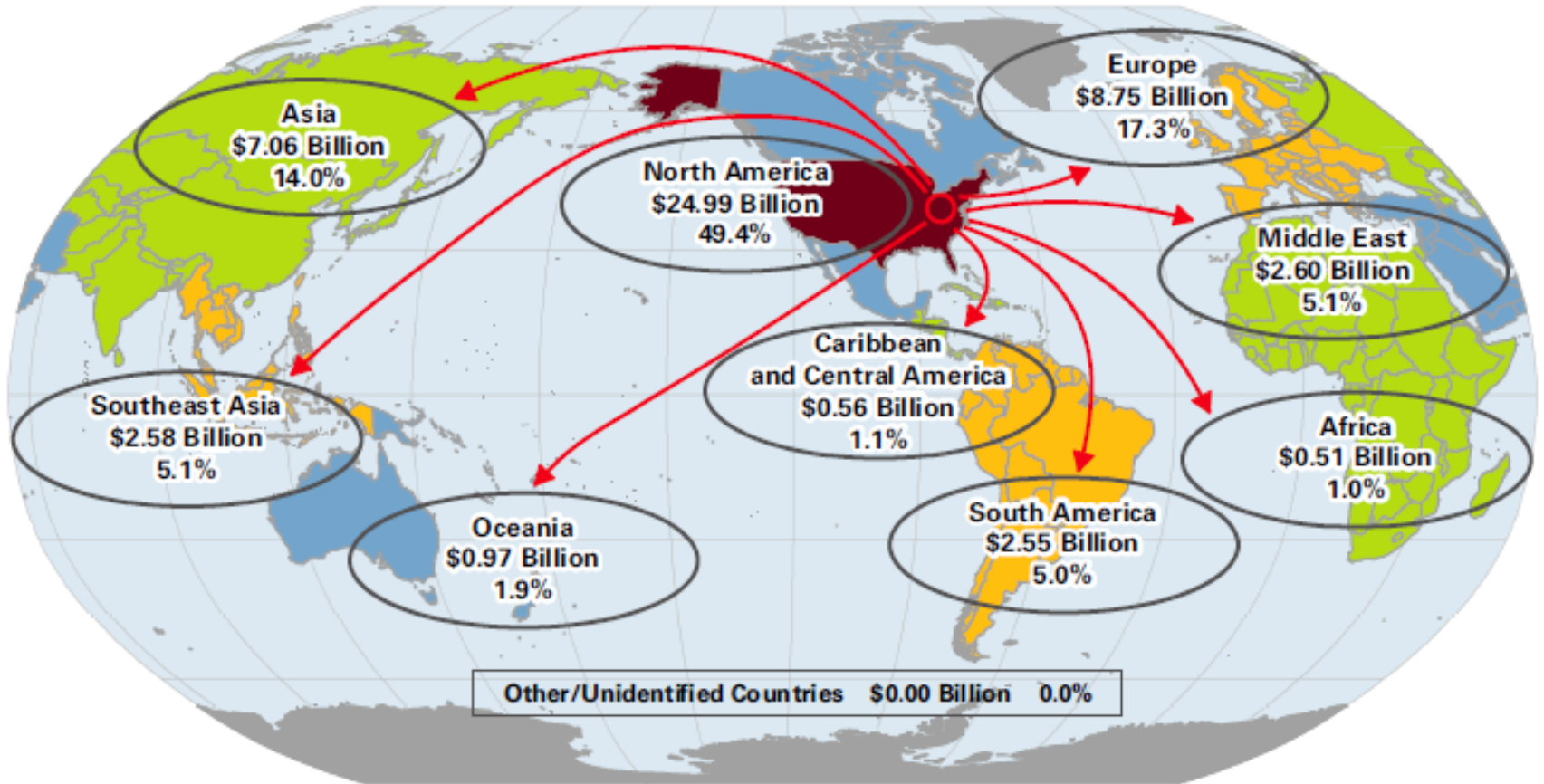
Ohio's goods and services are in demand worldwide

The largest export markets in 2013 include:

- 1. Canada \$19.9B
- 2. Mexico \$5.0B
- 3. China \$3.4B
- 4. France \$2.0B
- 5. U.K \$1.6B
- 6. Japan \$1.5B
- 7. Brazil \$1.5B
- 8. Germany \$1.4B
- 9. Korea \$1.0B
- 10. Saudi Arabia \$885MM

