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Choosing the best location for your U.S. operation is difficult. Here's why so many top multinational companies choose Ohio.

Ohio
The State of Perfect Balance

Ted Strickland, Governor
Lee Fisher, Lieutenant Governor

“Ohio has been our partner in providing premier customer service, steady growth, and financial performance from which we serve customers in towns and cities across the world.”

Don Washkewicz
Chairman and CEO
Parker Hannifin
Corporation

When you locate in Ohio, you'll build a profitable business. And you'll enjoy a rich, full life.

There are 399 corporations based in the United States and around the world that chose to invest more than \$7.1 billion in Ohio for their business expansion. As a result, Ohio is now the top U.S. market for new and expanded business facilities.



Year after year, Ohio consistently leads the United States in business expansion for many reasons. These companies know the benefits Ohio can provide to North American operations.

As a U.S. and international manufacturing leader, Ohio offers world-class industry access and support. Ohio is centrally located to your customers and suppliers, providing the most affordable choice for your sales, distribution, and manufacturing operations in North America.

More than half the total of manufacturing expansions in the United States have located in the American Midwest. Domestic and international companies have placed Ohio at the top of the list because they know it's the best place to take advantage of access to corporate manufacturing customers, suppliers, and joint partnerships.

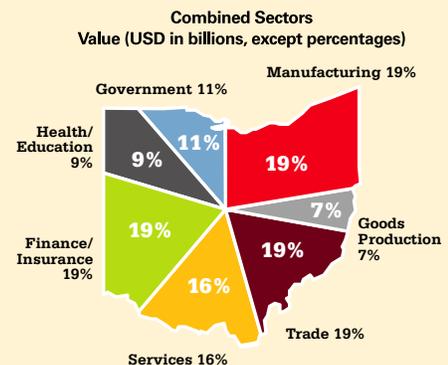
Ohio
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For the past two years in a row, Ohio has won the coveted Governor's Cup, presented each year by *Site Selection* magazine to the U.S. state achieving the greatest number of business expansions for the year. In fact, Ohio has placed in the top four among all 50 states each of the last six years. More companies have invested in Ohio than any other Midwest state, with more than \$25 billion invested in business expansions. It's more proof that successful companies around the world are choosing Ohio as the best location for their U.S. operations.

Ohio Gross Domestic Product

Total \$461 Billion



“From our headquarters in Ohio, Invacare has become the world leader in the manufacture and distribution of home medical products. The state’s new tax laws will help us continue to grow.”

Malachi Mixon, III
Chairman & CEO
Invacare Corporation



Build Your Business in Ohio.

Ohio’s easy access to profitable markets lowers your cost of doing business.

Ohio offers among the most efficient business access to customers and suppliers in North America, located within 1,000 kilometers of 62 percent of all U.S. and Canadian manufacturing locations.

Ohio is served by a world-class transportation system that includes eight interstate highways, five international airports, and three major domestic airports. The state has the fourth-highest rail freight traffic in the United States and 700 miles of navigable waterways leading to the Gulf of Mexico and the Saint Lawrence Seaway.





“Our Toledo sorting hub and warehouse facility is the heart of an international logistics solution network. Ohio’s world-class infrastructure helps us rise to the toughest transportation challenges.”

Steve Grier
Vice President,
Transportation Hub
Operations, Toledo, Ohio
BAX Global Inc.

Import and export in Ohio is facilitated by 10 Foreign Trade Zones and many sub-zones offering duty-free, quota-free secured sites where goods can be stored, repackaged, assembled, and manufactured. Products imported into these zones are exempt from duty and inventory taxes until they enter the U.S. marketplace. Duty and taxes are never paid if the products are re-exported. The zones are supported by a variety of internal distribution service facilities.

Ohio provides an ideal location not only to reach U.S. customers but also to export to Canada, Mexico, and the rest of the world. Ohio exports now exceed \$42.3 billion a year and continue to increase. Ohio is home to the world’s largest public and private airports dedicated solely to cargo shipment to help get your product to its destination quickly and efficiently.

