



Development
Services Agency



Department of Administrative Services

FOR IMMEDIATE RELEASE
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State hosting *Ohio Business Expo* March 25 at Aladdin Shrine Center

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

The State of Ohio spent more money with minority-owned businesses in the past year than ever before and state leaders hope to see that trend continue. 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
- State procurement officials
- Procurement representatives from private companies and state universities
- State officials representing business assistance programs

Agenda: Wednesday, March 25

- 8 a.m. – Registration
- 9 a.m. – Welcome
 - Robert Blair, Director, Ohio Department of Administrative Services
 - Jacqueline T. Williams, Chief, Minority Business Development Division, Ohio Development Services Agency
 - Gregory L. Williams, Deputy Director, Equal Opportunity Division, Ohio Department of Administrative Services
- 9:30 a.m. – Q and A: State officials answer questions submitted during online registration regarding certification, business development and procurement opportunities.
- 10 a.m. to 1 p.m. – Expo open
 - Business owners network with state procurement officials
 - On-site computer lab available for attendees wishing to begin completing applications for MBE and/or EDGE certification, recertification and cross

certification. Participants will be able to register with the Ohio Department of Administrative Services' Office of Procurement Services' eBid System.

- 10 a.m. to noon – 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 to 11 a.m. – Success Stories of Certified MBE Firms
- 11 a.m. – Workshop: How to Form a Successful Joint Venture
- 11:30 a.m. – Workshop: How to Market to State Agencies
- Noon – Workshop: How to Utilize Agency MBE Projection Expenditure Plans
- 12:15 p.m. – Workshop: How to Access Capital
- 12:30 p.m. – Workshop: How to Respond to a State Bid Request

Where: Aladdin Shrine Center
3850 Stelzer Road, Columbus, 43219

Details: Admission and parking are free.

Online registration is encouraged but walk-ins are welcome. To register or learn more about this event or the state's MBE and EDGE programs, visit the Ohio Department of Administrative Services' website at das.ohio.gov/OBERSVP or call 614-466-8380.

For information about the Minority Business Assistance Centers operated by the Ohio Development Services Agency, visit minority.ohio.gov or call 614-466-5700.