



City of
Mentor
International Trade Initiative

**HELPING BIOMEDICAL COMPANIES
FIND A HEALTHY BOTTOM LINE**



A BIOMEDICAL HUB

The Northeast Ohio region is home to some of the leading medical institutions in the United States, including the Cleveland Clinic, and the region has developed one of the nation's most important biomedical clusters.

Over 700 biomedical firms are located there, including over 400 medical device manufacturers specializing in imaging, neuro-stimulation, orthopedics, cardiovascular, and sterilization. Among these are world leaders such as General Electric Healthcare, Siemens, Toshiba, Hitachi, Philips Healthcare, and STERIS. STERIS Corporation was founded in Mentor in 1985 and is today a global leader in infection prevention, contamination control, surgical and critical care technologies.

Internationally recognized clinical research institutions, including the prestigious Cleveland Clinic, who is building a medical campus in Mentor, University Hospitals, and Case Western Reserve University, provide Mentor biomedical companies a world-class platform for research, design, and innovation.

Ohio's commitment to supporting investment, and these centers of excellence and innovation, have driven Ohio's biomedical industry to grow by 59% since the year 2000, now employing over 80,000 experienced workers.

Mentor, Ohio is strategically located in the heart of this cluster and is ready to assist international biomedical and medtech companies to invest for success.

If you are a biomedical company considering expanding into the USA, it is difficult to beat Mentor as a base for your operations. Manufacturing costs are low and, by joining this well-established cluster, you will immediately benefit from the region's stable and experienced workforce. You will also receive a warm welcome from local government leaders who are pro-business and committed to ensuring your ongoing economic success.

We welcome you to learn more how the City of Mentor is helping medical companies find a healthy bottom line.

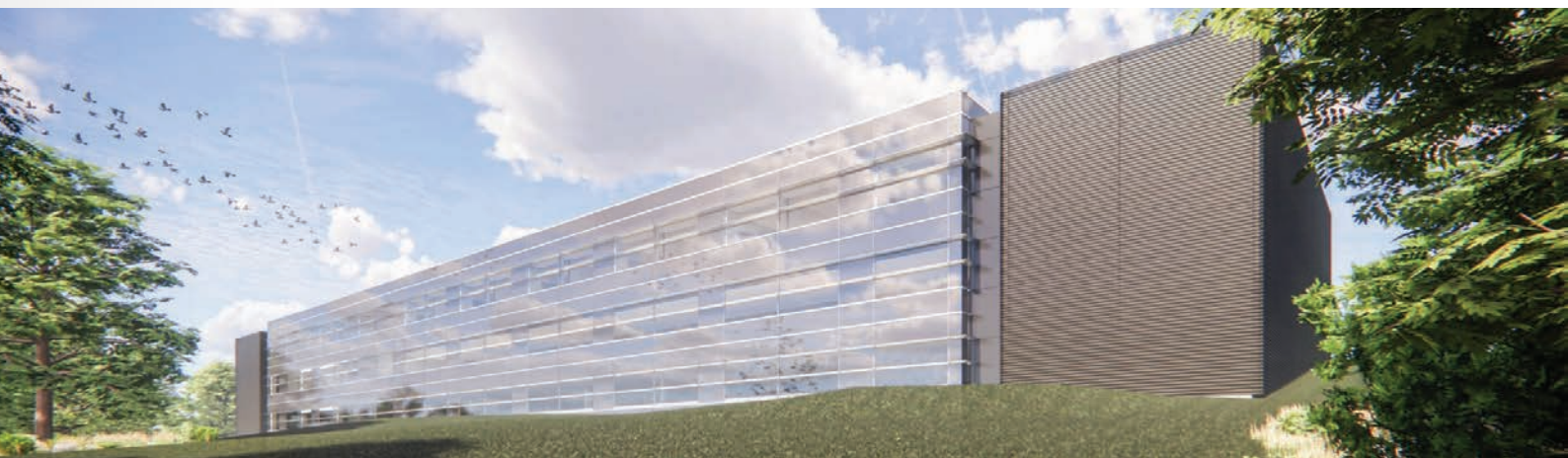
www.mentormeansbusiness.com

TOP MENTOR BIOMEDICAL COMPANIES

- STERIS Corporation
- US Endoscopy
- Frantz Medical
- Integrated Medical Solutions
- WS Tyler
- RB Medical Supply
- Volk Optical
- North American Coating Labs
- Micro Laboratories

IN THE NEWS

- For the fifth year in a row, Cleveland Clinic placed among the nation's best hospitals overall, earning the No. 2 ranking in U.S. News & World Report's "2020-21 Best Hospitals."
- The Cleveland Clinic consistently ranks among the world's leading hospital systems for multiple specialties, research, innovation, and licensing.
- The Cleveland Clinic's newest hospital is currently under construction in Mentor, Ohio, further solidifying their working partnership.
- Case Western Reserve University spends over \$300 million annually in sponsored research projects and is among the top 20 private research institutions in the U.S. based on federal R&D spending. They have nearly 300 recent industry partners.
- Forbes has ranked Ohio as among the best states for startup, cost of doing business, and quality of life.



