
Support for Ohio's
EXPORTERS
Small Business Development Centers
Export Assistance Network
SBA
U.S. Small Business Administration
Department of Development

Ohio Exports: Economic Impact

15,534 companies exported from Ohio in 2023

88.3% were small businesses

More than 195,000 jobs in Ohio are supported by exports of goods and services

Ohio Department of Development

Export Assistance Programs

SBDC Export Assistance Network	No-cost export counseling and education
International Market Support	Market research and in-market support from foreign contractors
Ohio Export Internship Program	Matches export-trained interns with Ohio small businesses to help the business export for the first time or improve export initiatives
International Market Access Grant for Exporters (IMAGE)	Financial assistance to help businesses market their products or services internationally
Trade Show/Mission Support	State-led and subsidized trade shows and Missions

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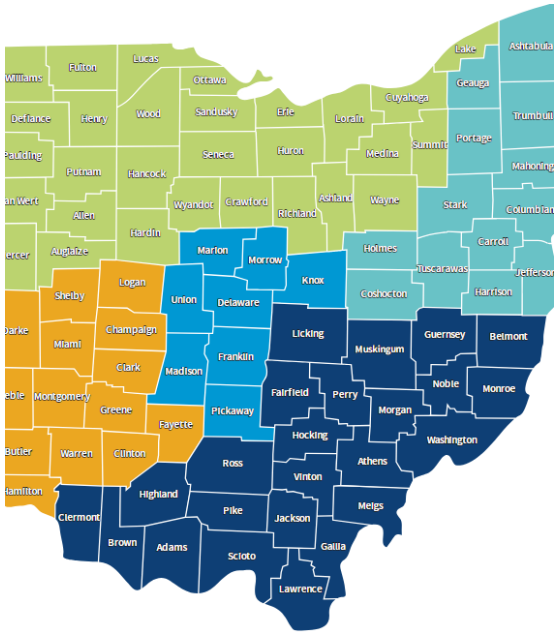
SBDC Export Assistance Network Offices

No-cost export counseling and education



POWERED BY SBA

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Why Companies Call Us

- Selling & shipping international is much different vs. in the USA
- Logistics help
- Business development assistance
- Tariff and customs clearance Issues
- Certifications, registrations, laws, and patents
- International is risky
- International is expensive
- International can be rewarding $$$

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Small Business Development Centers: Export Assistance Network

No-cost, one-on-one support from local Export Assistance advisors who provide expertise in:

- Export readiness assessment
- International business planning
- Market identification and prioritization
- Country and product research
- Compliance
- Documentation
- Logistics
- Trade mission preparation
- Education and promotional programs

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International Market Support

In-country support in 125 countries

Foreign Contractors

- Canada
- South America
- China/Asia
- Mexico
- Europe
- India
- Japan
- Southeast Asia
- Arabian Peninsula
- Middle East
- Africa
- Australia/New Zealand
- Caribbean

In-Market Services

- Custom market research
- Market intelligence
- International partner search
- Virtual Matchmaking
- Market visit assistance
- Trade show assistance
- Product regulation assistance
- Company due diligence

ims.development.ohio.gov

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International Market Access Grant for Exporters (IMAGE)

- Funds will reimburse companies a maximum of $10,000 (50% on $20,000 in expenditures).
- Eligible activities may include international trade shows, trade missions, website translation, participation in U.S. Commercial Service programs, and more.
- Funded by the Ohio Department of Development and the U.S. Small Business Administration through the State Trade Expansion Program (STEP).

IMAGE.Development.Ohio.gov

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Trade Shows and Trade Missions

Arab Health 2023

Avalon Airshow 2023

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Ohio Export Internship Program

- Business students apply early Fall through partner universities to be interviewed and selected by Development
- Students complete hands-on export courses at partner universities during Spring semester
- Companies apply at eip.development.ohio.gov
- Students are matched to host companies that are looking to increase export sales, identify new markets, and streamline current export processes and procedures

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Export Mentorship Accelerators

Ohio Department of Development

2026 EVENT CALENDAR

CSU | Monte Ahuja College of Business

Ohio Export Assistance Network

Cleveland State University Monte Ahuja College of Business

January 28 Webinar

Expanding Your Opportunities Home and Abroad

In case you missed it:
Scan to watch the video or visit
https://youtu.be/flMESpPlLtc

CSU Monte Ahuja College of Business

Ohio Export Assistance Network
Cleveland State University Monte Ahuja College of Business

