

Global Trade in Action: Highlighting Ohio Exporters

2024 Ohio Export Internship Program Partners

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Additional University Participants

University of Akron
Ashland University
Tiffin University
Baldwin Wallace University
Central State University
Columbus State Community College
Miami University
Ohio Wesleyan University
Wright State University
Denison University
Kent State University
Ohio Dominican University
Shawnee State University
University of Toledo
Wittenberg University



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B O W L I N G G R E E N S T A T E U N I V E R S I T Y

OEIP partner since 2023

19 EIP students trained in BGSU Export course

Plus 12 BGSU students sent to OSU course prior to 2023



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Blake Sell

Crazeweld LLC



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“...The greatest skill I have learned is definitely how to interact with the government. This is a very helpful skill for jobs where I would deal with the US government in some part.”

Caleb Lorenzen

L & R Racing Inc



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“...I feel like I understand the company end process a lot better now and I got to hands-on complete the process from stage 1. I'm sure I can pick up and run with a new shipping system with greater insight than I could prior to this experience...The export course taught me the language of international supply chain. I came in understanding the language that was being thrown around the office which allowed me to keep pace...I did apply my skills learned in the export course towards working with international sales contacts and domestic shipping partners.”

David Timm

SmartSolve Industries



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“I found a customer who can possibly be a multi million-dollar customer.”

Emilio Raymundo

Master Chemical Corporation





“The greatest skills I have learned are soft skills. This experience has showed me how to navigate myself in a real work environment.”

Jamal Uddin

Rain Drop Products LLC



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“...OEIP provided me a platform to leverage my expertise in data analytics and tools over the summer. I gained extensive experience with Power BI, SQL, and database management. In addition, I developed skills in financial statement analysis and international market analysis and honed my ability to communicate effectively with international clients.”

Kathryn Luzynski

The Daavlin Distributing Co.



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“I was tasked with a comprehensive research project to estimate the international market share of my company...With the resources and skills learned from the OEIP program and spring class, I was able to gather findings on the prevalence rates of these diseases on a global scale. Using this information to calculate potential phototherapy patients in certain countries and comparing it with sales data from our international distributors, I was able to create a series of documents that show how much opportunity still exists in each country that our top-selling distributors are located in. This information will now be used as a guide to focus efforts and allocate valuable resources to the most promising places.”

Kelli Shivers

MES, Inc.



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“I not only gained many technical skills but also developed interpersonal skills important for the workforce. Furthermore, gaining insights into the inner workings of a small startup was invaluable, as it highlights the necessity of collaboration and preparedness for unexpected challenges, especially in a global company.”

Madie Treglia

Principle Business
Enterprises, Inc.



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“I created a supplier score card for the company. It was for 12 suppliers, and they will be using it from here on out. I created a control document so they can keep up with it after I leave.”

Raegan Burkley

Midwest Industrial Supply, Inc.



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“Throughout my internship, I completed many research products regarding different markets to enter or even those to avoid. The most impactful thing I learned, however, is that there is no shame in asking for help or clarification when needed. Being able to ask for help has allowed me to learn new skills and become a better communicator.”

Reece Wheeler

Celina Tent, Inc.



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“...The greatest skill I have learned thus far is being able to work in a real-world supply chain environment and how to operate an ERP system. This exposure paired with gaining HubSpot certifications at my internship have opened doors for future opportunities and I believe make me more marketable for future employment.”

Stanley Tochukwu Oziri

Duraflow Industries, Inc.



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“The greatest skill I learned during my internship was effective project management, which has made me more efficient and organized, thereby enhancing my ability to contribute meaningfully to team objectives.”

Taylor Schwab

Biofit Engineered Products



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“I developed international customer service and communication skills. Connecting with global dealers taught me the importance of empathy and adaptability. The greatest lesson I learned was the art of effective communication, which has made me more effective in the workforce by enabling collaboration with colleagues and clients worldwide. This experience broadened my perspective and equipped me with the confidence to thrive in any international setting.”

