



# Ohio

**The State of Perfect Balance**

## **Ohio Resources for Exporters**

*October 22, 2009*

# Building Prosperity for Ohio Businesses, Services and Support

- **Global Markets Division**
- **About Ohio's Exporting Economy**
- **Assisting Ohio's Exporters**
- **Available Resources**





# Ohio

**The State of Perfect Balance**

**About the Ohio  
Department of Development's  
Global Markets Division**

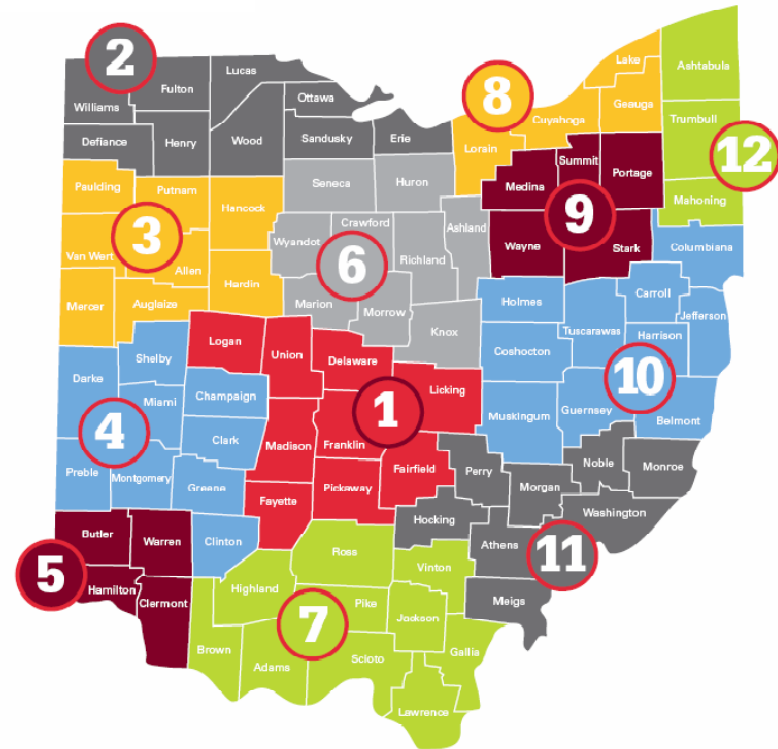
## About the Global Markets Division

**We aim to strengthen Ohio's global competitiveness by providing customized consulting services to Ohio companies to assist them in increasing the exports of their products and services and to market Ohio as a premier business location to foreign-owned companies.**



# Global Markets Division

- 5 NASBITE Certified Global Trade Managers in Columbus serve the 12 regions of Ohio
- 1 International Investment Liaison
- 11 International Offices serve as Ohio's global network







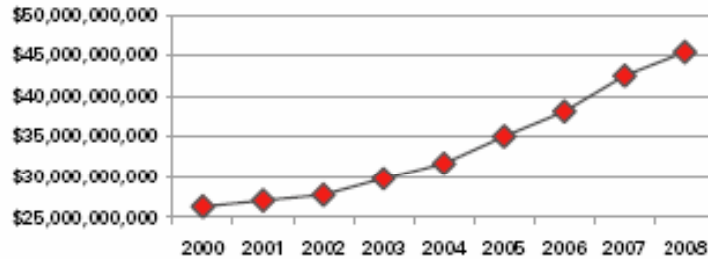
# Ohio

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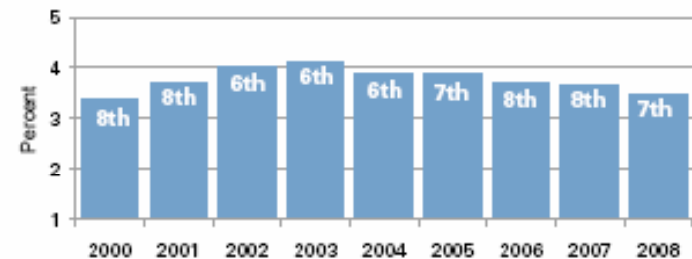
## **Ohio's Exporting Economy**