Easy access to profitable markets is just one reason there are more than 1,000 international-owned establishments in Ohio from 28 different countries, including companies such as Honda, Bridgestone, Hitachi, Mitsubishi, Chrysler, Rolls-Royce, Siemens, Mettler-Toledo, Nestle, and Robert Bosch.



“Lincoln Electric built its business on innovative products and management. Ohio’s business-friendly tax environment encourages and stimulates innovation, growth and expansion.”

John M. Stropki
Chairman, President
and CEO

Lincoln Electric



Ohio’s strong supply chain across numerous key industries improves your efficiencies and profits.

Automotive

As the geographic center of the U.S. and Canadian automotive industry, Ohio is home to the North American manufacturing headquarters of Honda of America and within easy driving distance of Toyota, General Motors, Ford, and Chrysler. Ohio is a leading automotive supplier in the United States and second in the nation for motor vehicle production, employing more than 120,000 people in the state.

Last year, facilities in Ohio assembled 1.7 million motor vehicles according to the most recent figures, and the industry produced approximately \$16 billion of products.

Advanced Manufacturing

Ohio’s manufacturing facilities lead the nation in the production of plastics and rubber, fabricated metals, and electrical equipment and appliances. Ohio also is a leading producer of steel, automobiles, and trucks. Ohio produces \$4.6 billion of steel and steel products a year. AK Steel, Timken, and Worthington Industries all have their world headquarters in Ohio.

With more than 2,000 machinery equipment manufacturers employing more than 84,000 people, Ohio is also an ideal location for companies that sell products to them. Ohio is the number-one state in value-added metalworking equipment.

In Ohio, you will also find many of the world’s leading automation companies, including ABB’s U.S. Corporate Research Center and Motoman, Fanuc, Hobart, and Lincoln Electric robotics operations.

Polymers

Ohio leads the production of polymer products, machinery for the polymer industry, motor vehicle components, and more than 100 other industrial products. The polymer industry in Ohio ships \$14.3 billion annually in products and is the leading state in the production and sale of machinery for the plastics and rubber industry. Companies such as Bridgestone, Mitsui Chemicals, BASF, Bayer, Saint-Gobain, and Demag Plastics have operations in Ohio.

Bioscience

Ohio has more than 775 bioscience-related firms, including Fortune 100 companies such as Cardinal Health and Procter & Gamble, research institutions such as the Cleveland Clinic and Battelle, and more than 140 new companies that have started operations in Ohio since 2003.



Hitachi Medical Systems Inc., Amylin, Glaxo Smith Kline, and Shire Pharmaceuticals have operations in Ohio. Boehringer Ingelheim also has two major pharmaceutical manufacturing facilities in the state, with recent investments to expand both facilities totaling more than \$140 million.

Advanced Energy

As we enter a carbon-constrained future, Ohio is poised to become a leader in the emerging market for climate-friendly technologies, products, and services. Since 2002, the state has invested more than \$115 million in advanced energy. Ohio's aggressive new energy policy, signed into law in April 2008, demonstrates the state's strong commitment to growing the advanced and alternative energy sector. Included in the law is an Advanced Energy Portfolio Standard requiring that 25 percent of Ohio's energy needs be met by advanced energy sources by 2025. Ohio has had a targeted focus on advancing fuel cell technology and continues to support the growth of that industry in the state. Global demand is growing for other advanced energy technologies such as wind, photovoltaic, biofuels, and clean coal. Ohio's manufacturing and agricultural sectors are already providing components for wind turbines and the feedstocks and facilities to produce biofuels, as well as the transportation network to distribute them.

Logistics

Ohio is a U.S. logistics leader with companies throughout the state ready to ship and receive finished goods, semi-finished products, or resources through a logistics management network that encompasses the entire spectrum of the industry and takes advantage of Ohio's central location and transportation strengths. As a world-class international logistics hub, Rickenbacker is Ohio's connection to the global marketplace. Few places in the U.S. have multi-modal means – air, rail, and truck – of shipping and receiving goods converging in one location. Rickenbacker International Airport, the Norfolk Southern Intermodal Terminal, and the Rickenbacker Global Logistics Park all contribute to Ohio's reputation as an advanced logistics hub.