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OEIP partner since 2023

17 EIP students trained in OU Export course

Plus 1 OU student sent to OSU course prior to 2023

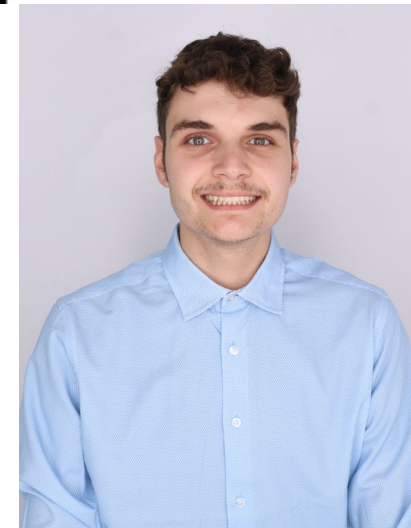


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Alexander Gartman

Star USA, Inc.



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“The greatest skill or lesson I have learned from my internship is to always be productive and efficient with completing your assigned tasks but consistently hungry and eager to take on more!”

Caden Burga

Hi-Vac Corporation



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“The greatest project I have completed during my internship has been the export compliance manual. The manual I created lays out what is expected of all company employees when involved in exporting. This manual serves as a reference and rule sheet that all employees can have access to.”

Daksh Panchal

Milo's Whole World Gourmet



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“The greatest accomplishment was going to Grand Rapids to a Buyers Mission and setting up a table and starting talks with 9 countries. It was impactful because I was the only person representing Milo's and got experience in sales and marketing. Being able to connect with customers, understand their needs, and communicate effectively has made me much more confident and effective in the workforce. It's helped me build strong relationships and contribute to our team's success...My export course taught me the essentials of export paperwork, HTS codes, and Incoterms...I used this knowledge to ensure accurate documentation, classify products correctly, and clearly communicate sales terms with international clients. This made our export process smoother and more efficient.”

Drishti Dhingra

Rocky Brands, Inc.



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“My greatest accomplishment was being able to learn from my coworkers...to grow and brush up my skills. It was impactful as it helped me get a clear idea of my career path and gave me ways to achieve my career goal...My course really helped me prepare me for the export related questions and the trade documents I had to look through...”

James “JR” Lumsden

Surface Combustion, Inc.



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“The export course training I received was instrumental in preparing me for my internship...I applied this expertise by utilizing my understanding of harmonized tariff codes to ensure correct classification of our products, which streamlined the shipping process and minimized compliance issues. Additionally, my skills in market research helped us analyze international trade trends, identify potential markets, and develop strategies to grow our business and differentiate ourselves from competitors. This practical application of my training significantly contributed to the efficiency and strategic direction of our export operations.”

Joey Johnson

Technical Rubber Company Inc.



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“...I have been able to help the multiple teams we have...with projects from market research to finding & building connections with companies countrywide to show our products to. It’s been impactful because this is building my knowledge and my network through these projects, and this is only helping me for my future.”



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Nick Rose

Reliable Supply Chains
International, Inc



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“Going into my internship, the export course prepared me for any challenges I might face by providing a solid foundation in international trade regulations, documentation processes, and logistics management.”

Waylan Mlynek II

The JonesZylon Company LLC



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“...since I have been here I have seen a bigger interest in overseas trade from multiple people... My greatest skill learned was communication and getting used to company culture. I can now better communicate with coworkers to describe what I have done, what needs done and what my needs are...the export course helped me understand the process and certain steps taken to export overseas and what is best for the company I work at.”