# Ohio Exports

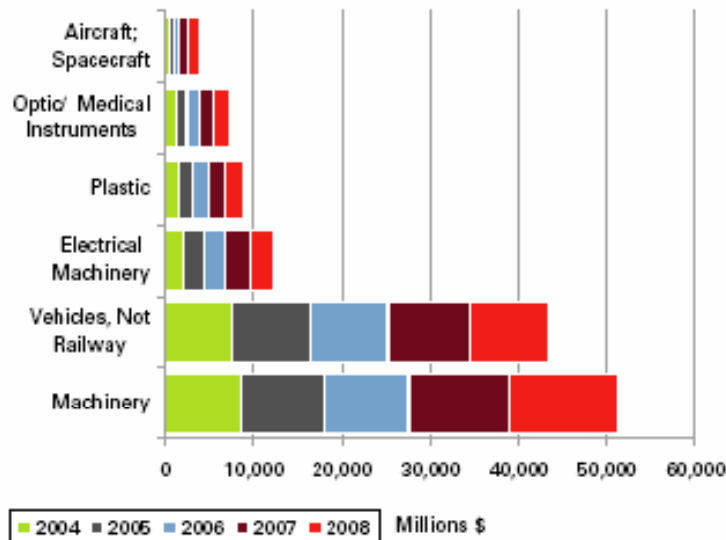
### Export Trends



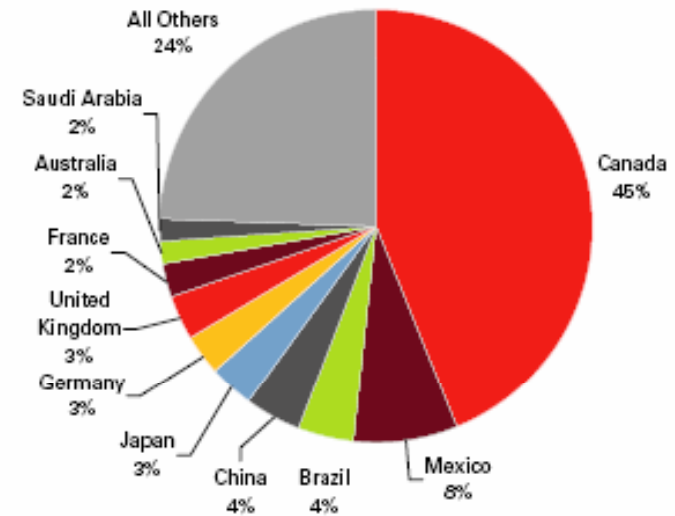
### Share of U.S. Exports & Rank



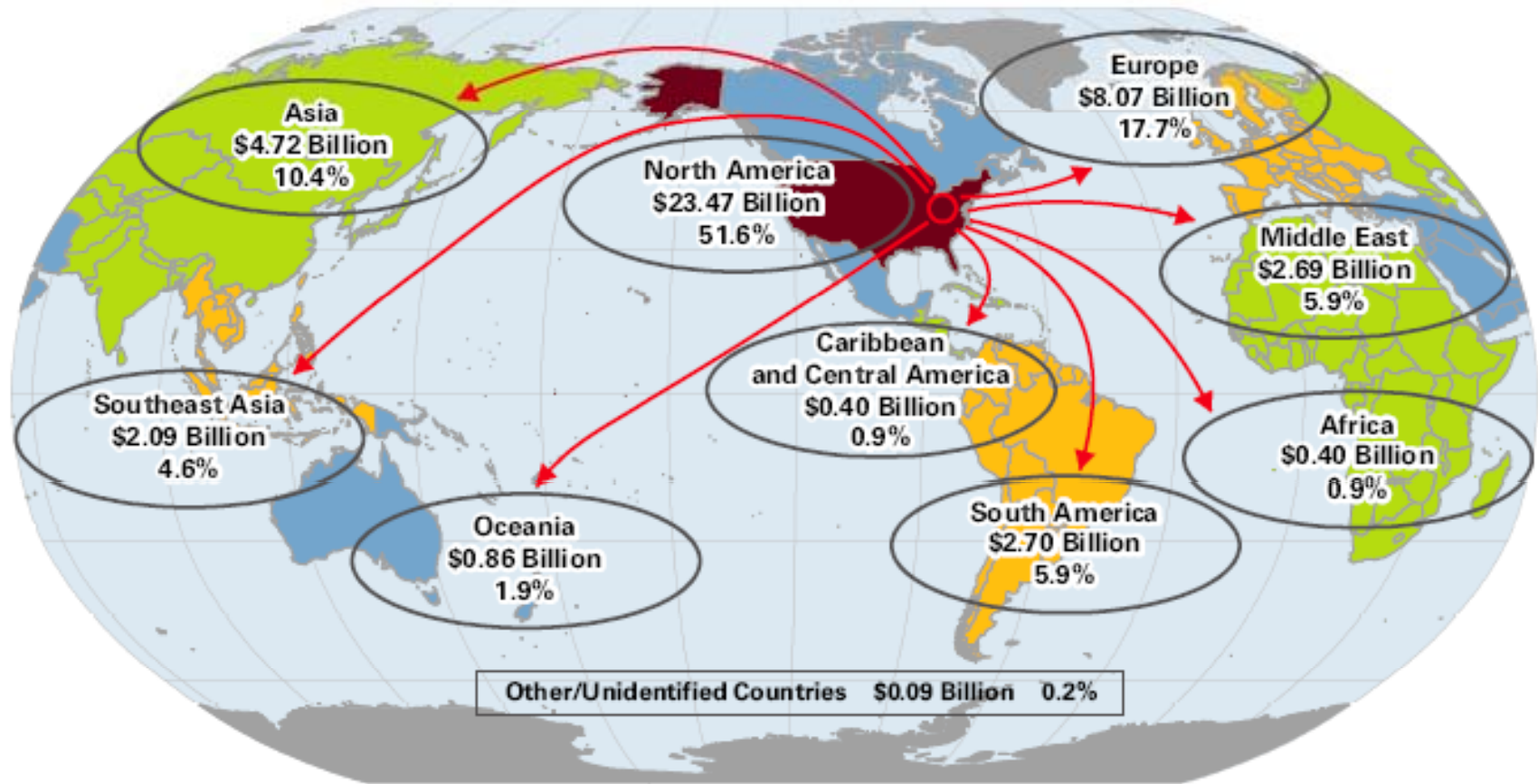
### Total Exports: 2004 to 2008



### Top Export Destinations: 2008



# Ohio Exports By Region 2008



# Facts on Exporting <sup>Ohio</sup>

Department of  
Development

- **US small businesses export one billion dollars per day of goods and services.**
- **Two thirds of the world's purchasing power is outside of the US.**
- **95% of the world's populations lives outside of the US.**
- **More companies are engaged in exporting than any other mode of international business.**
- **Small firms represent 99.7% of all employers, generate 60-80% of net new jobs and account for 97% of all US exports.**



# Facts on Exporting

- Exporting Firms experience 2%-4% faster annual growth than non-exporters.
- Currently 25% of world production is sold outside of its country of origin, this is up from 7% in 1950.
- Exporting extends product life cycles.
- Exporting mitigates product extremes.
- Exporting Firms are 8.5% less likely to go out of business.





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**Assisting Ohio's Exporters**

# Global Markets Division

## Export Services

- **Export Counseling & Export Finance Assistance**
- **Business Development Missions and Export Trade Missions**
- **Agent and Distributor Searches**
- **Custom Market Research Reports**
- **Basic Export Assistance**



# Global Markets Division

## Export Clients

- **Small and medium-sized companies**
- **Manufacturers and services companies**
- **Established in US market**
- **Experienced exporters**



# Export Counseling

- **GMD Trade Managers visit Ohio companies to consult about export marketing strategies and goals.**
