

Federal funds help Ohio exporters

COLUMBUS DISTRICT & CLEVELAND DISTRICT

SBA's Awards \$900,000 in FY2022 STEP Funding to the State of Ohio to Expand Exporting by Ohio Small Businesses

Nationally, \$19.5 Million Awarded to Help Small Businesses Compete in the Global Marketplace (COLUMBUS, Ohio) - Ohio small businesses now have access to \$900,000 in continued funding from the U.S. Small Business Administration's State Trade Expansion Program (STEP) for assistance in exporting. Nationally, SBA has awarded \$19.5 million for FY2022 to 48 state and territory international trade agencies through the competitive STEP program, which supports export growth among U.S. small businesses. In Ohio, the STEP award will support the International Market Access Grant for Exporters (IMAGE) program, which is administered by the Ohio Department of Development.

STEP is designed to increase the number of American small businesses selling abroad and to amplify the value of that trade. Since the program's creation in 2010 as part of the Small Business Jobs Act, Ohio has received approximately \$8 million in STEP awards. Ohio's FY2022 STEP award enables the Department of Development to assist small businesses with information and tools needed to succeed in export-related activities. These undertakings include participation in foreign trade missions, foreign market sales trips, and services provided by the U.S. Department of Commerce. In addition, the Department of Development uses STEP funds to provide export training workshops to the small business community and to help small businesses design international marketing campaigns and develop export trade show exhibits.

"STEP grants, along with SBA's other export resources, including SBA-backed export financing and U.S. Export Assistance Centers (USEACs), are critical tools for helping Ohio's small businesses enter and develop foreign markets," said Gil Goldberg, SBA Cleveland District Director. "From heavy industry to high tech, Ohio-based smaller enterprises should look beyond U.S. borders for growth opportunities. SBA's

STEP grant, as administered by the State of Ohio's Department of Development, helps level the playing field for small companies so they can compete in the global marketplace."

"Exports by small businesses are vital to the economic health of our state, especially as Ohio recovers from the COVID-19 crisis," said Everett M. Woodell Jr., SBA Columbus District Director. "SBA's Office of Advocacy's most recent profile of Ohio notes that small firms exported goods worth \$10.8 billion in 2019, making up 22.1% of all exports from our state. The State of Ohio's IMAGE program, supported by SBA's STEP grant, is crucial to ensuring small business exports will help Ohio's economy to grow and flourish."

"We're excited to again partner with the SBA to help Ohio small businesses launch export programs or build on existing ones," said Lydia L. Mihalik, Director of the Ohio Department of Development. "Exporting is a great way for businesses to expand their reach and sustain their success, and we also know that Ohio is known around the world for excellent products and workmanship."

The State of Ohio's International Market Access Grant for Exporters (IMAGE) program provides grant funds to eligible businesses to engage in eligible export promotion activities. Companies can access up to \$10,000 in 2022 grant year funds on a 50% reimbursement basis. For details about the IMAGE program and to apply for grant funds, visit the Ohio Department of Development's IMAGE webpage.

Individual STEP awards are managed at the local level by state government organizations. SBA's Office of International Trade administers the STEP awards at the national level and its guide to exporting offers more information on STEP and other small business resources for international trade.

About the U.S. Small Business Administration
The U.S. Small Business Administration makes the American dream of business ownership a reality. As the only go-to resource and voice for small businesses backed by the strength of the federal government, the

SBA empowers entrepreneurs and small business owners with the resources and support they need to start, grow or expand their businesses, or recover from a declared disaster. It delivers services through an extensive network of SBA field offices and partnerships with public and private organizations. To learn more, visit www.sba.gov.

About the Ohio Department of Development
The Ohio Department of Development leads state economic development through programs and services that assist businesses, communities, and individuals. The agency oversees the awarding of state and federal incentives, manages projects and programs that receive state and federal funding, as well as marketing the State of Ohio through the Governor's Office of Appalachia and TourismOhio. To learn more, visit <https://development.ohio.gov>

Governor DeWine and Lt. Governor Husted Announce New Projects Expected to Create More Than \$12 Million in Investments

(COLUMBUS, Ohio)—Ohio Governor Mike DeWine and Lt. Governor Jon Husted today announced the approval of assistance for five projects set to create 679 new jobs and retain 549 jobs statewide. During its monthly meeting, the Ohio Tax Credit Authority (TCA) reviewed economic development proposals brought to the board by JobsOhio and its regional partners. Collectively, the projects are expected to result in more than \$42 million in new payroll and spur more than \$12 million in investments across Ohio. Projects approved by the TCA include:

NORTHEAST Iten Defense LLC, village of Saybrook (Ashtabula Co.), expects to create 102 full-time positions, generating \$3.7 million in new annual payroll and retaining \$3.1 million in existing payroll as a result of the company's expansion project in Saybrook. Iten Defense manufactures advanced composite armor products that are used by customers for personal protection, military vehicles, watercraft, and aircraft. The TCA approved a 1.098 percent, seven-year Job Creation Tax Credit for this project.