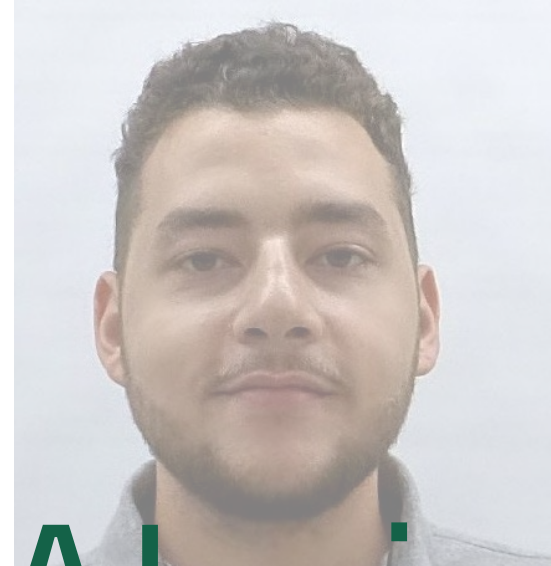


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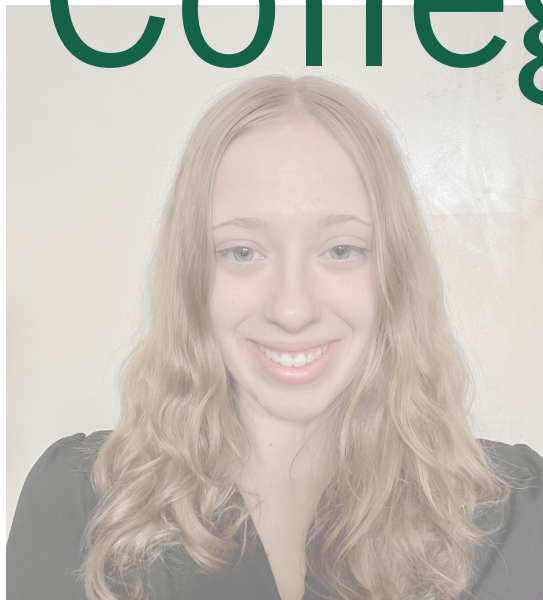
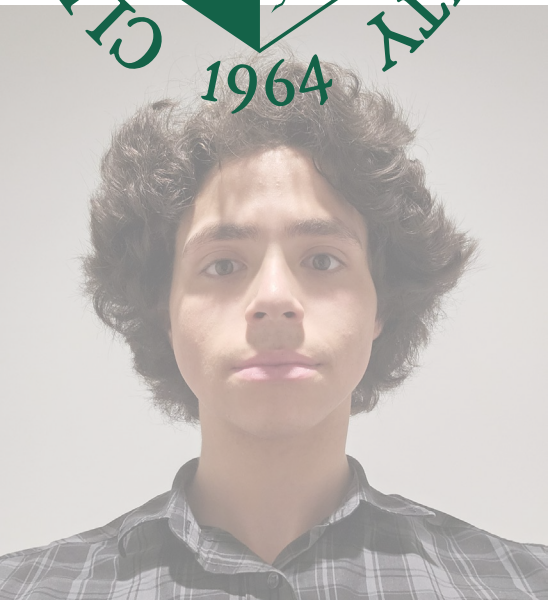
OEIP partner since 2018

50 EIP students trained in CSU Export course

Plus 1 CSU student sent to OSU course prior to 2018



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Alliyah Qamhawi

L.J. Star Incorporated



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“My greatest accomplishment was the research I conducted. The main objective was to identify the leading markets in the Middle East...The greatest lesson or skill that I learned is to be patient, and it will create discipline. The export coursework prepared me for this internship by giving me the proper background knowledge and skills necessary to navigate complex situations: it allowed me to be able to think outside the box when it comes to international export and trading as there are a lot of things to take into consideration.”

Ethan Blazetic

Midwest Transatlantic Lines, Inc.



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“I believe one of my greatest accomplishments thus far into my internship was being able to easily connect with my coworkers in a way that made our shared experiences more fulfilling. One of the greatest lessons I learned whilst working at MTA is that balancing both work and employee relationships helps to create an atmosphere that encourages clear and effective communication.”

Hannah Siy

Keystone Bolt & Nut Co.



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Hannah Siy

“I gained valuable insights into how a family-owned company remains resilient within the competitive construction industry. I believe that the export course has prepared me with the necessary knowledge and resources needed to conduct comprehensive international market research.”

Lily Kniahynyckyj

Eagle Elastomer Inc



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Lily Kniahynyckyj

“My greatest skill or lesson learned during the internship was that I learned how to conduct market research.”

