

SUPPORTING YOUR INVESTMENT AND EXPANSION TO THE USA



When you consider and choose Northeast Ohio for your expansion project, your company will be supported by important services and programs available through the Northeast Ohio Trade and Economic Consortium (NEOTEC) and its members.

NEOTEC is a regional partnership that draws upon the expertise and dedication of seasoned professionals in almost 40 different economic development, government and private sector organizations—on a local, state and federal level—all working together to promote domestic and international trade in Northeast Ohio and help your business thrive.

NORTHEAST OHIO Trade & Economic Consortium

NEOTEC'S PARTNERS CAN ASSIST YOU WITH THE FOLLOWING:

- Locating industrial sites and buildings
- Economic development financing: In addition to financing initiatives at the local level, the Ohio Department of Development's Strategic Business Investment Division offers companies direct financial assistance in the form of low interest grants, bonds, and state/local tax incentives, credits and exemptions
- Tax incentive programs
- Ohio tax reform: The state of Ohio recently reformed tax codes to provide Ohio businesses with a competitive advantage over other Midwest and Coastal states
- Immigration: resources such as the U.S. Customs and Immigration Service (USCIS), the U.S. Immigration and Customs Enforcement Office (ICE) along with numerous immigration legal services and local resettlement agencies
- Research and Development: Through Ohio's Third Frontier Project, Northeast Ohio has created a strong network of research and development institutions, businesses, higher education institutions, and nonprofit research organizations that provide companies with grants to accelerate product development and commercialization. The Ohio Department of Development's Global Markets Division provides companies with market research, agent and distributor searches and participates in trade shows and trade missions.
- The U.S. Department of Commerce provides assistance through the "Invest in America" foreign investment program.
- Demographics
- Contact information for local governments, educational institutions and businesses

GLOBAL RAPID RESPONSE TEAM

NEOTEC also offers the services of the Northeast Ohio Global Rapid Response Team to assist foreign companies with their U.S. expansion plans. The team is comprised of professional volunteers in the areas of international banking and finance, international law, immigration, workforce, education, logistics and relocation support.

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NORTHEAST OHIO, USA...OPEN FOR BUSINESS!



Is your company considering entering the U.S. market? Then give your company its best opportunity for success by locating your U.S. facility in Northeast Ohio. There are many advantages of doing business here: Northeast Ohio is centrally located, highly productive, technologically savvy, and ready to provide your company with the global supply chain management tools you need to succeed.

As president and chief executive officer of the Northeast Ohio Trade & Economic Consortium (NEOTEC), I would like to extend a personal welcome to you to explore the many business opportunities that await you in Northeast Ohio. NEOTEC is a regional partnership dedicated to promoting domestic and international trade and assisting Northeast Ohio businesses in achieving global competitiveness. We are your central contact for resources and information on all aspects of doing business in Northeast Ohio.

NEOTEC's role is to support you with services and programs that will maximize your investment, including Foreign-Trade Zones to help lower your cost of importing products or components, international trade assistance to help you achieve success in exporting to Canada, Mexico and South America, plus economic development financing, tax incentive programs, research and development and much more.

Take a close look at Northeast Ohio, and you'll discover the best opportunities for U.S. growth are here. NEOTEC is waiting to be of service to you as you take your company to the next level of success in Northeast Ohio, USA.

Ron DeBarr
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**NEOTEC ...PROVIDING SERVICE TO THE NORTHEAST OHIO JOINT OFFICE
OF ECONOMIC DEVELOPMENT SINCE 1996**

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LOCATION NORTHEAST OHIO, USA



**OFFERING MANY DISTINCT ADVANTAGES
AND GREAT OPPORTUNITIES FOR YOUR COMPANY**

WHY LOCATE YOUR BUSINESS TO NORTHEAST OHIO?

To become profitable in the American marketplace, your company needs every possible advantage. Northeast Ohio is the place to make success happen. We offer many distinct advantages that add up to great opportunities for your company.

Many other international companies have already discovered these advantages: more than 200 firms, wholly- or partially-owned by foreign companies representing 23 countries, currently have a U.S. location in Northeast Ohio. In addition, more than 23,000 Northeast Ohio firms are engaged in some form of international business, which illustrates the productivity and opportunity for global growth in the region. Northeast Ohio is comprised of 4.1 million people who enjoy a high quality of life and a cost of living that is 12 – 20 percent below the U.S. average.



