

# OH-PA Stateline Export Initiative

Join area exporters in an exciting new collaborative!

Just 7 percent of all U.S. companies export goods and services. Of those, 97 percent are small and mid-sized businesses, but the majority of these companies only export to one or two countries.

With this in mind, the Youngstown/Warren Regional Chamber, Ohio International Trade Assistance Center and Youngstown State University spear-headed efforts with economic development partners in a 10-county region to create and launch the OH-PA Stateline Export Initiative. Designed to help companies build revenue and stability by providing opportunities in both domestic and international markets, the initiative brings together local, state and federal resources to assist with growing businesses and strengthening their bottom line.

With more than 95 percent of the world's customers located beyond U.S. borders, and the fact that companies that export have an easier time riding out economic fluctuations, the OH-PA Stateline Export Initiative enables:

- **Access to Additional Markets and Customers**

We can assist with assessing market potential and identifying potential trade partners while helping you to become export-ready.

- **Matches with Industry Customers and Suppliers, both Foreign and Domestic**

As part of our supplier network, your company will have access to qualified trade leads, networking opportunities and business growth possibilities.

- **Exposure to International Resources and Cultural Opportunities**

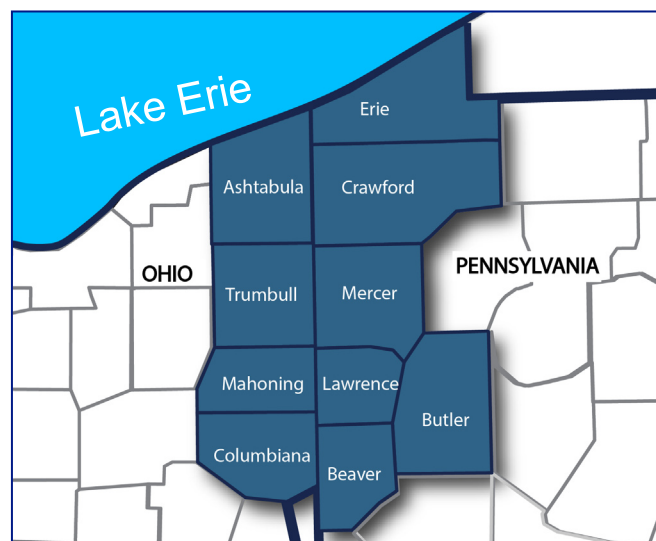
You will have opportunities to build long-term relationships through coordinated events and programs that revolve around visits from international companies.

- **Trade Missions**

You can connect with trade missions that offer direct access to foreign industry executives and government officials, both here and abroad, and promote your products or services.

- **Assistance with Exporting Process**

We can help you navigate trade issues, logistics, regulations and a myriad of other details relative to exporting your product or service to customers beyond the U.S. shores.



**\$10.5 billion in annual exports**

"The OH-PA Stateline Export Initiative shows a strong commitment to expanding global economic reach through the identification of regionally competitive strengths and an increase in exports. Drawing on data and best practices from the Global Cities Initiative, a joint project of the Brookings Institution and JPMorgan Chase, this is the kind of innovative action that is needed to ensure long-term economic success for businesses located in the 10-county area that are interested in expanding to global markets."

- Marek Gootman, Director of Strategic Partnerships and Global Initiatives, Brookings Institution

# Partners

## Ohio

- Youngstown/Warren Regional Chamber
- Youngstown State University International Trade Assistance Center
- YSU's Economics Department
- Growth Partnership for Ashtabula County
- Columbiana County Economic Development
- Sustainable Development Opportunity Center
- Columbiana County Port Authority
- U.S. Dept. of Commerce/ Northern Ohio District Council/ Altronic, Hoerbiger, Inc.
- Office of Congressman Tim Ryan
- Office of Senator Sherrod Brown
- Office of Congressman Bill Johnson
- Mahoning Valley Economic Development Corporation
- Federal Reserve Bank of Cleveland

## Pennsylvania

- Penn-Northwest Development Corporation
- Lawrence County Economic Development Corporation
- Beaver County Corporation for Economic Development
- Office of Beaver County Commissioners
- Community Development Corporation of Butler County
- Northwest Pennsylvania Regional Planning and Development Commission
- Office of International Business Development, Pennsylvania Department of Community & Economic Development
- Southwestern Pennsylvania Commission
- Pittsburgh Regional Alliance
- Governor's Action Team – Northwest Regional Office

# Frequently Asked Questions

## Q. What is the OH-PA Stateline Export Initiative?

The OH-PA Stateline Export Initiative is a 10-county, multi-state collaboration of economic development agencies that provides assistance in exporting, attracting foreign investment, building supplier relationships and retaining/expanding current businesses in the region it serves. As a single point-of-contact for companies, the initiative leverages the resources of the entire network to help you navigate through the exporting process.

## Q. Are there costs associated with the program?

There is no charge for participating in the OH-PA Stateline Export Initiative. However, depending on the services requested, there may be a charge from third-party vendors, such as attorneys or financiers, who may provide additional services beyond the scope of the program. The fees, if any, will be discussed, quoted and contracted separately from the program, without any obligation on the part of the company.

## Q. What type of businesses will benefit most from the Initiative?

Businesses that provide goods and professional services will benefit the most from the Initiative, especially businesses that are already exporting or seeking to develop an international trade strategy. An assessment of your business strengths and weaknesses will be conducted to determine the best use of Initiative resources.

---

## Manufacturers and Business Services Providers: Get Started with This Survey

We ask you to complete a questionnaire, at [www.ohpaexports.com](http://www.ohpaexports.com), which asks information about current exporting processes, such as the number of countries and types of products and services that are exported. Compiled aggregated data will be used to generate potential trade opportunities such as missions and business contacts.

The questionnaire also requests information about company capabilities, materials used and processes. The information will be used to assist in matching companies to potential customers. For example, if your company produces steel bar, and we receive a request for companies in our region that produce steel bar, your contact information will be forwarded to the company.

As always, all company data is confidential, and only contact information will be shared upon specific individual request.

*For more information or to locate your county partner, visit [www.ohpaexports.com](http://www.ohpaexports.com) or contact:*

**Mousa Kassis**  
(330) 941.2145  
[mhkassis@ysu.edu](mailto:mhkassis@ysu.edu)

**Sarah Boyarko**  
(330) 744-2131, ext. 17  
[sarah@regionalchamber.com](mailto:sarah@regionalchamber.com)