



**U.S. Export Assistance Center Cleveland**  
600 Superior Avenue East  
Suite 700  
Cleveland, OH 44114



Phone: (216) 522-4750 ♦ Fax: (216) 522-2235 ♦ [www.buyusa.gov/northeastohio](http://www.buyusa.gov/northeastohio) ♦ [www.export.gov](http://www.export.gov) ♦ [www.sba.gov/oit](http://www.sba.gov/oit)

### Who We Are

The U.S. Export Assistance Center in Cleveland is a joint service of the U.S. Commercial Service of the International Trade Administration of the U.S. Department of Commerce and the Small Business Administration. The mission of the USCS is to promote the export of goods and services from the United States, particularly by small- and medium-sized businesses; to represent U.S. business interests internationally; and to help U.S. businesses find qualified international partners. The mission of the SBA is to guarantee working capital for viable export sales by small business. Here is our staff:

**Great Lakes Hub Director:** Michael Miller

**Director:** Susan Whitney

**International Trade Specialists:**

Danielle Rust, Todd Hiser,

Bernadette Rojas

Phone: (216) 522-4750

**Small Business Administration:**

Patrick Hayes

Phone: (216) 522-4731

### Other USEACs in Ohio

#### **U.S. Export Assistance Center Akron**

Kent State University  
Administrative Services Building  
Kent, OH 44242

Phone: (330) 678-0695

Fax: (330) 678-0646

**International Trade Specialist:**

Todd Hiser

#### **U.S. Export Assistance Center Toledo**

300 Madison Ave. Suite 1120  
Toledo, OH 43604

Phone: (419) 241-0683

Fax: (419) 241-0684

**International Trade Specialist:**

Robert Abrahams

#### **U.S. Export Assistance Center Cincinnati**

36 East 7th Street, Suite 2650  
Cincinnati, Ohio 45202

Phone: (513) 684-2944

Fax: (513) 684-3227

**Director:** Marcia Brandstadt

**International Trade Specialists:** Deborah Durr,

Kara Sweeney

**Export Assistance Specialist:** Penny Toschlog

#### **U.S. Export Assistance Center Columbus**

Two Nationwide Plaza, Suite 1400  
Columbus, Ohio 43215

Phone: (614) 365-9510

Fax: (614) 365-9598

**Director:** Roberta Ford

**Export Assistance Specialist:** Jo Daugherty

#### **U.S. Export Assistance Center Dayton**

3155 Research Blvd., Suite 202  
Dayton, OH 45420

Phone: (937) 259-2522

Fax: (937) 259-1342

**International Trade Specialist:** Deborah Durr

### Our Services for U.S. Exporters

#### Export and Market Entry Counseling

**Our International Trade Specialists** provide professional advice on all aspects of export marketing and documentation, market entry, getting paid and how to do business in foreign markets. We work together with the USCS commercial specialists at U.S. embassies and consulates in more than 150 cities in 80 countries. Our staff takes a personal interest in each client's export success.

#### Market Entry Services

**The Gold Key Matching Service** helps you save time and money by providing you with an appointment schedule arranged before you travel overseas. You receive one day of one-on-one appointments with pre-screened potential agents, distributors, sales representatives, association and government contacts, licensing or joint venture partners, end-users and other strategic business partners in your targeted export market. Price: \$700 for companies with fewer than 500 employees; lower cost for additional days; \$2,300 for larger companies.

**The International Partner Search** helps you find qualified international buyers, partners, or agents without traveling overseas. U.S. Commercial Service commercial specialists overseas will provide you within 30 days with a detailed report on up to five pre-qualified potential agents or distributors that have expressed an interest in your company's products and services. Price: \$550 for companies with fewer than 500 employees; \$1,400 for larger companies.

**The Single Company Promotion Service** enables your company to target an audience in your country of choice for technical or sales seminars, product launches and networking receptions. The USCS office in the U.S. embassy or consulate works with you to arrange the event and send the invitations. Venues can include exhibition halls, hotels, and even the residences of some U.S. Ambassadors. Price: as arranged.

**The Platinum Key Service** provides long-term, sustained customized support for identifying markets, launching products, developing major project opportunities, government tender support, reducing market access barriers, or assistance on regulatory or technical matters. Price: as arranged.

**The Featured U.S. Exporter** program enables U.S. firms to advertise on the websites of the USCS offices in U.S. embassies and consulates in the local language. Price: \$150 for the first five markets plus translation fees for companies with fewer than 500 employees; \$300 for larger companies.

**Commercial News USA** is the official USCS website and print catalog promoting U.S.-made products and services to more than 400,000 international readers in 176 countries. Price: advertising space from \$695.

#### Trade Shows and Trade Missions

**Overseas Trade Shows and Trade Missions** are organized and supported by USCS worldwide to assist U.S. exhibitors and to provide Gold Key Matching Service meetings for trade mission members. **The International Buyer Program** helps U.S. exhibitors in U.S. trade shows to meet 125,000 foreign buyers and distributors at 32 top U.S. trade shows per year. **USCS Marketplace and Show Time** enables U.S. exhibitors at select domestic and overseas trade shows, respectively, to receive free market counseling one-on-one from USCS commercial specialists at the show.

#### Market Research & Information Services

**The USCS Market Research Library** on [www.export.gov](http://www.export.gov) offers over 100,000 industry and country-specific market reports, authored by our overseas commercial specialists.

**Customized Market Research** is a report custom-prepared by our overseas commercial specialists that you can request for specific market or product-specific information according to your specific business needs. Price: as arranged.

**The International Company Profile** is a background due-diligence report to help you evaluate a prospective foreign business partner. It is offered by USCS in countries in which it is difficult to obtain a standard business profile or commercial credit report. Price: \$600 for companies with fewer than 500 employees; \$900 for larger companies.

#### Export Finance Loans and Guarantees

**The Small Business Administration** offers three export loan guarantee programs for eligible small business exporters. Call Pat Hayes for details.

### Our Partners

**The Northern Ohio District Export Council** supports the programs and services of the USEAC, builds local export assistance partnerships with other organizations and promotes international marketing knowledge in the business community. USCS also works with the following marketing partners: eBay, Fedex, Google and UPS.

**Your Global Business Partner**

U.S. Commercial Service ♦ U.S. Department of Commerce ♦ U.S. Small Business Administration