February 12 Webinar
Protect Your Business in a Global Marketplace: Fundamentals of Cybersecurity and Export Control ITAR

In case you missed it:
Scan to watch the video or visit
https://youtu.be/2Th9xvZqmx4

Webinar Date: 2/12/2026 9:30 am

CSU Monte Ahuja College of Business

Ohio Export Assistance Network
Cleveland State University Monte Ahuja College of Business

May 13th Workshop @CSU
Shipping Goods Internationally

This workshop will feature A-Z topics of how to ship goods internationally.
Topics will include:
Customs Regulations
Import Regulations
Using Tariff Mitigation Techniques
Supplier Diversity and Vetting
International Payment

Webinar Date: 5/13/2026 9:30 am
https://business.csuohio.edu/global/shipping-goods-internationally

CSU Monte Ahuja College of Business

Ohio Export Assistance Network
Cleveland State University Monte Ahuja College of Business

May 4-6 CGBP Workshop @CSU
Certified Global Business Training

This three-day seminar comprehensively reviews the essential how-to's of global business basics for working professionals the realm of international trade. Our "boot camp" covers the top 150 points of knowledge ranging from sales, marketing, management, logistics, payment and many others.

Date: May 4-6 all day sessions in-person
https://business.csuohio.edu/global/certified-global-business-professional-cgbp-training

CSU Monte Ahuja College of Business

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Research Options Offered by EAN

- Global Market Prioritization Roadmap
- Regional Market Potential Report
- Single Country Pricing Analysis
- Single Country Market Analysis
- Export Compliance Gap Analysis
- Global Competitive Summary

Export Compliance Assistance

SBDC Export Assistance Network

Cleveland State University Monte Ahuja College of Business

Export Compliance Gap Analysis

What is a gap analysis?

- Discover what is at risk at your company according to the Export Administration Regulations (EAR)
- Create an independent assessment of the risk level, and recommendations on how to contain and get into compliance.

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Export Compliance Gap Analysis

Who should conduct a gap analysis?

- Seeking ITAR registration
- Deals in product or technology involving US military contracts or aerospace technologies
- Companies with robust international trade

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Export Compliance Gap Analysis

How does it work?

- Built on the model created by the U.S. Bureau of Industry and Security
- 1–2 day investigation of your company's activities, especially as related to international contacts
- Process examines 19 domains of risk
- Recommendations for immediate remediation and long-term security
- Program comes with a modest recovery cost fee

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Export Compliance Gap Analysis

Typical Components

Your company's overall risk in export compliance rating

Which of your products/technology subject to control, if any

General awareness of obligations across company

Order fulfillment mapping

Detailed exposure to risk assessment

Findings and recommendations

Supplemental: export awareness training for staff

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Example Report

KEY FINDINGS

XYZ Corporation's Overall Risk in Export Compliance

The company's overall risk, based on the answers given by each of the interviewees, was superimposed on the DOC risk matrix. The conclusion is that the company is subject to HIGH-to-MODERATE export compliance risk.

Overall risk: High-to-Moderate
Score distribution over 19 categories: High 51% Moderate 19% Low 30%

An overview of the risk distribution is provided in the appendix, **figure B**.

The risk distribution scores show that for a majority of areas where the company should have some export controls in place there are virtually none. However, the degree of risk is also somewhat offset due to both the internal controls taking place either due to compliance to other standards (such as FAA), or due to key gatekeeper employees resorting to conservative or insulating strategies that have the effect of reducing risk for the company. An example of this practice is serving military contracts through a third party, or refusing to entertain direct export opportunities out of an intuitive sense that it may be perilous. Although the risk tilts mostly to the high category, the authors of this study did not find any direct evidence that there were immediate dangers or possible violations where export controls are concerned.

Which of XYZ Corporation's products are subject to export control, if any?

Unfortunately there was no straightforward answer to this question. No direct review of export control could be conducted for in-house XYZ products or technology. Products temporarily housed by XYZ for servicing are "likely" EAR designated by vendors and/or customers. But these classifications are not registered within any XYZ database or among those who are responsible to sell, warehouse, or ship

General awareness of Export Compliance at XYZ Corporation

The visibility and awareness of export compliance are minimal at XYZ. While several of the interviewees expressed little to moderate awareness of the subject, most had either no professed understanding, or a superficial understanding at best.