Aerospace, Propulsion, and Power

Ohio offers access to world-class expertise in the propulsion and power industry through a heavily concentrated supply chain, two federal laboratories, and seven existing university turbine propulsion-related research programs. Ohio has a comprehensive propulsion and power supply chain base that evolved, in part, to support General Electric Aviation in Cincinnati. Other companies include Lockheed Martin, Eaton, Goodrich, and Parker Hannifin.

Professional/Financial Services

Business and professional services in Ohio comprise almost 30 percent of the state's gross domestic product, contributing approximately \$126 billion annually. With an extensive network of financial institutions including numerous Fortune 1000 banking and insurance companies, Ohio has the financial strength and diversity to provide the capital resources necessary for industrial and commercial development statewide.

Agribusiness

Ohio's agribusiness industry represents all of the elements that comprise food production and underlies Ohio's strength in food processing as a strategic crossroads between the grain belt and Eastern markets. With companies such as General Mills, Nestle, Luigino's, and Heinz, Ohio is the number-one U.S. producer of frozen specialty foods. Food processing in Ohio offers important synergies with the state's automated machining manufacturing industry.

"In Ohio's increasingly business-friendly environment, we'll continue to invest in product innovation, new technology and capacity to strengthen our position as an industry leader."

Christopher M. Connor
Chairman, President &
CEO

The Sherwin-Williams
Company



“Success comes from teamwork, and Honda’s partnership with Ohio has been rewarding for everyone involved. We’re already looking forward to the next 25 years.”

Tsuneo Tanai
President & CEO
Honda of America
Manufacturing, Inc.



Ohio’s abundant, skilled labor supply improves productivity, quality, and profit.

In Ohio, you’ll have access to a plentiful, highly skilled workforce no matter where you locate in the state. Ohio’s labor pool of 5.9 million workers is among the largest in the United States, with 773,000 manufacturing workers supporting its \$89.3 billion state sector of the economy. Ohio ranks third in the United States in manufacturing production output. Ohio is home to world-class public and private research institutions, ranking second in the U.S. in total research funding for materials engineering and fifth in specialty chemicals research. The Ohio State University, Case Western Reserve University, the University of Cincinnati, and the University of Akron are all among the top teaching and research facilities in the U.S.

There are 194 institutions of higher education in Ohio, more than any other state on a per capita basis, and there are 95,000 degrees conferred each year to associate, bachelor, and graduate students. Ohio ranks fourth in integrating technology, especially information technology, into its education system, according to the State New Economy Index, providing for a competitive, technology-based workforce.

Wherever you locate in Ohio, you’ll be close to community colleges and technical centers where your workforce can receive continuing training. With more than half a million students enrolled in Ohio universities, the state is preparing the workforce of the future.



Leading Ohio Manufacturers

Abbott Labs

AK Steel

Alcoa

Behr

Berkshire Hathaway

Boehringer Ingelheim

Bridgestone

British Petroleum

ConAgra Foods

Cooper Tire & Rubber

Crown Equipment

Chrysler

Dana

Delphi

Diebold

Eaton

Emerson Electric

Ford

GE Aviation

General Electric

General Mills

General Motors

Goodrich

Goodyear Tire & Rubber

HJ Heinz

Hitachi

Honda

Honeywell International

International Paper

Johnson Controls

Kubota Tractor

Lear

Lincoln Electric

Lubrizol

McDermott International

Mitsubishi

Mitsui

Nestle

Newell Rubbermaid

Owens Corning

Owens-Illinois

Paccar/Kenworth

Panasonic

Parker Hannifin

PCC Airfoils

PPG Industries

Procter & Gamble

Reed Elsevier/Lexis Nexis

Republic Engineered Products

Rockwell Automation

Sherwin-Williams

Siemens

Swagelok

Timken

Wheeling-Pittsburgh Steel

Whirlpool

Worthington Industries

Yokohama Tire

“At Eaton, we view change as a source of strength. Ohio provides a healthy environment for businesses to innovate, adapt and prosper.”

