

John R. Kasich
Governor

Mark D. Kvamme
Director

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Ohio Business Matchmaker Conference to Include U.S. Department of Homeland Security Official

Columbus – The sixth annual Ohio Business Matchmaker Conference will take place March 22 and 23, 2011, and will feature U.S. Department of Homeland Security's Under Secretary for Management, Rafael Borrás, who will speak on the upcoming opportunities small businesses have to contract with government agencies and prime contractors.

Borrás oversees management of the Department of Homeland Security's \$56 billion budget and controls the department's \$17 billion in acquisitions and procurement. He is responsible for the oversight of the department's information technology, enterprise architecture, facilities, property, and equipment, as well as other material resources, personnel, operations, and directing personnel programs. Borrás will discuss upcoming procurement opportunities with the U.S. Department of Homeland Security.

The objective of the 2011 Ohio Business Matchmaker Conference is for small businesses to network with buyers and sellers of goods and services. This conference will help the agencies 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.

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.

Sponsors of the event include the Ohio Department of Development's Entrepreneurship and Small Business Division and the Minority Business Enterprise Division, along with the Small Business Administration Columbus District Office. Additional co-sponsors of the conference are Check Ohio First, the Aeronautical Systems Center, the Ohio Business Connection, and the Southern Ohio Procurement Outreach Center.

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, Dayton, Ohio.

For more information about the Ohio Business Matchmaker Conference, visit www.ohiobizmatch.com or contact the Ohio Small Business Development Center at (614) 466-2711 or via e-mail at 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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Media contacts: Bethany McCorkle at (614) 466-6619 or
the Communications and Marketing Office at (614) 466-2609

Office of Communications & Marketing • 77 South High Street • P.O. Box 1001 • Columbus, Ohio 43215 • U.S.A. • 614 | 466 2609

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