Mansourbellah Aly

Malco Products Inc



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“My greatest accomplishment was that I've successfully connected my company with a freight forwarder that was a great fit for our needs and a fruitful partnership was formed due to that...Other than the vast improvement in my soft skills, I believe that the greatest thing I've gained would be that I'm a lot more comfortable with my analytical skills with Excel, Microsoft AX, and Power BI...My export course training was an integral part to my success, I only realized it when I sat in meetings with different partners, customers, and peers and I could keep up with all of the topics from incoterms, freight, and others. I felt right at home from the start and I felt a lot more comfortable with the topics at hand than I thought I would.”

Niklas Nannt

Bay Corporation



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“I learned more about how an international company operates which is very helpful for my future job search... how to communicate and ask questions about certain topics to understand the order process more made me more independent...I learned a lot of information about certain documents and processes that were helpful in my internship.”

Sonny Smith

Tom Richards, Inc.



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“My greatest accomplishment was helping rewrite the company's export compliance manual, and because of this, my company will be better able to remain complaint with regulations. The greatest skill I learned during the internship was how to translate government regulations into more understandable documentation to educate others. The export course helped prepare for this internship by providing me with knowledge of the authorities and regulations that govern exporting.”

Tabitha Krupp

Orbital Research Inc.



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“My internship with Orbital Research Inc. gave me the independence to use the skills I learned in class in ways I believed would best benefit the company. Having the space to make these decisions allowed me to further my knowledge of how export compliance applies to defense industry products.”

Togzhan Tolegen

Synapse Biomedical, Inc.



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“I successfully researched about 20 countries' markets, along with completing three enduring projects. During my internship, I discovered that I was good at quickly adapting innovative solutions. Thanks to the export course for teaching me punctuality, international business, and real stories.”

Victoria Ayvazyan

Checkpoint Surgical, Inc.



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“I have learned how to apply various skills and use the knowledge I already had to expand upon and learn more.”



University of Dayton

School of Business Administration

OEIP partner since 2020

42 EIP students trained in UD Export course

Plus 15 UD students sent to OSU course prior to 2020



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Brayden Shephard

Hartzell Hardwoods, Inc.



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“Exporting is not just for large corporations with many employees. It can be accomplished by many companies and as long as you have a team of trusted individuals it is a goal that is attainable...My biggest accomplishment during my internship has been building connections with foreign customers. I reached out to many people all over the world and brought in a few new customers from overseas markets.”

Charles Strachan

Great Lakes Cheese Co., Inc.



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“My internship experience and OEIP has shown me that good people are the key to any successful business, something that was evident at my host company. Developing more effective communication skills to complete projects more effectively, coupled with the data collection and market research I honed during my export course, has improved my skills and made me further appreciate all of the people that are crucial to running a successful business.”

Dylan Peters

Global Gauge Corporation



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Dylan Peters

“My biggest accomplishment at my internship was creating my Indian market analysis presentation for the hot flat rolled metals industry.”



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Grace Oexeman

Total Quality Logistics, LLC



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“My greatest accomplishment this summer was overall gaining confidence in my skills and knowledge. In the beginning I was very nervous, but now because I've learned how to communicate and learn from my experiences, I feel very confident in my ability to do audits, review legal paperwork, and explain processes to other employees or departments.”

Nick Dreyer

Terves, Inc.



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“I was able to do market and country research in areas such as demographics, shipping, fulfillment, and partnerships to aid my supervisors in crucial decision making throughout the product development and release.”

