



Apply Now! Ohio International Market Access Grant for Exporters (IMAGE)

IMAGE is designed to help small Ohio businesses promote their products and services in international markets. Qualifying Ohio companies can apply for a 50% financial reimbursement worth up to \$6,000 to offset the costs of export-related activities such as international trade shows and missions, subscription to services provided by the U.S. Commercial Service, export education programs, and marketing and translation services.



Program Update: 40% of the IMAGE funding is still available! The program ends September 30 or whenever the funds run out! Visit www.IMAGE.development.ohio.gov today to request a reimbursement for your company's eligible export-related activities occurring February 1-September 30, 2012.

Upcoming International Events

New! July 18, 2012- The Ohio Department of Development and the Food Export Association of the Midwest USA will host a Why Export seminar in Columbus, Ohio. This event will feature the Caribbean In-Market Representative for Food Export and a panel with Jeni's Splendid Ice Creams and Daelia's Food Company Limited to talk about lessons learned from exporting. To register for this FREE event, please visit www.foodexport.org or contact Adam Rosenberg at (614) 466-0262.

July 20, 2012 - The International Trade Assistance Center (ITAC) at Wright State University will host a series of workshops on Understanding ITAR Requirements. This session's topic is Empowered Officials: Roles & Responsibilities. To register, please visit www.sbdcwswu.com.

New! August 9, 2012- The Northern Kentucky Chamber of Commerce is hosting MERX- International Best Practices Summit & Awards Luncheon being held at the Northern Kentucky University METS Center. Experts with real experience in the business of international trade will share their advice and stories in panel discussions, fully open to audience questions and concerns. To register, please visit <http://www.nkychamber.com/merx>

New! August 14, 2012- The Miami Valley International Trade Association (MVITA) will be holding its 19th Annual MVITA Golf Outing at the Heatherwoode Golf Club in Springboro, Ohio. For more details, please see the golf outing [flyer](#). To register, please contact Jim Ireton at mvita@earthlink.net or (937) 226-8482.

August 17, 2012 - The International Trade Assistance Center (ITAC) at Wright State University will host a series of workshops on Understanding ITAR Requirements. This session's topic is Completing the Commodity Jurisdiction Request. To register, please visit www.sbdcwswu.com.

New! September 7, 2012- The International Trade Assistance Center (ITAC) at Kent State University Tuscarawas will host a "Going Global" International Trade Forum from 7:30am-9am. The featured speaker is Jim Keeslar, the partner in charge of the Assurance Services Group and leader of the international practice for BCG & Company, a leading Ohio-based accounting firm. To RSVP for this FREE event, contact Bob Cohen at rcohen7@kent.edu or (330) 308-7521.

New! September 12 & 13, 2012 - The U.S. Commercial Service (CS) - Cincinnati & the Southern Ohio District Export Council (SODEC) is hosting Complying with U.S. Export Controls, a two-day seminar that will feature the U.S. Department of Commerce's Bureau of Industry & Security (BIS) and provide an in-depth examination of the Export Administration Regulations (EAR). The program will cover the information exporters need to know to comply with U.S. export control requirements on commercial goods. This program is well suited for those who need a comprehensive understanding of their obligations under the EAR. Technical, policy, and enforcement professionals from BIS, as well as specialists from other agencies, such as the Bureau of Census, will participate. Questions? Contact: Marcia.Brandstadt@trade.gov. For more information and to register, please visit www.ohiodec.org

New! September 13, 2012- The Miami Valley International Trade Association (MVITA) will be holding its Annual Membership Dinner at the Schuster Center in Dayton. For more information and to register, please visit www.mvita.org or contact Jim Ireton at mvita@earthlink.net or (937) 226-8482.