Alexander M. Cutler
Chairman and CEO
Eaton Corporation

Companies in bold italics are Fortune 1000 companies headquartered in Ohio. In total, there are 60 Fortune 1000 companies based in Ohio; the fifth-highest concentration of headquarters among the 50 states.



“We brought our light controlling technology to market much more quickly with help from Ohio. That made the venture profitable more quickly as well.”

Bahman Taheri
CEO
AlphaMicron, Inc.



Ohio's public-private support eliminates obstacles, accelerates start-up, and feeds business growth.

While some U.S. states only broker a landlord-tenant relationship, Ohio acts in full partnership with our corporate citizens to better help our companies succeed. Ohio's recent landmark tax reform, for example, fulfills the business community's request to transition the state to the lowest business taxation in the U.S. Midwest.

The reform eliminates Ohio's corporate income tax by 2010 so businesses will pay a very low tax on sales within Ohio. Reforms to Ohio's legal system also encourage business investment through reduced legal, insurance, and health care costs.

Companies in Ohio engage in frequent dialogue at both the local and state levels of government to ensure their needs are being addressed. Economic development professionals throughout the state stand ready to assist your company with everything from site identification to the construction permitting process and pre-screening of prospective employees.

Ready sites make you profitable faster.

Ohio's Job Ready Sites program accesses state funding to support infrastructure creation at sites throughout the state, adding to the already abundant supply of industrial parks within state borders. The Ohio Certified Sites program provides an independent, third-party guarantee that certified sites offer the appropriate infrastructure for a variety of uses, giving you added confidence that your new facility will be completed on or ahead of schedule.

The Ohio Department of Development and members of Team Ohio, an organization of state, regional, and local economic development organizations, can provide personal assistance to help you find the ideal site or building for your manufacturing, distribution, or sales operation. A Web-based inventory of available sites and buildings is available at www.ohiosites.com.

Technical assistance programs move your new products and technologies to market sooner.

Ohio has invested in facilities and expertise that provide companies with access to unique resources to improve efficiencies and help develop and commercialize new technologies. Some of these resources include:



Edison Technology Centers

Ohio hosts The Edison Welding Institute, TechSolve, Inc., and five other Edison Technology Centers across the state that focus on process and product innovation and commercialization in support of key industries.

The Edison Welding Institute in Columbus, Ohio is the leading engineering and technology organization in North America focused on research and development of materials joining. The \$30 million enterprise supports industry including heavy manufacturing and fabrication as well as automotive among its 400-500 annual projects on behalf of member companies.

TechSolve, Inc. in Cincinnati, Ohio manages the largest independent machining laboratory in the United States, providing machining consulting, testing, and research and development services to industry, as well as providing Lean and Six Sigma process improvement training and consulting services.

Ohio Third Frontier

Launched in 2002, Ohio Third Frontier is a 10-year, \$1.6 billion initiative to expand Ohio's high-tech research capabilities. The program is instrumental in building world-class capacity by financing manufacturing technologies in line with the changing global economy. Ohio Third Frontier benefits Ohio companies by supporting early-stage capital and new product development as well as the financing of advanced manufacturing technologies for existing industries. Already, Ohio Third Frontier has helped to create, assist, and/or attract more than 380 early-stage companies. It has leveraged more than \$2.4 billion in private and federal dollars with a leverage ratio of 8.4:1.

Wright Centers of Innovation

Part of the Ohio Third Frontier initiative, Ohio's Wright Centers combine the resources of higher education institutions, nonprofit research centers, and companies in the state through grant-funded projects. The resulting programs work toward commercial development in bioscience, engineering, and physical science.

Business incentives reduce your risk.

