



Ohio

Global Markets

Ohio

**Department of
Development**

Global Markets Division

John R. Kasich, Governor

Mark D. Kvamme, 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.

"Prime Equipment Group is a major supplier to most of the major poultry companies in the United States. Our company has found the Global Markets program to be beneficial to our efforts to increase export sales. PEG uses this program to study international markets that we strategically target for expansion, and cooperation with the Ohio Department of Development is now part of our protocol for every new international market we move into."

*Joseph L. Gasbarro
Chief Operating Officer*

Prime Equipment Group, 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. Since 1986, Governors have honored more than 420 companies and organizations with this prestigious award. In addition, the Governor annually presents two Exporter of the Year awards to Ohio companies that exemplify the state's commitment to international trade – a Small-Medium Business Exporter of the Year and a Large Business Exporter of the Year. Honored companies are recognized 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 can 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 international offices, or with our many international contacts, our trade managers 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 can 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 a network of 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.



"Very valuable. We are a small company with limited resources; however, our products are unique and have appeal in export markets. We need the help of the Global Markets Division to help us choose the right markets and the right resellers to help us export products."

James P. Ryan
Director

Sentry Protection Products Inc.
Lakewood

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 Development and Export Missions

Global Markets organizes business development missions, often led by the Governor, Lieutenant Governor, or Cabinet-level officials, and export missions led by our trade managers 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

In 2009, the Global Markets Division conducted 670 meetings with companies and organizations to assist with Ohio exports, and engaged in more than 450 export projects. During that year, Ohio exported more than \$34 billion in products to more than 213 countries and territories. Ohio has consistently ranked as one of the top 10 exporting states in the nation since 2001, with machinery and vehicles accounted for nearly 50 percent of Ohio exports abroad.

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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, please call (614) 466-5017 or (800) 848-1300 ext. 6-5017.



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77 South High Street, 29th Floor
Columbus, Ohio 43215 U.S.A.

Phone: (614) 466-5017

Fax: (614) 463-1540

www.globalmarkets.development.ohio.gov

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