

**For Immediate Release**  
February 26, 2014**Contact:** Stephanie Gostomski at (614) 466-6619  
[Stephanie.Gostomski@development.ohio.gov](mailto:Stephanie.Gostomski@development.ohio.gov)**Millions of Dollars in Contracts Available for Ohio Small Businesses**  
*9<sup>th</sup> Annual Business Matchmaker provides Ohio small businesses networking opportunities*

It's where government and businesses come together, and it's time for Ohio businesses to register. The Ohio Business Matchmaker runs from 12:30 p.m. on Tuesday, April 22, 2014 to 4:30 p.m. Wednesday, April 23, 2014 at the Hope Hotel, just outside the Wright Patterson Air Force Base in Dayton.

"This is a great opportunity for Ohio businesses to support and grow other Ohio businesses," said David Goodman, director of the Ohio Development Services Agency. "Not only do we provide small businesses access to numerous buyers at once, we're finding out what goods and services they provide in advance to connect them with the proper buyers."

The purpose of the conference is to help Ohio small businesses get contracts. The Small Business Administration (SBA) and the Ohio Development Services Agency partner on this event to get small businesses in front of government buyers who need their products and services. The participating buyers represent city, county, state and federal agencies, as well as prime contractors and other organizations with combined purchasing budgets representing millions of dollars in opportunities.

"This event is of equal benefit to small businesses and buying agencies," said Martin Golden, SBA Columbus District Office Director. "Government agencies and commercial contractors have the opportunity to meet with small businesses that are currently selling products or services they need and small businesses have the opportunity to find potential customers and learn more about the government procurement process."

In addition to one-on-one matchmaking meetings, the event offers training sessions designed to educate and prepare small businesses for large contract opportunities.

Small businesses can prepare for the event by attending three free webinars being offered at 10:00 a.m. on the following dates:

*Making the Most of the Matchmaker – March 5, 2014*

*Preparing a Winning Capabilities Statement – March 19, 2014*

*Navigating SAM: Tips on the System of Awards Management – April 9, 2014*

Register for the Matchmaker and webinars at [www.checkohiofirst.com](http://www.checkohiofirst.com). Seating is limited, so register early to ensure a spot.

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