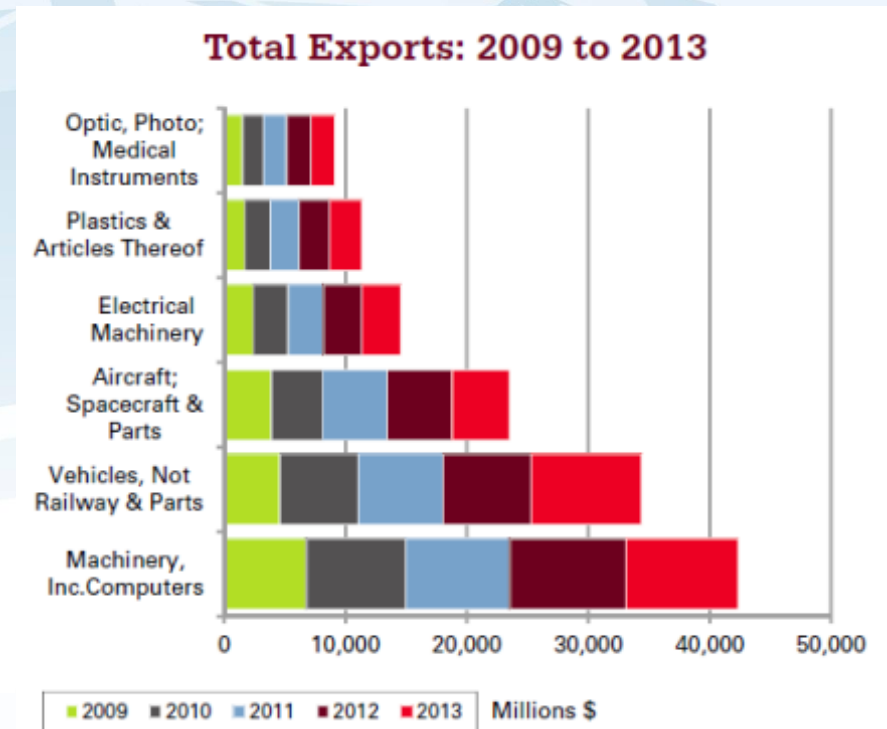


Ohio exports by region, 2013



Ohio's top exports in 2011

Machinery	\$9.3B
Vehicles & Parts	\$9.0B
Aircraft & Parts	\$4.7B
Electrical Machinery	\$3.2B
Plastics	\$2.7B
Optic/Medical Instruments	\$2.0B
Iron/Steel Products	\$1.5B



Ohio offers key resources to assist businesses with increasing international business

- Provide a comprehensive exporting assistance program to create a competitive advantage for Ohio businesses in the global marketplace.
- Offer valuable regional, one-on-one support through the network of International Trade Assistance Centers.
- Provide valuable in-market support through the Ohio international offices and our partners.

Ohio exporting initiative provides businesses valuable tools for success

- Cultural and Language Assistance
- Custom Market Research
- Due Diligence
- Export Education: documentation, logistics, etc.
- Export Readiness Assessments
- Export-Trained Interns
- Financial Assistance
- General Export Inquires
- Identifying Local Marketing Tools
- International Partner Searches
- Local Product Requirements
- Trade Missions and Trade Show Access

Ohio's international offices offer businesses in-country support

- Ohio maintains a network of international offices in
 - **Brazil**
 - **Canada**
 - **China**
 - **European Union**
 - **Mexico**
 - **India**
 - **Japan**
- Ohio's International offices offer businesses:
 - Custom market research
 - International partner searches
 - Customer due diligence
 - Market visit support

Ohio offers businesses the opportunity to increase sales through trade missions

- Trade missions provide companies with an opportunity to meet high-level business and government executives face-to-face, greatly enhancing the potential for future business success.
- Upcoming Ohio trade missions can be found at: http://development.ohio.gov/bs/bs_trademissions.htm



Ohio provides businesses the opportunity to increase sales through trade shows

- Provide invaluable first-hand market research, facilitate entry into a new market, or help increase your sales in an existing market.
- Assist Ohio companies identify key international trade shows.
- Offer low cost access to booth space through Ohio booths.



Ohio offers business export-trained interns through the Export Internship Program

- Designed for companies that are looking to build export readiness, identify new markets and streamline current export processes and procedures.
- Matches companies with trained, full-time summer interns who will focus on export development.
- Provides a 50% reimbursement for the intern wages.
- Supervised by the Ohio Development Services Agency and the Fisher College of Business at The Ohio State University.

Ohio businesses receive extended service through export assistance partners.

- The **U.S. Commercial Service** has trade professionals in over 100 U.S. cities and in more than 75 countries help U.S. companies get started in exporting or increase sales to new global markets.
- The **Food Export Association** provides a wide range of services and financial assistance programs to promote the export of U.S. food and agricultural products .
- The **Council of Great Lakes Governors** offers small and medium-sized companies additional access to trade missions to expand product and service sales.
- The **Export-Import Bank** promotes export sales of American goods and services through guarantees, loans and export credit insurance.
- The **U.S. Small Business Administration (SBA)** provides guarantees on loans made by lenders to support the production of goods and services for export.

Exporters receive additional support through local organizations

- Ariel International
- Cleveland Council on World Affairs
- Cleveland Foreign Credit Group
- Cleveland Plus Business/Team NEO
- Council of Smaller Enterprises (COSE)
- Greater Cleveland International Lawyers' Group
- Greater Cleveland Partnership
- International Business Network
- Manufacturing Advocacy and Growth Network (MAGNET)

Ohio's regional outreach network offers local access

International Trade Assistance Centers:

- CSU@ Akron Global Business Accelerator
- Cleveland State University
- Columbus State Community College
- OSU South Centers in Piketon
- Toledo Chamber of Commerce
- Wright State University
- Youngstown State University



Questions?

Contact info:

Nate Ward

Ohio ITAC hosted by Cleveland State University

Monte Ahuja College of Business

1860 E. 18th Street, BU327

Cleveland, Ohio 44115

216-523-7347 Phone

216-687-9331 Fax

www.development.ohio.gov/bs/bs_globalohio.htm

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All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA.

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance.

Contact: SBDC 216-523-7347.