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Global Markets

Ohio

**Department of
Development**

Global Markets Division

Ted Strickland, Governor

Lee Fisher, Lt. Governor
Director, Ohio Department of Development



Going Global

The Ohio Department of Development's Global Markets Division helps Ohio companies explore global trade opportunities and expand into new international trade markets. Global Markets' experienced and professional global trade development managers will prepare your company to meet challenges and benefit from opportunities as you expand your export markets worldwide.

"The Ohio Department of Development's Global Markets Division has been invaluable in assisting us with locating possible distributors in Japan. Artromick's initial overseas success began with assistance from the Global Markets Division and still today the Division plays an incredible role in facilitating our growth in European, South African, and especially the Asian markets."

*Dan Jones
Vice President of
International Sales*

Artromick International, Inc.
Columbus



Governor's Excellence in Exporting Award Program

Each year, the Governor of the State of Ohio presents exporting awards to companies and organizations of all sizes that have increased the number of export-related jobs in Ohio or helped Ohio companies achieve success internationally. In addition, the Governor annually presents the Exporter of the Year award to an Ohio company that exemplifies the State's commitment to international trade. Winning companies are honored at a ceremony held in Columbus, Ohio.



The Governor's Excellence in Exporting Award is presented annually to Ohio companies with outstanding export achievements.

Export Counseling

One of our Division's global trade development managers will visit your company to discuss your export marketing strategy and goals. The trade manager will answer your questions, provide you with research regarding your target markets, and work with you to assess the viability of your product or service in those markets.

Agent and Distributor Searches

For many companies, the key to success in international markets is finding the right agent or distributor. Working through Ohio's network of 14 international offices, or with our many international contacts, our trade manager will coordinate searches for prospective agents and distributors for your products, initiating relationships that will pay dividends for your company long into the future.

Export Finance

Global Markets' Ohio Export Finance Initiative will help you evaluate and select export payment options and assist you with credit risk mitigation techniques such as export credit insurance. The Ohio Export Finance Initiative works closely with banks and other private-sector financial firms, as well as federal government agencies such as the Export-Import Bank and the U.S Small Business Administration.

Ohio Trade and Investment Offices

The Global Markets Division manages 14 international offices in the world's leading markets. Each Ohio office is staffed by experienced business professionals whose goal is to promote Ohio exports and encourage capital investment in Ohio. Our local presence in key markets equips your company with the tools you need to gain a competitive advantage in the global marketplace.



"With help from the Ohio Department of Development, we broadened our sales territory to Mexico by securing the services of a manufacturer's representative. The Ohio Global Markets Division helped identify several qualified companies as candidates and arranged for us to interview them on-site. The representative we chose is a great match for us and gives us incredible growth potential. We were very impressed with the State of Ohio staff, and I strongly recommend their services to other Ohio exporters."

*Tim Merrifield
President*

Cubbison Company
Youngstown

Foreign Direct Investment Attraction

Working closely with the Ohio Department of Development's Strategic Business Investment Division, the Global Markets Division's international offices market Ohio as a premier business location, and encourage foreign companies to explore direct investment opportunities in Ohio. Our offices partner with local and regional economic development organizations to create and retain jobs within the State through foreign direct investment.

Business Missions

Global Markets organizes business missions, often led by the Governor or Lieutenant Governor of Ohio, to initiate and nurture relationships with potential international business partners. Participating in an Ohio business mission provides your company with opportunities to meet high-level business and government executives face-to-face, greatly enhancing your potential for future business success.

Trade Shows

Global Markets helps Ohio companies exhibit at key international trade shows. The right trade show provides you with invaluable first-hand market research, facilitates your entry into a new market, and helps you increase your sales in an existing market.

Our Numbers Tell the Story

The Global Markets Division in 2007 conducted more than 775 meetings with Ohio companies and organizations to assist with Ohio exports. We also initiated more than 530 export projects in 2007. We're proud of the fact that Ohio is the only state in the nation in which exporting has expanded every year of the past 10 years due to Ohio manufacturers reaching out to an increasingly global marketplace in need of their products. In 2007, Ohio exported \$42.3 billion in products to more than 216 countries and territories, and our exports grew by 12 percent over 2006. Machinery and vehicles accounted for nearly 50 percent of Ohio exports abroad.

Ohio

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Global Markets Division

Ohio's Global Markets Division is creating opportunities worldwide through its comprehensive and customized export services.

To learn more about the export promotion services available through the Ohio Department of Development's Global Markets Division call 614-466-5017 or 800-848-1300, ext. 6-5017.



For more information contact:

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Global Markets Division**

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www.development.ohio.gov/globalmarkets

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