- **GMD Trade Managers answer questions, provide research regarding target markets and work to assess the viability of products or services in various markets.**
- **Export Finance Assistance in partnership with the Export-Import Bank of the U.S.**
  - Export Working Capital
  - Credit Risk Protection
  - Foreign Buyer Credit



# Trade Missions

- **Governor or Lt. Governor Business Development Trade Missions**
- **GMD organizes staff-led export-focused trade missions to help Ohio companies to sell into new markets around the world.**



# Agent & Distributor Searches

- Working through Ohio's network of 11 international offices, GMD Trade Managers coordinate searches for prospective business partners for your organization.
- These services initiate relationships that can pay dividends for Ohio companies long into the future.



# Custom Market Research

- **We work with Ohio companies to provide custom market research that may be necessary for an entity to make educated decisions. This includes but is not limited to size of market, competition, laws and regulation, etc.**



# Basic Export Assistance

- **We assist companies with general questions that they may have on markets in general.**
  - Background checks
  - Tariffs
  - Regulations
  - Shipping Documentation
  - Service Provider Referrals





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**Available Resources**

# Our Partners

- **International Trade Assistance Centers (ITACs)**
- **US Department of Commerce Export Assistant Centers**
- **Municipal and county governments**
- **Regional economic development organizations**
- **Colleges and Universities**
- **Ohio Department of Agriculture**
- **Board of Regents**
- **Ohio Soybean Council**



## Contact Information

**Deborah Scherer**

**Global Markets Division**

**Tel: 614-466-5363**

**[Deborah.Scherer@development.ohio.gov](mailto:Deborah.Scherer@development.ohio.gov)**



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