Ohio's incentive programs for expanding businesses include low-interest financing programs for new capital investments in Ohio, corporate income and property tax exemptions, financial support for employee training, and assistance with infrastructure completion for new facility locations.

Professional services simplify the investment process.

Ohio provides a superior corporate support system of lawyers, accountants, and bankers experienced with assisting investors. Ohio's economic development experts can help link your company to professionals who handle financing and legal arrangements as well as provide assistance with electric, gas, rail, and other utility needs. They also can connect you with technical and research organizations and provide information regarding foreign trade zones, economic development incentives, and workforce programs.

Supplier services keep your operation running smoothly.

Ohio has a world-class supplier network that can provide all of the services your company needs for sub-contracting, packaging, shipping, and equipment maintenance.

“Microchannel processing will have a major impact on energy and chemical industries, greatly improving their efficiencies. Ohio has helped us bring this important technology to market quickly.”

Wayne Simmons
CEO

Velocys Inc.



“Every day we see our work reflected in the world around us... in the environmental benefits of healthy lawns and gardens and the lives that are enriched through gardening. We believe there is no better business to be in than ours, and no better place from which to conduct business than Ohio.”

James Hagedorn
Chairman and CEO
The Scotts Miracle-Gro
Company

Love Your Life in Ohio.

Ohio's outstanding quality of life attracts and retains the best talent for your company.

More time to enjoy with family and favorite activities.

Ohio supports both professional and personal activity in an ideal balance of corporate climate and lifestyle opportunities. Ohio is unique among U.S. states in offering multiple major metropolitan areas all within easy distance of one another, balanced with convenient suburban communities and tranquil rural areas. Because the population is distributed throughout the state, commutes to work are shorter and less intense than in most major U.S. cities, leaving ample time for more enjoyable activities.

Diverse culture makes everyone feel welcome.

Ohio's urban areas offer an increasingly diverse cultural setting and throughout the state Ohioans are known for welcoming and embracing new residents from all over the world. International cuisine and entertainment can be found in all of Ohio's major cities, which also offer world-class shopping.

Enjoy a broad range of outdoor sports and activities.

Ohio's recreational opportunities include more than 800 public and private golf courses, 74 state parks complete with hiking and biking trails, and stunning natural scenery along the Lake Erie shoreline and Appalachian foothills. Eight Major League sports teams call Ohio home, including two Major League Baseball teams and two NFL football teams. Camping, hiking, fishing, and hunting are all popular activities in Ohio.



“As we have grown our business globally, Timken has been proud to call Ohio home. The consistent combination of a talented workforce, a commitment to innovation and a rewarding lifestyle make Ohio the place to turn for great business opportunities.”

Tim Timken
Chairman
The Timken Company



Relax with world-class cultural amenities.

Ohio offers the comedy, music, and drama of Broadway theater. Its art museums in large and small cities alike offer collections ranging from ancient artifacts to cutting-edge contemporary works. The amazing Cleveland Orchestra is ranked among the top five in the world, and Ohio’s varied botanical gardens offer relaxation among scenes of exquisite natural beauty.

Outstanding health care, education, and safety services keep life secure and satisfying.

Combined with statewide access to excellent health care, education systems, and safe communities, Ohio’s lifestyle opportunities make it hard for other states to compete.

Greater access to the information you need and want.

Ohio is not only wired for business but provides an outstanding consumer information technology infrastructure, with seven Ohio cities ranked highly in Intel Corporation’s “Most Unwired Cities” assessment of wireless connectivity accessibility.

A low cost of living makes life richer.

Ohio’s cost of living is below the national U.S. average and the three largest metropolitan areas in the state – Cleveland, Columbus, and Cincinnati – all rank among the top 10 lowest-cost real estate markets in the country. Money simply goes further in Ohio, providing for a more affordable, quality life experience.



“There are many cities and towns around the world that P&G people call home, but Ohio has always been home to our corporate headquarters. We’re proud of our Ohio history and committed to a future of growth in Ohio.”

A.G. Lafley
Chairman of the Board,
President and Chief
Executive

The Procter & Gamble
Company



You're welcome in Ohio.

