

Ohio Business Expo

Sept. 19, 2012

9 a.m. to 3 p.m.

Workshops

Time/Location	Workshop Title/Description
10:30 – 11:30 a.m.	The “Fund”amentals of the Capital Access Loan Programs
Room A	<i>The Ohio Capital Access Program is a loan portfolio insurance program (similar to a loan guarantee) that enables small businesses to obtain credit to help them grow and expand their businesses. Attendees of this workshop will learn about eligibility criteria, operating mechanics and program benefits of the Ohio Capital Access Program.</i>
	Presenter: Allen McConnell, Loan Officer Ohio Department of Development
Room B	Check Ohio First: Are You Registered?
	<i>Check Ohio First is a free matchmaking initiative of the Ohio Department of Development that is designed to take the “buy-local” effort statewide by encouraging small and large companies operating in Ohio to establish buyer and supplier relationships to maximize the benefit to Ohio’s economy. Attendees of this workshop will learn the next steps required to complete a profile description for the free Check Ohio First online directory and the resources available via this business tool.</i>
	Presenter: Wendy Boortz, Program Manager Ohio Department of Development, Check Ohio First
1 – 2 p.m.	The Basics of Joint Venturing and Teaming
Room A	<i>Joint Ventures consist of two or more parties who team to create a new entity for the purpose of executing a particular business opportunity, such as pursuing a government contract. This allows them to leverage resources (staff, management, finances) and jointly present their past performance as a team. Attendees will learn the basics of joint venturing and the guidelines for applying for MBE and/or EDGE certification for this type of enterprise.</i>
	Presenter: Lisa Wood, Director Procurement Technical Assistance Center (PTAC)
	Presenter: Todd McGonigle, MBE/EDGE EEO Program Manager Ohio Department of Administrative Services’ Equal Opportunity Division
Room B	Navigating the State Procurement Website
	<i>Understanding the State of Ohio’s Procurement website is a necessary part of successful contracting. The Ohio Department of Administrative Services’ (DAS) Office of Procurement’s website is a good place for vendors to begin their research. It provides additional information and guidance related to doing business with the State of Ohio. Attendees of this workshop will learn how to navigate the website, identify upcoming contracting opportunities and the steps to becoming a registered bidder or vendor with DAS.</i>
	Presenter: Lynnise Smith, Preference Programs Manager Ohio Department of Administrative Services’ General Services Division: Office of Procurement Services

For more information regarding the Ohio Business Expo, contact the Ohio Department of Administrative Services’ Equal Opportunity Division at 614.466.8380. To register today, visit: www.development.ohio.gov/OBERSVP.