


April 25, 2017

To: Prime Contractors and Subcontractors

From: Torey Alston   
Equal Opportunity Director

RE: **2<sup>nd</sup> Annual Gainesville MatchMaker**

The City of Gainesville cordially invites you to the **2<sup>nd</sup> Annual Gainesville MatchMaker!** Join us as we create a platform for business matchmaking on May 23, 2017 from 3-5p.m. The event will be held in the Thelma Boltin Center 516 N.E. 2nd Ave. Gainesville, FL. Our goal is to assist you in seeking procurement opportunities and connect you with buyers, suppliers, subcontractors, and other agencies in the region.

The City of Gainesville's purchasing departments, including Gainesville Regional Utilities, will be present to discuss current and upcoming procurement opportunities during this event. The key to selling goods and services to government agencies is to understand how the procurement system works and what the entities need today and tomorrow.

Our intent is to promote business partnerships between the City, its prime contractors, subcontractors and other businesses owners. All attendees will be encouraged to network, seek new business contacts, find potential teaming partners, and exchange business cards.

The **2<sup>nd</sup> Annual Gainesville MatchMaker** will provide a unique opportunity for small, minority, women and service-disabled veteran businesses to meet with buyers who are motivated to award contracts and connect prime contractors with subcontractors. This event will provide opportunities for all businesses to hold personal, one-on-one meetings with potential clients that generally take several weeks or months to execute.

Your participation would be greatly appreciated. [Please let us know if you're able to participate by emailing us no later than May 16, 2017 at sbpp@cityofgainesville.org or by calling 352-393-8481.](#) Sylvia Warren, Coordinator of our Small, Women, Minority, and Service-Disabled Veteran Business Program, is managing the logistics for this event.

We look forward to seeing you at the **2<sup>nd</sup> Annual Gainesville MatchMaker** on May 23rd, 2017!