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OEIP partner since 2015

110 EIP students trained in YSU Export course



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NT COLLABORATIVE

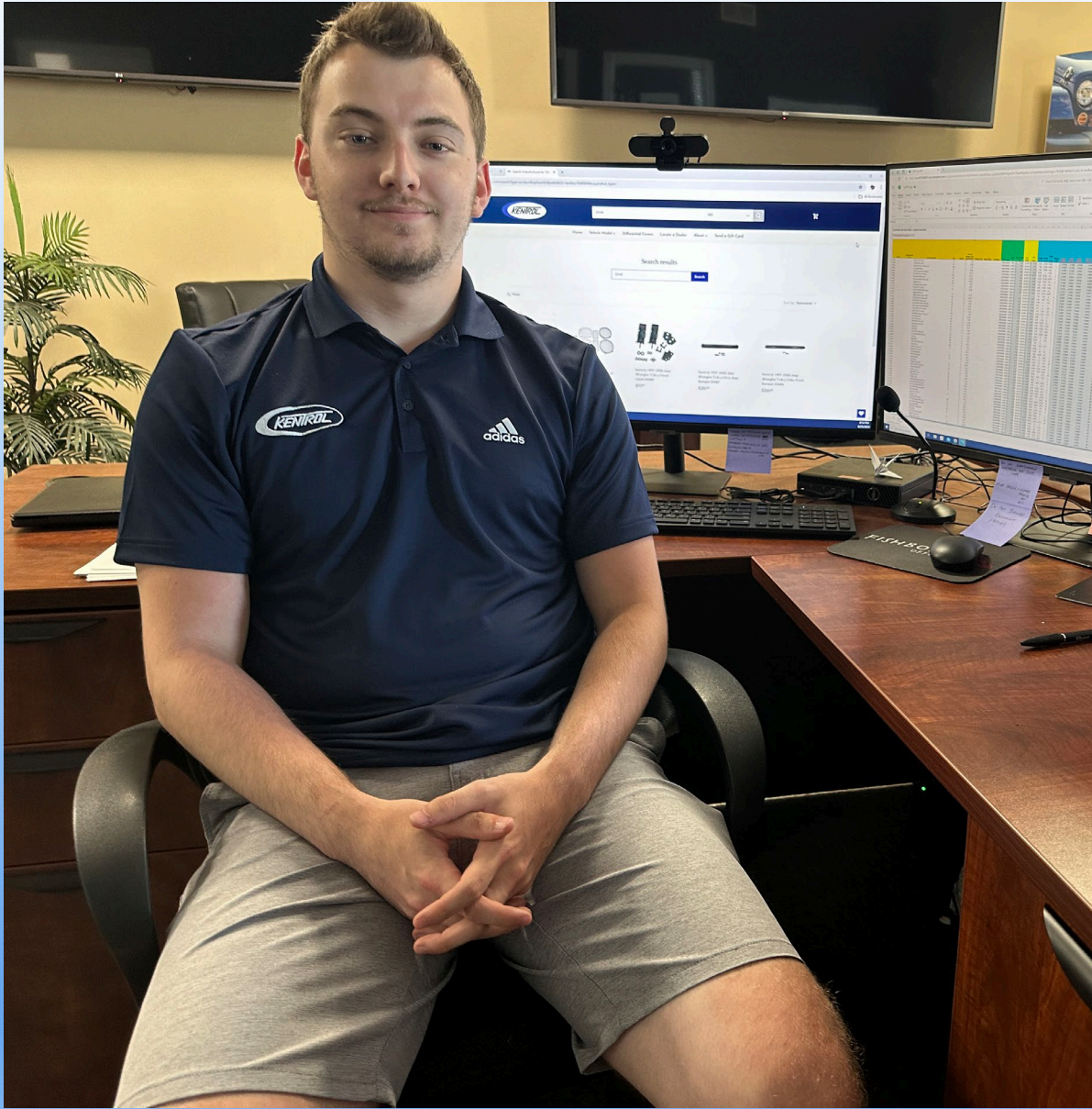
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Brighid Wagner

Altronic, LLC



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“During my internship, I was given the opportunity to collaborate across multiple departments and witness firsthand the interconnected nature of global trade compliance. The export training program equipped me with valuable insights, enhancing my understanding not only of trade practices but also of the intricacies involved in global business operations...”

David Shannon

**Molten Metal Equipment
Innovations, LLC**



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“During my internship, I was able to apply and expand my knowledge in many areas of global export including the overall export process, HTS classification, and compliance.”

Emily Smith

Columbiana Boiler Company, LLC



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“I was able to not only gain much knowledge and experience, but also learn skills that will help me to grow throughout my entire career. I was able to complete many projects that helped me to really learn about both domestic and international shipments...the export training course gave me an excellent view into the world of exports, it also gave me a great picture of what all the documents and many of the procedures were, as every company is a little different. It was quite easy for me to pick up things quickly during my internship because many of these terms I had already heard of and learned about...Overall, I had an excellence experience, and I could not have been involved in a better program and placed in a better company.”