If you're concerned about how your company will fit into Ohio as a foreign firm, don't be. Ohio views companies locating in Ohio as full partners to be warmly welcomed to the community both professionally and personally. For proof, you need look no further than the many companies – and their employees – that have become an integral part of the state and the communities where they live and work. Companies like Honda, Boehringer Ingelheim, BASF, LuK, Thyssen Krupp, and more. All are known around the world and all are feeling right at home in Ohio. Come join us to discover the State of Perfect Balance.

To learn more about establishing operations in Ohio, contact the Ohio office nearest you. An Ohio business representative will help you get the information you need and partner with you to find the ideal Ohio location for your business.

Ohio International Offices

Ohio Department of Development

77 South High Street
Columbus, Ohio 43215 U.S.A.
www.ohio.gov
www.OhioMeansBusiness.com
www.development.ohio.gov
+1 (614) 466-4551 or (614) 466-5017

Ohio Canada Office

Toronto, Ontario, Canada
E-mail: Canada@development.ohio.gov

Ohio Mexico Office

México City, México
E-mail: Mexico@development.ohio.gov

Great Lakes Trade Office in Brazil

São Paulo, Brazil
E-mail: Brazil@development.ohio.gov

Great Lakes Trade Office in Chile

Santiago, Chile
E-mail: Chile@development.ohio.gov

Representative in Argentina

Buenos Aires, Argentina
E-mail: Argentina@development.ohio.gov

Ohio Europe Office

Brussels, Belgium
E-mail: Europe@development.ohio.gov

Great Lakes Trade Office in South Africa

Johannesburg, South Africa
E-mail: SAfrica@development.ohio.gov

Ohio Eastern Mediterranean Regional Office

Tel Aviv, Israel
E-mail: EasternMed@development.ohio.gov

Ohio India Office

Main Office: New Delhi, India
Other Locations: Ahmadabad, Bangalore, Chennai, Hyderabad, and Mumbai
E-mail: India@development.ohio.gov

Ohio China Centers

Shanghai and Beijing
E-mail: China@development.ohio.gov

Ohio Office of East and Southeast Asia

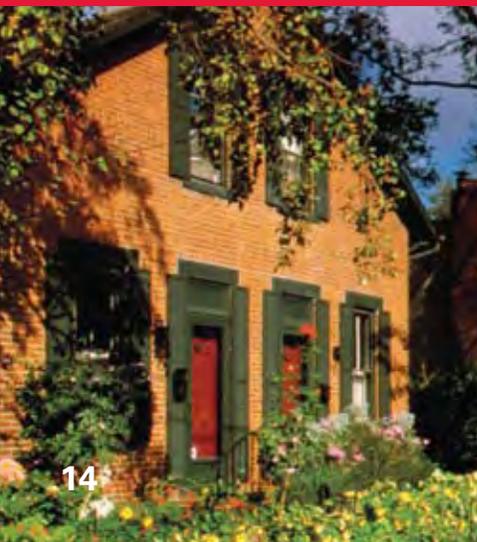
Wanchai, Hong Kong
E-mail: SEAsia@development.ohio.gov

Ohio Japan Office

Tokyo, Japan
E-mail: Japan@development.ohio.gov

Ohio Australia Office

Sydney, Australia
E-mail: Australia@development.ohio.gov



International Corporate Investment in Ohio

There are more than 1,000 companies in Ohio with international ownership from 28 different countries around the world. A selection of these companies is provided below.

