

FOR IMMEDIATE RELEASE
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Lt. Governor Mary Taylor to speak Tuesday at Ohio Business Expo

Free networking event at Ohio History Center targeting small, minority- and women-owned businesses

COLUMBUS – Lt. Governor Mary Taylor will “kick off” the *Ohio Business Expo* being held from 10 a.m. to 2 p.m. Tuesday, April 19 at the Ohio History Center, 800 E. 17th Ave., Columbus, 43211. This free networking event supports the continued efforts of the State of Ohio to expand access to state contracts for small, women-owned and minority-owned businesses.

“Connecting the right people with the right resources is critical to successfully growing a business,” said Lt. Governor Taylor. “Small businesses are the backbone of Ohio’s economy and we encourage the collaboration of all the attendees.”

What: *Ohio Business Expo*, a networking event for minority-owned, women-owned and small businesses.

State officials are hosting informational and “matchmaking” sessions to help promote the state’s Minority Business Enterprise (MBE) and Encouraging Diversity, Growth and Equity (EDGE) programs. Businesses will have the opportunity to learn how to do business with the state.

Who:

- Prospective and current MBE- and EDGE-certified businesses (approximately 300 people)
- Procurement representatives from state agencies, boards and commissions and representatives from construction firms
- State officials representing business assistance programs

Agenda: Tuesday, April 19

- 9 a.m. – Registration
- 10 to 10:30 a.m. – Welcome
 - Gregory L. Williams, Deputy Director, Equal Opportunity Division, Ohio Department of Administrative Services
 - Burt Logan, Executive Director and CEO, Ohio History Connection
 - Robert Blair, Director, Ohio Department of Administrative Services

- Ohio Lt. Governor Mary Taylor, Director, Ohio Department of Insurance
 - Jeffrey Johnson, Chief, Minority Business Development Division, Ohio Development Services Agency
 - Gregory Williams
- 10:30 a.m. to 2 p.m. – Expo and computer lab open
 - Business owners network with state procurement officials and representatives from construction firms.
 - On-site computer lab available for attendees to begin completing applications for MBE and/or EDGE certification, recertification and cross certification. Participants will be able to register to receive bid notifications
 - 10:30 a.m. to 12:30 p.m. – Matchmaking appointments
 - Business owners meet one-on-one with state agencies. Appointments may be scheduled during online registration. Limited walk-in appointments will be available.
 - 10:30 a.m. to 1:30 p.m. – Workshops

Developing Business Track

- 10:30 a.m. – Available Financing Programs
- 11 a.m. – How to Form a Successful Joint Venture
- 11:30 a.m. – How to Register to Do Business with the State of Ohio
- 12 p.m. – How to Market to State Agency Contacts
- 12:30 p.m. – How to Use Agency Spending Plans
- 1 p.m. – How to Respond to a State Bid Request

Emerging Business Track

- 10:30 a.m. – Panel Discussion: How Did We Do It? Lessons Learned
- 11:15 a.m. – Strengthening Public-Private Partnerships
- 12 p.m. – How to Do Business with the Ohio Facilities Construction Commission
- 12:45 p.m. – How to Register to Do Business with the State of Ohio

Where: Ohio History Center
 800 E. 17th Ave.
 Columbus, Ohio 43211
 Admission and parking are free.