Fatima Mohamed

Haltec Corporation



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“The training I received from OEIP provided me with an extensive understanding of international trade and global business operations. It prepared me with the skills necessary to collaborate with multiple government agencies, freight forwarders, and customers professionally. The experience and knowledge I gained from the OEIP program will be instrumental in advancing my career in the global market.”

Garrett Bailey

Rust Buster Frame Repair, LLC



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“...The information I learned in the program allowed me to readily understand everything I was working on export-related from day one. The course allowed me to venture into any and all export projects with supreme confidence that I knew the correct way to approach issues and challenges without wasting valuable time.”

Haley Beish

Brilex Tech Services, Inc.



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“...the greatest skills that I have learned through the internship process are independence and confidence in my own abilities. This has made me more effective in the workplace as I am confident in the work that I am doing, and no longer rely on constant feedback from those around me to reassure me that I am doing things right.”

James Kover

Mojonnier USA, LLC



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“The Ohio Export Internship has been a great opportunity to apply my newly acquired knowledge of the international business environment to perform impactful market research. It's very fulfilling to help a company lower costs, improve efficiencies, and add value using my research and insights as an export intern.”

Kodi Kinsey

Kirila Fire Training Facilities, Inc.



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“The greatest skill I have learned during my internship is communication. I thought I had good communication skills at the beginning. Now I know that I have been in an environment where communication is crucial, I realize how badly I lacked communication. Having strong communication skills has improved my ability as an employee in the workforce immensely.”

Michael Voitus

Kent Displays, Inc.



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“I think my greatest accomplishment throughout my time in the internship was setting up the connection between the ACE importer account and the company. Before my time there it seemed like there was still some room to grow in terms of what we could actually do with this software. That said, I...contacted ACE and ...found out how the company could run reports on past shipments to check for numerous points of interest.”

Naji Khoury

Humtown Pattern Company



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“My favorite project I had the pleasure of working on with my company was working with Chinese factories in order to negotiate pricing, import foreign machines into the US, and overall save the company hundreds of thousands of dollars. It was a pleasure getting to work with these international manufacturers, as this taught me a lot about negotiation and international business negotiations.”

Prathiksha Madishetty Naidu

Dover Chemical Corporation



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“My greatest accomplishment during my internship was developing the company’s standard operating procedures, which will stay on record for years to come. Collaborating closely with the procurement and supply chain teams has given me significant practical knowledge and hands-on experience that go beyond classroom learning.”

Taylor Aquisto

Ohio Pet Foods Inc



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“My export course prepared me thoroughly for my internship. My knowledge of export certificates and necessary documentation for exports prepared me greatly for the work I was doing with my company. I was adequately trained and ready to jump into work helping my company complete documentation in a timely manner in their busy season.”

Zachary Chesman

Simona Boltaron Inc.



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“My greatest accomplishment while at my company was really feeling valued with the work I was producing. After doing the research and showing my results I got to see how my efforts helped expand the company into new developments and this made me feel valued and accomplished and that I was doing something meaningful.”



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OEIP partner since 2012

286 EIP students trained in OSU Export course



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Aisha Abdi

Vesco Medical, LLC



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Aisha Abdi

“One of the projects I worked on during the summer was a comprehensive market matrix project for the company where I interned, and I was able to accomplish that by applying the skills I acquired in class. Additionally, I had the opportunity to email some of the guest speakers from the course to seek further insights and answers to some questions I had during my internship.”

Ava Bruns

Global Recovery Group, LLC



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“The Ohio Export Internship Program has equipped me with a diverse skillset that's proven invaluable. This multifaceted foundation has prepared me to tackle a wide range of challenges in international finance, from debt recovery to cross-cultural communication. By applying this broad knowledge, I've gained a comprehensive understanding of global business dynamics, preparing me well for a career in international business.”

Cade Helms

Simple Times, LLC



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“...Successfully completing the landed cost analysis was very rewarding. It felt like something only someone of my background could accomplish...I really learned how to network better. Through watching my supervisor interact with others, to myself interacting with people at the trade show and other events, I've learned the importance of meeting people and staying in contact with them...”

Carsten Rettig

Ferno Group, Inc.