For a complete listing visit <http://www.development.ohio.gov/research>

AUSTRALIA/ NEW ZEALAND

Ansell International
Brambles Industries
Fisher & Paykel
Appliances
Broken Hill Proprietary Co
Visy Industries

AUSTRIA

Bohler-Uddeholm AG
Ebner Industrieofenbau
GmbH
Emco Maier GmbH
MIBA
RHI AG

BELGIUM

Barco
NV Bekaert SA
Deceuninck Plastics
Industries NV
Glaverbel SA
Solvay

CANADA

Alcan
Dofasco
Extrudex Aluminum
GTC Transcontinental
Magna International
Patheon
Polyair Interpack
Quebecor World
Taylor Steel
Thinkpath
Windsor Mold

CHINA

DSG International
Eastern Tools &
Equipment
Fushun
Delta Group
Advantech Corp
Kenda Rubber Industries
Seika Electric

DENMARK

Enkotech AS
Maersk
Radiometer Copenhagen

FINLAND

Amer Sports
Huhtamake
Kone Corporation
Outokumpu Copper

FRANCE

Air Liquide
Atys
Bacou-Dalloz
Capgemini
Chargeurs
Essilor
Faurecia
Lafarge SA
L'Oreal
Midial SA
Saint Gobain
Schneider SA
Valeo

GERMANY

BASF
Bayer
BMW
Behr
Boehringer Ingelheim
Continental AG
Demag Plastics
Grob-Werke
HBC-Radiomatic
LuK
Pepperl and Fuchs
Rittal Werk
Robert Bosch
Siemens AG
Thyssen Krupp

INDIA

Jindal Strips & SB
International
Patni
Tata Group

IRELAND

Jefferson Smurfit Group
CRH

ISRAEL

MDG Medical
Retalix
Symbionix

ITALY

Brevini Riduttori SpA
Eurand
Gapi Srl
Italcementi Group
Luxottica Group SpA
M & G Polymers
O.M.A. Srl
Parmalat
SAES Getters
Saeco
Salvagnini Italia

JAPAN

Bridgestone
Fujitec
Hitachi Metals
Honda Motor
Isuzu Motor
Mitsui Chemicals
Mitsubishi
Nissin Kogyo
Otsuka Pharmaceuticals
Shinetsu Chemical
Showa
Stanley Electric
Tokai Rubber Industries,
Yamashita Rubber

MEXICO

CEMEX
ICH
Grupo IMSA SA de CV
Sanluis Rassini

NETHERLANDS

ABN Amro
Ahold N.V.
Akzo Nobel N.V.
Philips N.V.
Royal Dutch Shell
SHV Holdings
Tema
VMI

NORWAY

Aker ASA
Elkem AS
Norsk Hydro

PANAMA

Norlin Group

SOUTH KOREA

Dong Yang Tinplate
Hyundai Mobis
Hyundai Heavy Industries
Kumho Industrial
Samu Dies Corporation
Scriptel
Seoil Industrial
Yudo Group

SWEDEN

Electrolux
Perstorp
Trelleborg AB
Viking Sewing Machines
Volvo

SWITZERLAND

Asea Brown Boveri
Givaudan Roure
Haag-Streit AG
Kuhne and Nagel AGA
Laufen Keramik AG
Mettler-Toledo Group
Nestle SA
Rieter Automotive System

THAILAND

Hana Microelectronics

UK

British Petroleum
GKN
Glaxo Smith Kline
Imperial Chemical
Industries
Marconi
Morgan Crucible
National Grid
Pilkington
Reed Elsevier
Renold Power
Transmission
Rolls Royce Energy
Shire Pharmaceuticals
Signet Group
TI Group
Unilever

Locate in Ohio, you'll build a profitable business. And you'll enjoy a rich, full life.

Easy access to profitable markets lowers your cost of doing business.

A strong supply chain across numerous key industries improves your efficiencies and profits.

An abundant, skilled labor supply improves productivity, quality, and profit.

Public-private support eliminates obstacles, accelerates start-up, and feeds business growth.

Ohio's outstanding quality of life attracts and retains the best talent for your company.

To learn more about establishing operations in Ohio, contact the Ohio office nearest you. An Ohio business representative will help you get the information you need and partner with you to find the ideal Ohio location for your business.

Ohio Department of Development

77 South High Street, Columbus, Ohio 43215 U.S.A.

Phone: (614) 466-4551 or 1-800-848-1300

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Ted Strickland, Governor

Lee Fisher, Lieutenant Governor

