

**John R. Kasich**  
Governor

**Christiane Schmenk**  
Director

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## **Director Schmenk to speak at Ohio Business Matchmaker Conference** *7<sup>th</sup> Annual Business Matchmaker provides Ohio's small businesses networking opportunities*

**COLUMBUS** – Christiane Schmenk, Director of the Ohio Department of Development will speak at the seventh annual Ohio Business Matchmaker Conference on Wednesday, March 21, 2012. The Ohio Business Matchmaker Conference runs from Tuesday, March 20, 2012 to Wednesday, March 21, 2012 from 7:00 a.m. to 4:30 p.m. at the Wright State University Nutter Center in Dayton.

“Small businesses are the backbone of Ohio’s economy,” said Schmenk. “The Matchmaker Conference provides a forum for building networks which connect small businesses with new customers and suppliers. Building these relationships is essential to helping small businesses grow, expand, and create new jobs.”

The objective of the 2012 Ohio Business Matchmaker Conference is for Ohio’s small businesses to network with buyers and suppliers of goods and services. The participating buyers represent city, state, county, and federal agencies, as well as prime contractors and other organizations with combined purchasing budgets representing millions of dollars in opportunities. This conference will help the agencies achieve their mandated contracting and subcontracting goals by identifying potential sources of supply.

In addition to one-on-one matchmaking meetings, the event offers training for small businesses on topics such as securing business with federal government prime contractors, reading solicitations, expanding sales through exporting, opportunities for veterans, and other business opportunities.

“The Matchmaker is an excellent way for small businesses to meet potential buyers of their products or services,” said Kenneth Klein, Deputy District Director of the U.S. Small Business Administration Columbus District Office.

Last year more than 1,140 participants, including more than 1,150 individual small businesses, took part in one-on-one meetings with more than 250 buyers.

Sponsors of the event include the Ohio Department of Development’s Office of Business Assistance and Small Business Development Centers Network of Ohio, along with Check Ohio First, and the Ohio Oil and Gas Association. The Small Business Administration Columbus District Office is a participant of this event.

For more information about the Ohio Business Matchmaker Conference, visit [www.ohiobusinessmatchmaker.com](http://www.ohiobusinessmatchmaker.com) or contact the Ohio Small Business Development Center at (614) 466-2711.

*The **Office of Business Assistance**, located within the Ohio Department of Development’s Business Services Division, provides resources to create, grow, and develop Ohio’s small- and minority-owned business community, as well as provide export assistance to Ohio companies.*

*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 to accelerate and support the teamwork that is*

*absolutely necessary for success by providing financial, informational, and technical assistance to those making an investment in Ohio's future.*

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