An Ideal Location For Your Business



MENTOR, OHIO USA

*A Strategic Location Where
Global Companies Succeed*

- Mentor is located just 20 minutes northeast of downtown Cleveland, Ohio.
- Direct access to multiple major interstate highways, national railways, international and general aviation airports
- 30 kilometers from the deepwater Port of Cleveland, Ohio, which handles over 13 million tons of containerized and uncontainerized cargo annually and offers an express route to Europe connecting the Great Lakes to the Port of Antwerp
- Located within 800 kilometers of 50% of the US population
- Direct access to USMCA Trade Partners
- Foreign Trade Zone designation

READY TO WORK

Mentor maintains a skilled and stable workforce. Our residents are more highly educated, enjoy a higher median income, and have a higher home ownership rate than both the US and Ohio average.

Mentor Public Schools are highly effective and nationally recognized. There are also a number of local technical training facilities dedicated to advanced manufacturing and engineering technology.

READY TO BUILD

Mentor has eleven industrial parks and over 3,200 acres zoned for manufacturing use. Available greenfield sites up to acres, in addition to a full range of facilities available for immediate occupancy.

READY TO INNOVATE

The area is home to world class educational, research, and medical institutions including Case Western Reserve University, NASA Glenn Research Center, the Cleveland Clinic, University Hospitals, and the Edison Biotechnology Center.

READY TO SUPPORT

Mentor offers a variety of attractive economic incentives that include tax abatement, tax credits, direct grants, infrastructure improvements and public financing, including our International Passport Grant for international companies looking to invest.

READY TO SAVE

Mentor offers a fantastic quality of life as well as a low cost of living. You can conduct business in Mentor at a fraction of the cost of what you'd spend in New York or California.

READY TO EXPERIENCE

Mentor is a beachfront community consistently ranked among the best places to live in America. We offer affordable housing, scenic natural beauty, diverse outdoor activities, outstanding recreational facilities, as well as robust shopping and dining options.

Regional attractions include a world class orchestra, museums, professional sports teams, and much more.

Contact us today to learn more about why Mentor is the ideal location for your operations.



What International Business says about Mentor

"What I really liked about Mentor is that there was a 'can-do' attitude which I hadn't come across anywhere else in North America - the City understands what is required for an international business to come into the area and have been totally supportive in so many different areas...why would I be anywhere else?"

- Keith Fawdington, CEO, UVAMED/Rainbow Trays

AT A GLANCE

47,450

Population

260,487

Consumers within primary retail trade area

1,700

Number of Businesses

300

Manufacturers, 7th Largest in Ohio

\$2.5 Billion

Annual Manufacturer Shipments

325+

Retailers. Ranked 6th in Retail Sales Volume in the State of Ohio with over \$1.5B in annual sales

170

Eateries, Ranked 7th in Ohio. 1st per capita.

3.2 Million

Square Feet Retail Development.

32

Shopping Centers

93%

Secondary Education Graduation Rate

\$172,400

Median Home Value

\$72,615

Median Household Income

Sources: Claritas, Inc. PRIZM, Inc., City-Data.com, census.gov

MENTOR FACTS

Settled in 1797 and incorporated in 1963. The city's name originates from ancient Greek literature; Mentor was the tutor of Telemachus, the son of Odysseus.

Mentor is the home of the 20th President of the United States, James A. Garfield.



EVERY BUSINESS NEEDS A MENTOR

By choosing the City of Mentor, Ohio as a point of entry into the USA market, you gain an immediate competitive advantage. Mentor offers international companies a “soft landing” by providing or arranging immediate access to trusted and affordable providers of professional services important to foreign investors. These include:

- Site selection assistance, including identifying affordable office, production, warehousing, wet lab, or clean room space
- Employee recruitment and access to specialized worker training
- Banking and accounting services, including personal banking
- Immigration and visa assistance, business startup, intellectual property protection, and other legal services
- Translation assistance and language training
- Payroll and HR services
- Housing and driver licensing assistance

We start working for you immediately by lowering the cost of doing business. Mentor and the state of Ohio provide financial assistance that includes grants based on job creation and investment, tax credits, lower-interest loans, property tax abatement, and public infrastructure improvements needed for your project. Ohio enjoys one of the lowest overall business tax burdens among the 50 states. You can also immediately locate in an established Foreign Trade Zone and near a deep-water port with regular, expedited service to Europe.

Our commitment does not stop once you are established. Mentor companies enjoy a close working relationship with local government in a business-friendly atmosphere. We are a “trusted partner” committed to your success and growth. Mentor provides services directly or enjoys close relationships with providers that can help you expand or broaden your market once here. These include:

- Introductions and networking with Northeast Ohio’s healthcare ecosystem, including hospitals and universities
- Export & Import Assistance
- Domestic market research
- Identifying venture capital and angel investors
- Partnering with higher education institutions for R&D and commercialization
- Connecting you to a community of international companies in and around our borders to share common challenges and best practices
- Connecting you to local consulates
- Providing direct access to local government leadership

So, consider the City of Mentor as your gateway to Ohio’s MedTech Innovation Corridor. Whether you are an early-stage company or already have a global presence, Mentor has a wide range of services tailored to meet your needs - because everyone needs a business Mentor.



DIGITAL DOWNLOAD

Read how direct investment in the City of Mentor has led to success with a number of internationally owned businesses.



CITY OF MENTOR

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