New! September 21-28, 2012 - The Ohio Department of Development in partnership with the Council of Great Lakes Governors is leading a multi-sector Trade Mission to the United Arab Emirates and Qatar for small- to medium-sized exporters. The mission will be making stops in Dubai and Abu Dhabi, UAE and Doha, Qatar. The participation fee is \$5,500 and includes market research and appointment setting fees, airport-hotel-airport transportation, country business briefings, networking events, meeting space, pre-trip and in-country staff support. For more information, please contact Emily Tucker at emily.tucker@development.ohio.gov or (614)466-5336 and visit www.IMAGE.development.ohio.gov to apply for a 50% reimbursement!

September 21, 2012 - The International Trade Assistance Center (ITAC) at Wright State University will host a series of workshops on Understanding ITAR Requirements. This session's topic is Export Licensing Application Process. To register, please visit www.sbdcwso.com.

New! September 26, 2012 - The U.S. Small Business Administration, in collaboration with Columbus State Community College, the U.S. Department of Commerce, and other partners, will host an Export Matchmaker in Columbus, Ohio. This event will feature a trade show, one-on-one meetings with Export Management/Trading Companies, and breakout sessions on various international topics. More information is forthcoming. To become a partner, please contact Alexander Kohls at (614) 633-6372.

September 2012 - The U.S. Small Business Administration, in collaboration with SCORE, SBDCs, and the FBI, will host a "road show" of seminars on Cyber Security presented by the National Institute of Standards and Technology (NIST). These FREE events will take place in Cincinnati (9/24), Dayton (9/25), Columbus (9/26), and Chillicothe (9/27). These seminars are non-technical and will discuss the threats that small businesses face and how to mitigate their impact. Registration details are forthcoming.

October 20, 2012 - The International Trade Assistance Center (ITAC) at Wright State University will host a series of workshops on Understanding ITAR Requirements. This session's topic is Putting It All Together: Export Compliance Systems. To register, please visit www.sbdcwso.com.

New! December 3-7, 2012 - The U.S. Commercial Service is leading an Aerospace and Defense Trade Mission to Turkey for small- to medium-sized exporters. The mission will be making stops in Ankara and Istanbul. For more information, please contact Amy Magat at Amy.Magat@trade.gov or (213) 894-3966 and visit www.IMAGE.development.ohio.gov to apply for a 50% reimbursement!

For a comprehensive list of upcoming U.S. Department of Commerce trade missions, please visit: http://export.gov/trademissions/eg_main_023185.asp

Save the Date! March 6-14, 2013 - The Council of Great Lakes Governors is leading a multi-sector Trade Mission to South Africa. For more information, please visit www.cglg.org/projects/trade/trademissions.asp

Save the Date! May 5-11, 2013 - The Council of Great Lakes Governors is leading a multi-sector Trade Mission to Australia with an optional add-on to Indonesia & Singapore May 11-17. For more information, please visit www.cglg.org/projects/trade/trademissions.asp

Small Business Development Series - The U.S. Small Business Administration, in conjunction with the SBDCs, SCORE, and Ohio's Minority Business Enterprise Division are offering a FREE six-month resource training series. Seminars will be offered in Cincinnati, Columbus, Dayton, and Mansfield, and are designed to enhance the setup and/or growth of your small business concern. To register, please contact:

- Cincinnati - Trenise Stowers at (513) 487-1155
- Columbus - Robin Wotring at (614) 469-6860 ext. 282
- Dayton - www.EntrepreneurOhio.org or (937) 281-0118
- Mansfield - Michalina Lacy at (419) 755-9011

Upcoming USCS Webinars: To register, please visit: www.export.gov
July 12 - Smart Grid and Brazil: Opportunities for US Green Tech companies
July 19 - Mexico's Solar Market
July 25 - Website Optimization to Attract International Buyers
July 31 - Maximize Opportunities and Introduction to the Asia Television Forum
August 1 - Golf Industry in China: Distribution Channels and Intellectual Property Rights

View a list of previously recorded/archived USCS webinars:
http://export.gov/mrktresearch/eg_main_018213.asp

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Office of Export Assistance, Ohio Department of Development | 77 South High St. | 29th Floor | Columbus | OH | 43215