- Leadership has had some direct experience with EAR, but there has been little effort to support past initiatives to promote education on the topic.
- Accounting and HR do not have any exposure to export compliance in our determination.
- Sales has some awareness of export compliance, but what little awareness was demonstrated is either not shared widely, or the sales employees have developed varying tactics to insulate the sales from a direct exposure to export control risks
- Engineering/product management shows awareness of export compliance but has not received extensive training on how to translate this knowledge to their roles at the company
- Customer service has internally distributed some materials on EAR though this has not been systematic.

Present awareness of export compliance among departments is disproportionate and does not provide overlapping visibility.

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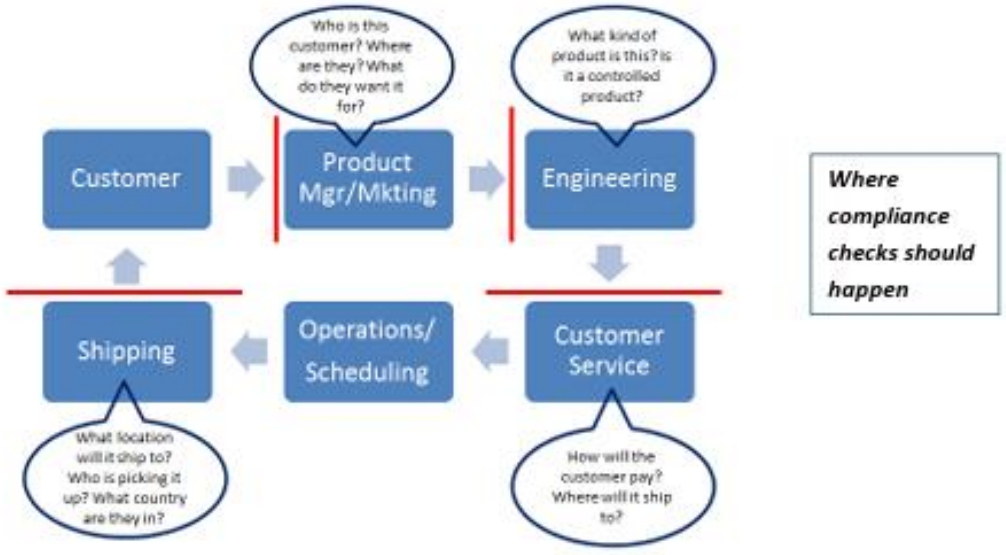
Example Report

AOG
Customer calls, goes to support center → determine if east coast or west coast → Goes to dispatcher → Customer determination assess manpower → AOG tech is dispatched or tech is scheduled → tech arrives to service aircraft → troubleshoots/provides services (QA is included)→ Go through release process→release aircraft→invoice customer

Military Sales
Division Z→US Defense Agency → Foreign Government Contract

The overlapping visibility model below would provide much greater opportunities to reduce export noncompliance risk in every order flow.



Where compliance checks should happen

Recommended Immediate Action Items

- Collect EAR/ITAR designation for incoming materials, parts, or goods to be serviced
- Distribute these EAR/ITAR designations in an electronic format so that multiple departments have appropriate visibility to these designation
- Begin protocol for evaluating internal products from Division Z Aerospace for potential EAR/ITAR properties
- Investigate EAR designation on any and all products sold either directly or indirectly to military end users, whether domestic or foreign

Recap of what is being done and what isn't

XYZ has great infrastructure relating to auditing and quality assurance. The process for communications is good, as is the state of general company trust and follow-through. The company benefits from already having staff who are somewhat aware of export controls, and several positions that already lend themselves to taking on export compliance as a major responsibility.

The table below lays out the practices in export compliance that are being addressed, and which are not.

	What's addressed now?	What isn't addressed now?
Export Transactions	Screening for customer past history, financial Avoidance of some foreign sales opportunities due to "gut feeling" Documentation Maintenance in compliance with FAA regulations	Red flags and End–Uses 3rd Party/ Distributor Sales Export License Requirement Check Screening: Lists of people, countries Compliance Awareness Training Documentation Maintenance per EAR Anti-boycott EAR Product classification Military transaction evaluation
Domestic Transactions	Screening for customer past history, financial Documentation Maintenance in compliance with FAA regulations	Red flags and End–Uses Anti-boycott 3rd Party/ Distributor Sales Screening Lists of people, countries for re-export purposes Documentation

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For more information:

https://www.csusbdc.com/sbdc-ean

https://development.ohio.gov/business

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