

INTERNATIONAL BUSINESS RESOURCES

	Type	Benefit	Eligibility or Focus	Contact
FINANCIAL INCENTIVES: LOANS, GRANTS, TAX CREDITS				
Ohio International Market Access Grant for Exporters (IMAGE) (ODSA & SBA	grant	50% reimbursement (max. \$10,000) to offset costs associated with certain exporting initiatives. The purpose of IMAGE is to increase exports and create jobs in Ohio by helping small businesses expand into new international markets	Eligible activities: International trade show exhibition; approved trade missions; subscription to services provided by the U.S. Commercial Service; State of Ohio in-country support, U.S. Commercial Service Gold Key Service or Food Export Market Builder; international advertising; translation services. All activities must be pre-approved and executed no later than September 30, 2015.	Thien Bui (614) 466-4996 IMAGE@development.ohio.gov
Ohio Export Internship Program (ODSA & Ohio State University	internship and grant	Program matches companies with students who have taken export-focused coursework; 50% reimbursement for intern's wages (max. \$3,600).	Companies that are looking to export for the first time or to improve their current export initiatives. Accepting applications until 3/15/16.	Tim Sword, Global Agriculture Program Mgr. (614) 728-3120 Tim.Sword@development.ohio.gov
SBA Export Working Capital Program	loan & guarantee	Working capital to support export sales. Max. 90% loan guarantee on loans up to \$5,000,000.	Application made directly to lenders. Contact USEAC to discuss eligibility.	(614) 466-4551
SBA International Trade Loan	loan & guarantee	Max. 90% loan guarantee on loans up to \$5,000,000.	Businesses that plan to start or continue exporting or have been adversely affected by competition from imports	Patrick Hayes: (216) 522-4731 patrick.hayes@sba.gov
SUPPORT AGENCIES				
Bioenterprise			Bioscience start-ups in NE Ohio	(216) 658-3999 www.bioenterprise.com
Cleveland Contemporary Chinese Cultural Association		Promotes cultural exchange between China and America. Cleveland Contemporary Chinese School.		www.cccca.org
Cleveland Council on World Affairs		Educate, foster interest and develop comprehensive programs that focus on international affairs education and global awareness.		(216) 781-3730 ccwa@ccwa.org www.ccwa.org
Confucius Institute at Cleveland State University - College of Education & Human Services		Promotes use of Chinese language, appreciation of Chinese culture & econ. development between NE Ohio & China. Professional development & technical assistance to Ohio companies doing business in China (language, culture, business practices, etc.); assists Chinese businesses to locate in Ohio.	China	216-532-7127 http://www.csuohio.edu/cehs/centers/confucius/confucius.html
Council of International Programs USA		Non-profit agency promotes international understanding through professional development & cross-cultural exchange.		440-247-1088 kate@cipusa.org www.cipusa.org

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SUPPORT AGENCIES				
Federation of Indian Community Associations of NE Ohio		Organizes events to promote cultural heritage of India; facilitates dialog with civic leaders RE: issues of importance to Asian Indian families; facilitates mainstreaming of Asian Indian families; collaborates with local organizations to promote goodwill and understanding between diverse communities; partners with business groups that promote ties between Indian and US firms and foster economic development.	India	216-791-FICA (3422) info@ficacleveland.org www.ficacleveland.org
Great Wall Enrichment Center (CPEA - Chinese Professional Entrepreneur Association)		Childrens' after school, evening and weekend classes in yoga, dancing, painting, chess, music, tai chi, etc. Summer camp held at Dorothy Lewis School.	China	330-256-3357 xhuang@ebulent.com www.cpeeus.org
India Ohio Chamber of Commerce - c/o Ariel Ventures		Promotes business, educational, social, governmental and technological exchanges between Ohio and India. Trade shows, trade missions, seminars, market research, host incoming governmental, business and cultural delegations from India, liaison with U.S. Federal, State and City Offices, access to the business and governmental network in India.	India	216-344-9441 rr@arielventures.com www.indiaohiochamber.com
NEOTEC (Northeast Ohio Trade & Economic Consortium)		1) Administers Foreign-Trade Zones 40 and 181; 2) promotes international commerce through development of a world-class logistics system and attraction of foreign direct foreign investment. 3) Relocation assistance for foreign companies: Global Rapid Response Team: professional volunteers in the areas of int'l banking and finance, int'l law, immigration, workforce, education, logistics and relocation support; 4) NE OH Global Trade Group: executive assigned to company for min. 5 months to help develop customized int'l trade program.		330-672-4080; 800-793-0912 jsenese@neotec.org www.neotec.org
Northeast Ohio International Business Network		Volunteer organization assists NE Ohio businesses to enter and expand their international business through mentoring programs, support and hosting of incoming and outgoing trade missions, and educational / informational / networking programs		216-771-1200 admin@neoibn.org www.neoibn.org
Ohio Export Internship Program		Program matches companies with students who have taken export-focused coursework; 50% reimbursement for intern's wages (max. \$3,600).	For companies that will begin or improve exporting initiatives.	614-728-3120 Tim.Sword@development.ohio.gov
Ohio SBDC Export Assistance Network at Cleveland State University		Free or low cost export counseling/training: export readiness, market research, export compliance, cultural and language, export documentation, logistics, financing trade missions	Businesses w. 500 or fewer employees	216-523-7347 n.t.ward54@csuohio.edu www.csuohio.edu/business/global/ITAC/

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SelectUSA - U.S. Dept. of Commerce		Promotes direct foreign investment. Ombudsman service: helps resolve issues involving federal regs, programs, or activities related to existing, pending and potential investments. Advocacy: advocates on behalf of a local, state or regional economic development organization to help retain or attract firms engaged in global location competitions. Information clearinghouse: grants loans, federal programs & services.		202-482-0648 tazeem.pasha@trade.gov www.SelectUSA.gov
Swedish-American Chamber of Commerce (SACC-Ohio)		Promotes trade, commerce, and investment between Sweden and Ohio.	Sweden	216-496-0873 info@sacc-ohio.org www.sacc-ohio.org
Team NEO		Attracts foreign direct investment into the 18-County NE Ohio region. Services include site selection, customized research.		Bernardine van Kessel 216-363-5415 bvankessel@teamneo.org www.clevelandplusbusiness
U.S. Dept. of Commerce - Bureau of Industry & Security		Advance U.S. national security, foreign policy, and economic interests.		www.bis.doc.gov
U.S. Export Assistance Center - Cleveland		Export market research, export laws, business opportunities (find buyer, partner, agent, distributor), research tools, trade shows, financing (SBA loans)		Susan Whitney 216-522-4755 Susan.Whitney@trade.gov www.export.gov
U.S. Small Business Administration, Office of International Trade		Mission is to enhance the ability of small businesses to compete in the global marketplace. Export information and development assistance for small businesses, including trade counseling, training, legal assistance, publications.		202-205-6720 www.sba.gov/oit
VISA / TRAVEL INFORMATION				
U.S. Visa Information - U.S. State Dept.		Provides information on visa requirements for travelers viisting the U.S.		www.state.gov - See Travel / Visas
Other Countries - U.S. Export Assistance Center		Provides business travel information, including visa requirements for U.S. citizens traveling abroad.		216-522-4750 www.export.gov - For requirements for a specific country, type "visa and country of choice" in search field.