

**For Immediate Release:**  
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## Registration Open for the Sixth Annual Ohio Business Matchmaker Conference

**Columbus** – Registration is now open for the sixth annual Ohio Business Matchmaker Conference, which will take place March 22 and 23, 2011 in Dayton. The conference links small business participants with government agencies and prime contractors for potential contracting opportunities.

Sponsors of the event include the Ohio Department of Development's Entrepreneurship and Small Business Division and Minority Business Enterprise Division, along with the Small Business Administration Columbus District Office. The event will be Tuesday from 1 to 5 p.m. and Wednesday from 8 a.m. to 4 p.m. at the Wright State University Nutter Center, 3640 Colonel Glenn Highway.

The Ohio Business Matchmaker Conference provides small businesses with a unique opportunity to meet buyers and sellers of goods and services. Small businesses will present capability statements and learn about purchasing processes. The participating buyers represent city, state, county, and federal agencies, as well as prime contractors and other organizations and businesses with combined purchasing budgets representing hundreds of millions of dollars.

In addition to one-on-one matchmaking meetings, the event offers training for small businesses on topics such as doing business with government agencies, reading solicitations, certifications and registrations, marketing to prime contractors, working with joint ventures, and other business opportunities. Additional co-sponsors of the 2011 Ohio Business Matchmaker Conference are Check Ohio First, the City of Dayton, the Aeronautical Systems Center, the Ohio Business Connection, the Southern Ohio Procurement Outreach Center, and the Defense Logistics Agency.

Studies continue to show that government agencies and prime contractors are challenged with securing a diverse and qualified supplier base, needed to meet or exceed their mandated small business contracting goals. The biggest hurdles for most small businesses are identifying where opportunities exist and how to capture those opportunities.

The objective of the 2011 Ohio Business Matchmaker conference is to provide small business participants with potential contracting opportunities with government agencies and prime contractors. This conference will assist in helping the agencies to achieve their mandated contracting and subcontracting goals by identifying potential sources of supply. Last year more than 1,800 participants, including more than 1,400 individual small businesses, took part in one-on-one meetings with more than 250 buyers.

The deadline to register for the conference is Tuesday, March 8, 2011. The registration cost is \$50.00 and a box lunch will be included in the purchase price.

For more information about the Ohio Business Matchmaker Conference or to register, visit [www.ohiobizmatch.com](http://www.ohiobizmatch.com), or contact the Ohio Small Business Development Center at (614) 466-2711 or via e-mail at [sbdcreports@development.ohio.gov](mailto:sbdcreports@development.ohio.gov).

*The Entrepreneurship and Small Business Division provides innovative programs and services to Ohio entrepreneurs and small business owners through effective communication, collaboration, creativity, and technology support to encourage sustainable growth.*

*The Ohio Department of Development's **Minority Business Enterprise Division** works to create a business environment in Ohio that assists in the growth and development of minority-owned, female-owned, and small businesses to help them obtain financing, bonding, and contracts in the public and private sector.*

*Working with our partners across business, state and local governments, academia, and the nonprofit sector, the **Ohio Department of Development** works to attract, create, grow, and retain businesses through competitive incentives and targeted investments. Engaged every day in marketing, innovating, investing, and collaborating, the **Ohio Department of Development** works at the speed of business to accelerate and support the teamwork that is necessary for success by providing financial, informational, and technical assistance to those making an investment in Ohio's future.*

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