



Ohio

Development
Services Agency

SBA
U.S. SMALL BUSINESS ADMINISTRATION

John R. Kasich, Governor

David Goodman, Director

Ohio International Market Access Grant For Exporters (IMAGE)

Deadline: September 30, 2015

Purpose

The Ohio International Market Access Grant for Exporters (IMAGE), funded by the state of Ohio and the U.S. Small Business Administration, is designed to increase exports and create jobs. The IMAGE grant offers financial assistance for small businesses to promote their products and services in international markets.

How IMAGE Works

IMAGE will reimburse companies up to \$10,000 (50 percent reimbursement on qualifying expenditures up to \$20,000) for activities associated with new international marketing initiatives.

Eligibility

An eligible applicant must:

- Be in business for at least one year;
- Be in good standing with all state of Ohio agencies;
- Meet the requirements of the Small Business Size Regulations set forth by the SBA;
- Operate a licensed business in Ohio to manufacture, assemble and/or distribute a product or provide an exportable service; and
- Must be operating profitably, based on operation in the U.S. from the firm's most recently completed fiscal year.

Eligible International Marketing Activities

- **International trade show exhibition:** booth space rental and construction, freight costs to ship booth and materials and trade show registration fees. (Travel expenses and domestic trade shows are not eligible)
- **Approved trade missions listed on the IMAGE website:** participant fees, market research and appointment setting fees, economy-class airfare in accordance with the Fly America Act and per-diem lodging. Travel expenses limited to two people.
- **Individual Market Visit supported by state of Ohio In-country Support, U.S. Commercial Service Gold Key Service or Food Export Market Builder:** economy-class airfare in accordance with the Fly America Act and per-diem lodging. Travel expenses limited to two people. (Participation fee is not eligible, but must submit proof of activity.)
- **International advertising:** cost of production and placement of advertisements in magazines, newspapers, posters, billboards, direct mail, on TV, radio and international websites. (Printing costs are not eligible)
- **Translation services:** website and marketing material translations and localizations, label and packaging translations and technical manual translations.
- **Global Target Program:** Cleveland State University and University of Toledo

Visit www.IMAGE.development.ohio.gov to apply.
Grant applications must be pre-approved prior to commencement of activities.

For more information, please contact us at IMAGE@development.ohio.gov or (614) 466-2711

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