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**For Immediate Release**

March 27, 2015

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## Ohio Reaches Exporting Milestone

Businesses in Ohio exported \$52 billion worth of goods last year, setting a new state record.

“Ohio has great products and services to offer the global economy,” said David Goodman, director of the Ohio Development Services Agency. “This continued growth shows the strength of our business community and our export assistance programs.”

Global growth validates the competitiveness and innovation of Ohio businesses. The state produces the goods and services that are in demand worldwide. Ohio has a business-friendly environment that offers the opportunity to compete globally by not imposing a tax on goods or services sold outside of the state. In 2014, Ohio exported to more than 200 countries and territories. Ohio is also present in key markets such as Canada, China, Europe, India, Japan, Mexico and Brazil to gain a competitive advantage in the global marketplace.

With nearly 95 percent of the world’s population and 70 percent of the world’s purchasing power outside the United States, Ohio offers businesses the tools they need to succeed. International Trade Assistance Centers, strategically placed across the state, are the first point of contact for entrepreneurs interested in doing business overseas. They help with international marketing plans, market research, export compliance and access to export financing.

The International Market Access Grant for Exporters (IMAGE) program is designed to incentivize small businesses to develop international markets by providing a 50 percent reimbursement for international marketing. During the second year of the IMAGE program, companies reported \$60 million in expected global sales. In addition, companies also reported 43 sales to a new market and 113 distributors established.

The Ohio Export Internship Program began in 2012, in partnership with The Ohio State University’s Fisher College of Business, to educate undergraduate business students from colleges and universities across Ohio on the fundamentals of exporting, and to help small- to medium-sized companies in Ohio increase their global sales. In the first three years of the program, 60 student-company matches were created, resulting in more than \$11 million in expected global sales. In addition, 17 students have been offered extended internships and eight students have received full-time job offers.

To learn more about how the state’s export program helps businesses grow, click [here](#).

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