SOUTHWEST Coterie Applications Inc., Blue Ash (Hamilton Co.), expects to create 10 full-time positions, generating \$750,000 in new annual payroll and retaining \$2.7 million in existing payroll as a result of the company's expansion project in Blue Ash. Coterie is a commercial insurance company that creates insurance products and buying experiences. The

TCA approved a 1.319 percent, six-year Job Creation Tax Credit for this project.

Divisions Inc. (DMG), Cincinnati (Hamilton Co.), expects to create 256 full-time positions, generating \$25.6 million in new annual payroll and retaining \$19.1 million in existing payroll as a result of the company's new project in Cincinnati. DMG provides facility maintenance services. The TCA approved a 2.102 percent, 10-year Job Creation Tax Credit for this project.

EPC - Columbia Inc., Lebanon (Warren Co.), expects to create 50 full-time positions, generating \$1.9 million in new annual payroll and retaining \$1.1 million in existing payroll as a result of the company's expansion project in Lebanon. EPC provides plastic injection molded products for major industries including automotive, appliances, medical, healthcare, and commercial food products. The TCA approved a 1.018 percent, six-year Job Creation Tax Credit for this project.

WESTERN LeGrand North America LLC, city of Union (Montgomery Co.), expects to create 261 full-time positions, generating \$10.3 million in new annual payroll and retaining \$1.4 million in existing payroll as a result of the company's new project in Union. LeGrand provides electrical and digital building infrastructure. The TCA approved a 1.399 percent, eight-year Job Creation Tax Credit for this project.



Mayor Frank G. Jackson's Week in Review

Dear Clevelanders,

The City of Cleveland reported 708 new coronavirus cases for October 10 - October 16, bringing the total to 43,160 coronavirus cases and 563 resident fatalities. View the full report here. I urge residents to stay safe amid the spread of the Delta variant of COVID-19, and to get vaccinated to protect themselves against the virus. To view my video message, click here. Those seeking to be vaccinated can schedule an appointment by calling our COVID-19 Vaccine Call Center at (216) 664-2222.

Here is a look at some of the announcements from this week:

October 19: The City of Cleveland advised residents and visitors of upcoming road closures in accommodation of the 2021 Union Home Mortgage Cleveland Marathon, Half-Marathon, 10K and 5K, which will be occurring on Saturday, October 23 - Sunday, October 24, 2021. Click here to view the street closures and times for Saturday, October 23. Click here to view the street closures and times for Sunday, October 24.

October 20: The City of Cleveland achieved national recognition with LEED Silver Certification. LEED is designed to help buildings, communities and

cities achieve high performance in key areas of human and environmental health. The City achieved LEED Silver certification for implementing practical and measurable strategies and solutions aimed at improv-



ing sustainability and the standard of living for residents. Through my Sustainable Cleveland initiative, Cleveland has established a solid foundation to collaboratively address community needs through sustainability and climate action. The LEED for Cities and Communities rating system will help complement these efforts and allow the City to continue to track progress over time and identify priority areas and actions with the greatest impact. For more information,

click here.

October 20: We announced fund distribution details for its portion of the American Rescue Plan Act (ARPA) stimulus. These funds are important as the City looks to turn the tide on the pandemic by helping limit the spread of COVID-19; addressing the negative impact COVID-19 had on the residents and businesses of the City; and putting the city on a path to a substantial and equitable recovery that benefits all residents. In total, the City of Cleveland was allocated more than \$511 million of ARPA funds - the eight largest award in the nation. My plan for spending \$121 million of the city's stimulus is currently being reviewed by Cleveland City Council under legislation (Ord. Number 843-2021). For more information, click here.

October 21: We extended the deadline to opt in to the new bi-weekly curbside recycling program due to increased demand. Residents must sign up by November 5 via the opt-in form or by calling 216-664-3030 and agree to the recycling program guidelines. Those with digital access are strongly encouraged to use the online form in order to keep phone lines open. We are encouraged by the increase in requests and are committed to working alongside residents to establish a more efficient and sustainable waste and recycling collection process. For more in-

formation, visit www.clevelandohio.gov/waste.

Additionally, I invite you to participate in the Buckeye Road Rehabilitation Project Survey. The survey will be available October 18, 2021 - November 1, 2021 at <https://www.buckeyeroadcle.com>. We are asking residents and stakeholders to express their opinions about what Buckeye Road should look like between East 116th Street and East 117th Street. Please visit the website, view the images and descriptions, and then fill out the on-line survey to select one of the two options. Click here to view the full flyer.

Earlier this month, we announced details for Big City Boo 2021. The City of Cleveland will observe trick-or-treat hours in neighborhoods throughout the City from 6 p.m. to 8 p.m. on Sunday, October 31. On Friday, October 29 from 5 p.m. to 7 p.m., the City will host its annual Big City Boo celebration at all Neighborhood Resource & Recreation Centers (NRRCs). Parents and caregivers can bring children to NRRCs to enjoy events, games, prizes, food and treats. Big City Boo provides Cleveland youth with a safe and fun alternative to trick-or-treating. To ensure the safety of all attendees, each NRRC will be staffed with off-duty police officers, police zone cars and auxiliary police. For more info, click here.

Thank you and stay safe,
Frank G. Jackson
Mayor, City of Cleveland

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