STRATEGIC LOCATION

Northeast Ohio is centrally located where your business needs to be:

- Northeast Ohio’s central location means lower transportation costs. Located in the northeast corner of Ohio with the state of Pennsylvania to the east and Canada to the north, Northeast Ohio provides easy access to major U.S. and Canadian markets
- Northeast Ohio is within a day’s drive of more than 50% of all U.S. and Canadian manufacturing facilities, the top 500 U.S. industrial headquarters, and the top 500 U.S. service corporate headquarters

LOGISTICS ADVANTAGES

Move your products efficiently in Northeast Ohio:

- Northeast Ohio is a multimodal logistics and distribution hub, with major ports on Lake Erie and the Ohio River; two international airports and a number of regional airports focusing on freight movement; one of the nation’s top highway systems; and a viable network of national and regional railroads
- Two Foreign-Trade Zones (FTZ 181 and FTZ 40) help you manage your global supply chain and lower your costs

STRONG WORKFORCE

Northeast Ohio has a legacy of business innovation and prosperity:

- Historically prominent as a global leader in manufacturing, Northeast Ohio has successfully transitioned to the 21st century knowledge economy
- Our region is recognized annually as one of the U.S. leaders in expanded capital projects
- Our workforce is rated among the most productive in the nation—well known for its hardworking individuals who innovate and maintain successful companies

EDUCATIONAL AND TECHNICAL INNOVATION

Northeast Ohio offers superb resources in education and technology:

- Northeast Ohio is a world leader in polymers, liquid crystals and plastics
- Advanced energy research has brought Northeast Ohio companies into the forefront of the development of renewable energy sources, fuel cells, nuclear and coal technologies
- In the region, more than 400 bioscience companies and 62 hospitals employ almost a quarter of a million people
- There are 26 private colleges and state universities plus many other community college programs and technical trade schools
- World-renowned medical facilities provide world-class patient care

LOWER YOUR COST OF IMPORTING PRODUCTS OR COMPONENTS



To help you maximize your return on investment in the United States, your company should consider locating in one of Northeast Ohio’s Foreign-Trade Zones (FTZ). A foreign-trade zone is a designated area within the U.S. that is considered to be outside the stream of international commerce. Certain types of merchandise may be admitted into the zone without being subject to Customs duties or certain excise taxes. By locating in an FTZ, your company will benefit from this important global supply chain management tool that can help you reduce paperwork, improve cash flow, increase flexibility and save time.

FTZ BENEFITS INCLUDE:

- **Duty Deferral:** delay payments of duties until the inventory leaves the zone
- **Duty Reduction:** pay the lower of the component or finished product duty rates
- **Duty Elimination:** eliminate duty on products that are re-exported, rejected, scrapped or destroyed
- **Direct Delivery:** bypass congestion at sea ports by applying for authority to receive product, break seals and clear customs within the FTZ facility
- **Weekly Entry:** reduce merchandise processing fees by combining shipments on one entry filed weekly
- **No Import Quotas:** inventory stored in an FTZ is not subject to import quotas

Northeast Ohio has two very successful foreign-trade zone programs: FTZ 181 and FTZ 40, with dozens of locations throughout the region. NEOTEC, as administrator of FTZ 181, can help you assess the potential savings of locating in one of these zones and obtaining FTZ status for your company.

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FACILITATE EXPORTS TO CANADA, MEXICO AND SOUTH AMERICA...

FROM YOUR NORTHEAST OHIO LOCATION

Once you have established a location in Northeast Ohio, NEOTEC continues to provide assistance to help your company increase sales through exports to Canada, Mexico and South America.



NEOTEC’s International Trade Assistance Center (ITAC) provides export assistance services to Northeast Ohio companies that want to expand their current markets. ITAC is staffed by experienced international trade professionals who provide actionable solutions to your export needs, from basic export questions to detailed compliance and documentation issues.

Just as importantly, ITAC is part of an international trade support team, partnering on regional, state, federal and global levels to better assist you in the exporting process. These partners include the Ohio Department of Development’s Global Markets Division, the U.S. Department of Commerce’s U.S. Commercial Service, and the Manufacturing Advocacy and Growth Network (MAGNET). Thanks to their support and commitment, ITAC is able to share information and resources to better serve Northeast Ohio businesses in the global marketplace.

SERVICES

ITAC provides one-on-one counseling to assist your company with the following:

- Export Basics
- Export Readiness Assessment
- Export Compliance and Procedures Guidance
- Global Logistics
- Documentation Requirements
- Basic Market Research
- International Business Plan Assistance
- International Business Development

EDUCATIONAL SEMINARS

ITAC also hosts numerous educational seminars that address topics of interest and value to you as an exporter.

These include topics such as:

- Basic Exporting
- International Logistics
- International Finance
- Export Regulations
- North American Free Trade Agreement (NAFTA)
- Compliance
- International Marketing
- Export Classifications