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“The greatest lesson I learned throughout my internship was the importance of cross-departmental communication. Learning how to effectively communicate cross-departmentally has enhanced my ability to communicate effectively across different situations, fostering a more cohesive and productive work environment.”

Debanshu Kanungo

Vesco Medical, LLC



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“I was able to develop my time management skills through this summer, having to balance multiple projects and personal endeavors as well demanded a level of productivity and planning I have not experienced before. I am very grateful for the opportunity to improve as a student and human being this summer.”

Giuseppe Ferrato

3Bar Biologics, Inc.



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“The greatest lesson I learned during my internship was effective communication, which has significantly enhanced my ability to collaborate with team members and contribute to project successes.”

Hannah Gustely

Halliday Technologies Inc



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“This experience not only broadened my understanding of global business, but also allowed me to work in a fast-paced environment. I gained valuable insight into strategic marketing, government relations, and the importance of strong customer service.”

Luke Ettafagh

The Janz Corporation



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“Over the course of my internship, I have learned many skills that have prepared me to be a well-informed business professional. My time in the OEIP program has been immensely beneficial and one of the most valuable experiences during my time at Ohio State.”



Matthew Faltas

Savaré Specialty Adhesives LLC



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“I think my greatest accomplishment during my internship was the fact that I was able to use my network of business professionals through the OEIP program to help my company make a strategic decision about potential exporting opportunities.”

Sami Grenda

Nutritional Medicinals, LLC



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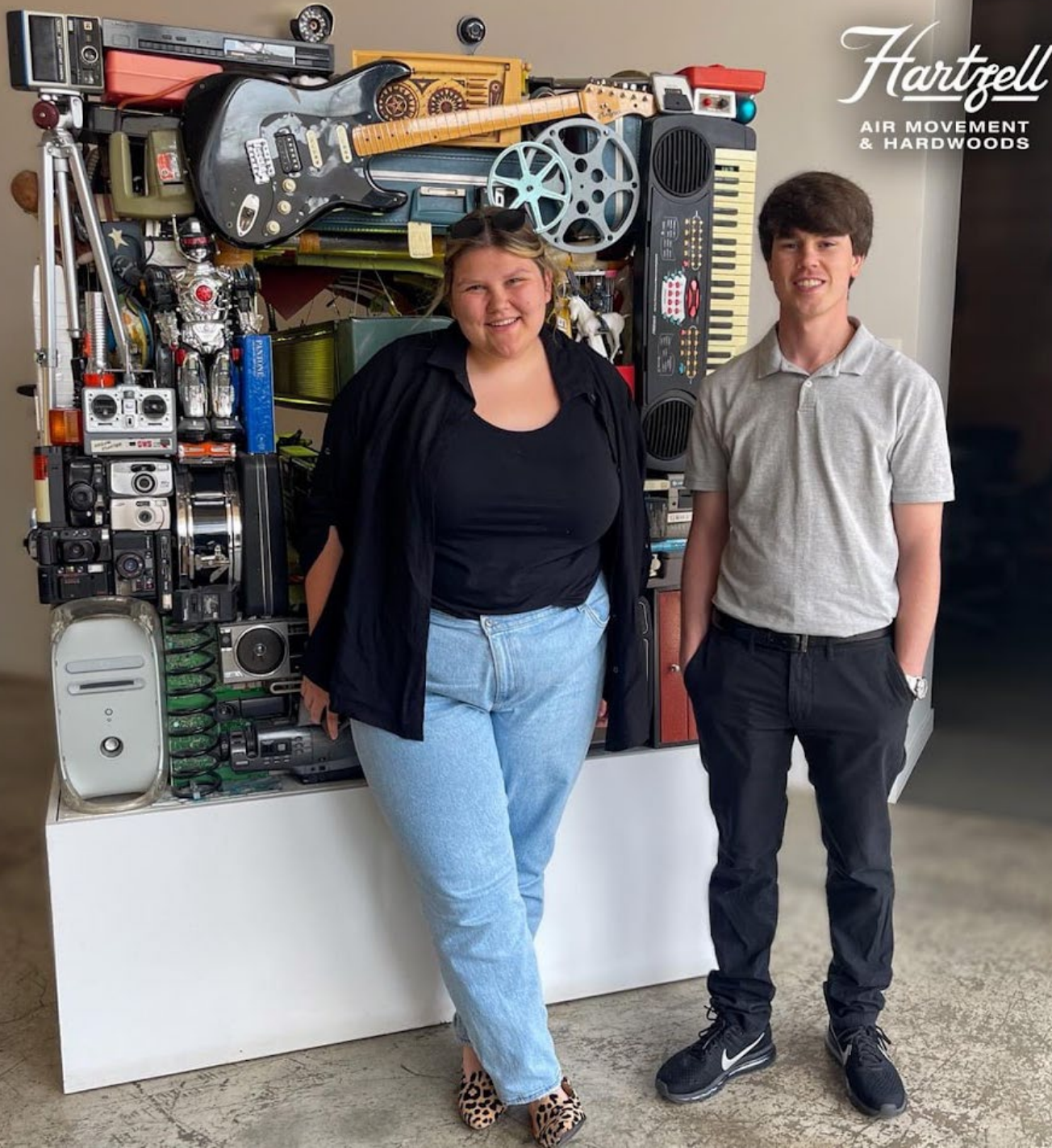


