Contact your local SBDC Export Assistance Network Director

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

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, trade finance, regulations, documentation and logistics.

Athens
Ohio SBDC hosted by Ohio University
Website: sbdc.ohio.edu

Donald Hackney
SBDC Export Assistance Network Director
The Ridges Building #19
Athens, Ohio 45701
(740) 297-6405 • hackney@ohio.edu

Cincinnati
Ohio SBDC hosted by Miami University
Website: miamioh.edu/regionals/sbdc/

7847 VOA Park Drive
West Chester, Ohio 45069
(513) 727-3686

Cleveland/Akron/Toledo
Ohio SBDC hosted by Cleveland State University
Monte Ahuja College of Business
Website: csucbdc.com

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Director and Trade Advisor
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Chris Lees
Trade Advisor
Ohio SBDC Export Assistance Network
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Cleveland State University
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Mobile: (216) 392-6406
c.lees@csuohio.edu

Columbus
Ohio SBDC hosted by Columbus State Community College
Website: sbdccolumbus.com

Roberta Winch
SBDC Export Assistance Network Director
320 N. Grant Avenue, Room 1062
Columbus, Ohio 43215
(614) 287-3850 • rwinch@cscc.edu

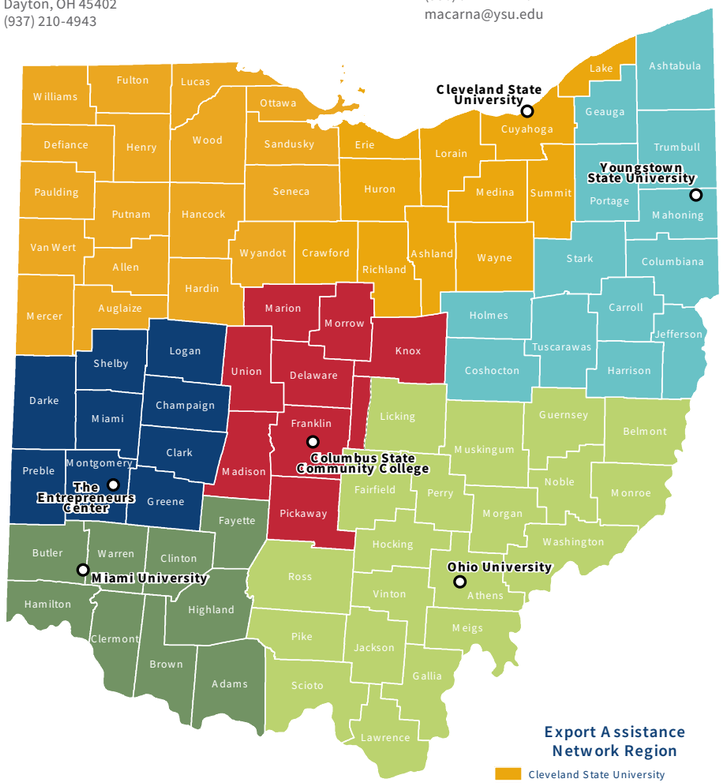
Dayton
Ohio SBDC hosted by Miami Valley SBDC at the Entrepreneurs' Center
Website: sbdcec.com

31 S. Main Street
Dayton, OH 45402
(937) 210-4943

Youngstown
Ohio SBDC hosted by Youngstown State University
Website: sbdc-ysu.org

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

Mariah Carna
International Trade Specialist
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Export Assistance Network Region
- Cleveland State University
- Columbus State Community College
- Miami University
- Ohio University
- The Entrepreneurs Center
- Youngstown State University

President's EStar Award for Excellence in Export Service

Department of Development

Small Business Development Centers
Export Assistance Network

POWERED BY SBA U.S. Small Business Administration

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.



Department of Development

Ohio Exporting

A MULTI-BILLION DOLLAR INDUSTRY



Development.Ohio.Gov/ExportAssistance

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



MARKET YOUR BUSINESS INTERNATIONALLY

IMAGE.Development.Ohio.gov

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 offering 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.

- International Trade Shows
- Eligible Trade Missions
- U.S. Commercial Service Programs
- Supported Individual Market Visits
- EXIM Bank Credit Insurance Premiums
- Translation of Marketing Materials
- Compliance Testing
- Eligible Domestic Trade Shows

HIRE AN EXPORT INTERN

EIP.Development.Ohio.gov

The **Ohio Export Internship Program** is a partnership between the Ohio Department of Development, The Ohio State University, Youngstown State University, Cleveland State University, University of Dayton, Bowling Green State University, and Ohio University. Highly motivated college business students are selected for the program, and then most successfully complete hands-on, export-focused coursework.

The program matches these students with small to medium-sized host companies in Ohio, who receive a 50 percent reimbursement for intern wages. Trade advisors mentor students during the summer internship.





FIND QUALIFIED LEADS AND CONVERT THEM TO SALES

IMS.Development.Ohio.gov

The **International Market Support Program**, developed to be an extension to your team to increase sales, is a free program offered by the State of Ohio Department of Development. This well-established program offers high-impact export services through a team of local and in-market representatives.

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.

FREE 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

> *Representation in more than 125 countries*