

Mentor

MEANS BUSINESS OHIO • USA



OHIO BUSINESS DEVELOPMENT AND VENTURE CAPITAL STUDY TRIP FOR IRISH AND UK COMPANIES

9-12, OCTOBER 2023

The City of Mentor is a manufacturing and retail leader in the state of Ohio with a strong concentration of research and development, engineering, and metalworking firms serving the advanced manufacturing, aerospace, polymer, and biomedical industry clusters. Nearly 300 manufacturers have chosen Mentor as their home. The mission of the Mentor International Trade Initiative is to assist Mentor-based companies who seek to expand or develop new export markets as well as foster trade relationships with international partners.

Numerous companies doing business in international markets call Mentor home. STERIS Corporation (which was founded in Mentor in 1985), Avery-Dennison, Lincoln Electric, Parker Hannifin, Component Repair Technologies, DeNora Tech, Orbis Corporation, PCC Airfoils, Buyers Products, Volk Optical, Siemens - all have a presence in the City of Mentor.

Internationally recognized research institutions, including the prestigious Cleveland Clinic and Case Western Reserve University, provide Mentor companies a world-class platform for research, design, and innovation.

WHY YOU SHOULD ATTEND

"The City of Mentor went out of their way to accommodate my business interests – scheduling B2B meetings, interactions with important players in the healthcare ecosystem, and providing me expert evaluation of my physical therapy product. My travel to Mentor was immensely valuable to me and my company and I would highly recommend others interested in the US market to do the same."



Dr. Shameem Sampath
Ai Rehab, Ltd.



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STUDY TRIP ITINERARY

Please note: Exact itinerary dates are adjustable and may also be constructed to closely coincide with travel to other US-based conferences or expos.

The City of Mentor will work with you to design a bespoke itinerary oriented to your business development needs, including meeting with potential partners and customers, organizing meetings with experts in your field, and learning about how to approach investment in the US.

A sample itinerary may include:

SUNDAY, 8 OCTOBER

Arrival in Mentor, Ohio, USA

MONDAY, 9 OCTOBER

Morning Sessions – briefings from local government officials, Team NEO, JobsOhio on opportunities for companies and incentives for investment and growth in Mentor and Northeast Ohio.

Luncheon Session – with area workforce development partners including review of workforce development, apprenticeship, and labor development programs with area experts.

Afternoon Sessions – scheduled around specific meetings with important players from the specific economic ecosystem, (for example, healthcare would include meeting with the Cleveland Clinic and University Hospitals) venture capital information, and area experts to discuss and review products. Proposed tours of area companies.

TUESDAY, 10 OCTOBER

Morning Session – reserved for business-to-business (B2B meetings and opportunities specifically tailored and organized to each company through discussions with the City of Mentor's International Trade Initiative personnel.

Afternoon Session – proposed tours of area companies including STERIS and Avery-Dennison North American HQ in Mentor and the newly-completed Cleveland Clinic Mentor Hospital. Meet directly with regional higher educational institutions, including nationally-recognized research powerhouse Case Western Reserve University (CWRU) and learn about collaborative opportunities.

WEDNESDAY, 11 OCTOBER

OHIO VC FEST (www.ohiovcfest.com)

Your visit to Mentor includes registration for the inaugural Ohio VC Fest, presented by Jumpstart Ventures - a unique opportunity for international companies looking to locate in our area.

Ohio VC Fest is a high-energy, two-day event that celebrates Ohio's growing technology, innovation and investing community while showcasing the region as THE destination for tech startups and venture capital investments.

Build connections and establish partnerships with investors, institutions, corporations and entrepreneurs across Ohio.

Companies will be matched with potential investors and other founders for 1:1 meetings.

THURSDAY, 12 OCTOBER OHIO VC FEST

VC Fest continues - and participating companies may still be able to continue with B2B business meetings or choose to explore other opportunities.

REGISTRATION & INQUIRIES

To learn more about the Ohio Study Trip and to register for additional information, please visit www.mentormeansbusiness.com/conferences or contact Mr.

Kevin Malecek, Director of Economic Development and International Trade, at +1 440.974.5736 or malecek@cityofmentor.com.



The Ohio Business Development Study Trip provides companies with the chance to actively explore investment opportunities in Northeast Ohio and the City of Mentor, connect directly with potential customers, partners, and resources, network with the regional economic ecosystems, and hear from experts in the field, while exploring the potentials of one of the largest consumer markets in the world, the United States.



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