“I got to see firsthand what it means to run a small business and how important each and every little detail is thought out in marketing strategies and practically every area.”



Ohio Export Internship Program

- Business students apply early Fall through partner universities to be interviewed and selected by Development
- Students complete hands-on export courses at partner universities during Spring semester
- Companies apply at eip.development.ohio.gov
- Students are matched to host companies that are looking to increase export sales, identify new markets, and streamline current export processes and procedures



Ohio Export Internship Program

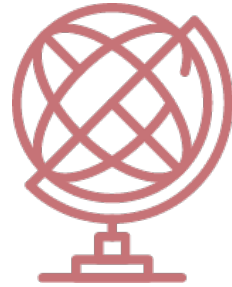
- Full-time summer interns are mentored by trade advisors and host company supervisors on export strategic planning
- Cross-functional projects are identified to pursue export initiatives
- Companies are reimbursed for half of the intern wages
- Student recognition #OhioEIP

Ohio Export Internship Program 2012-2024



524

Internships



450

New international
markets, distributors
and customers



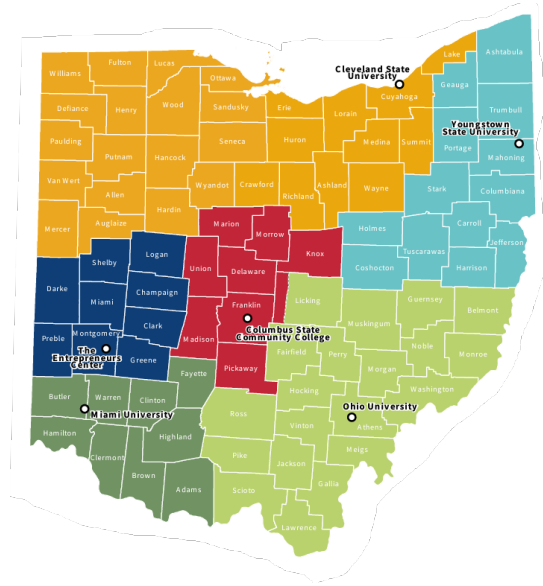
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Extensions or
new job
positions

For more information and to apply: EIP.development.ohio.gov



SBDC Export Assistance Network Offices



Cleveland/Akron/Toledo

Nathaniel Ward

n.t.ward54@csuohio.edu

(216) 523-7347

David Delgado

d.delgado85@csuohio.edu

(216) 687-6939

Chris Lees

c.lees@csuohio.edu

(216) 802-3381

Youngstown

Mousa Kassis

mhkassis@ysu.edu

(330) 941-2145

Mariah Carna

macarna@ysu.edu

(330) 941-3177

Columbus

Roberta Winch

rwinch@cscs.edu

(614) 287-3850

Athens

Donald Hackney

hackney@ohio.edu

(740) 297-6405

Dayton

SBDC at The Entrepreneurs Center

(937) 210-9460

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