

BUSINESS SPOTLIGHT

A Proven Approach to Help Businesses Succeed and Grow

The Business Resource Network (BRN) uses a unique approach to help businesses succeed and grow. The BRN works closely with businesses to identify and access a host of business services with as little red tape as possible. The BRN currently operates in 16 counties in Ohio.

A collaboration of chambers of commerce, workforce and economic development organizations, universities, career & technical centers, state and local government agencies; the BRN partnership targets businesses with growth potential as well as those facing challenges. It then conducts in-depth interviews with the owners and managers of the businesses.

After learning a business's goals and the obstacles it may be facing, BRN Partners present the business with a package of suggested incentives, technical assistance, training and other programs designed specifically for that business.

This all happens through a single point of contact—the BRN Account Executive—assuring coordination of services and minimal bureaucracy. There is no charge for the interview and proposal and many services are available at no cost.

Once the business chooses the programs and services it wants to pursue, the BRN Account Executive continues to work with the business and participating BRN Partners over time to deliver quality services and identify new ways to assist the business.

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Gayle Wesley, founder of the new Elite Academy of Hair Design, is passionate about providing a great education to the next generation of stylists. Opened in the Fall of 2014, their program offers a 1500 hour cosmetology course certified by the Ohio State Board of Cosmetology. After hearing about The Business Resource Network (BRN) at a Bellaire Chamber of Commerce meeting, Gayle met with Brad Jenkins, BRN Account Executive to discuss the challenges and opportunities facing her new venture.

Gayle says she has received “very helpful information and support” through The Business Resource Network and has learned about programs and organizations she was not aware of before. She is utilizing the wide range of services and resources provided by a BRN Partner, The Ohio Small Business Development Centers (SBDC) at Zane State College. SBDCs provide confidential one-to-one business advising through their highly-trained, industry experts.

The BRN provides “a nice support system for business owners.” “Brad has been a very good listener. He encouraged me to not give up on my plans and continue forward”, stated Gayle. Elite Academy continues to grow and expand their programs and provides an alternate schooling option for local residents.



Gayle Wesley, Founder/Owner and Megan Hall, Elite Academy student



Maebelle's Wigs and Beauty Supplies
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In business since 1997, Maebelle's Wigs and Beauty Supplies provides quality, name-brand products, including wigs, hairpieces, extensions, beauty products, clothing and jewelry and is an authorized VIVICA FOX Distributor. “It is our goal to serve our customers by providing them with an exceptional, no hassle shopping experience...and to make you look, feel and be beautiful”, states Helen Montgomery, owner.

Through The BRN process, Helen is now providing work experience to two participants in the Summer Youth Program, (SYP). The program is TANF funded by Jefferson County Department of Job and Family Services and operates locally through the Jefferson County Community Action Council, a BRN partner. The program allows low income TANF-eligible youth between the ages of 16 and 24 to gain valuable work experience while earning a paycheck to help meet basic needs. The Jefferson County Summer Youth Program offers the opportunity for youth to develop a work history and gain a current employer reference.

Helen has also utilized business services through ODSA's Ohio's Minority Business Assistance Center (MBAC) to obtain her Encouraging Diversity Growth and Equity (EDGE) certification, and is also working with the Ohio Small Business Development Centers at KSU-Tuscarawas for additional business planning.

BRN PARTNER SPOTLIGHT



The Jefferson County Port Authority, created in 2012, strives to provide comprehensive economic development services throughout Jefferson County. Through its staff and 9-member Board of Directors appointed by the County Commissioners, City of Steubenville, and Regional Planning, the Port Authority offers services including:

- 1) identification of strategic development sites;
- 2) proactive marketing of development sites to industry leaders around the country; and
- 3) ongoing coordination among local businesses, training providers and local governments to create strategies that result in quality job creation.

The Port Authority is currently a strategic partner in large capital investment projects, such as the Plains Energy oil terminal development north of Toronto and Franciscan University's large development on University Blvd. in Steubenville. The Port Authority utilizes its own financing and incentive tools, as well as State and Regional programs, to assist local and prospective companies in their plans to invest capital and create quality jobs.

Working with the BRN has been a wonderful process for the new Port Authority. The BRN process allows a large amount of businesses throughout the county to share their needs and opportunities with local professionals; without the BRN's assistance, the Port Authority would not have the capacity to interact with so many business leaders and entrepreneurs. It is a very valued partnership and excellent model for economic development.

Please contact the Port Authority today if you have plans to invest in your business, retain or create jobs, or need general assistance to ensure your business has a prosperous future in Jefferson County. You are also encouraged to visit www.jcport.com for more information or to research sites and buildings available for development throughout the county.

Jefferson County Port Authority
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BRN Area 16 Partners

- American Electric Power
- AMVETS Post 275
- APEG
- Belmont College
- Belmont County DJFS
- Belmont-Harrison Career Center
- Buckeye Career Center
- Bureau of Workers' Compensation
- Cadiz Community Improvement Corp.
- Carroll Cty Chamber of Commerce/CVB
- Dominion East Ohio
- Eastern Gateway Community College
- Franciscan University of Steubenville
- Frontier Communications
- Harrison County Commissioners
- Harrison County DJFS
- Jefferson County Chamber of Commerce
- Jefferson Cty Community Action Council
- Jefferson County JVS
- Jefferson County Port Authority
- Kent State University-Tuscarawas/SBDC
- Minerva Area Chamber of Commerce
- Mahoning Valley Economic Development Corp
- Ohio Dept of Job and Family Services
- Ohio Dept of Transportation
- Office of Congressman Bill Johnson
- Office of Governor John Kasich
- Office of Senator Lou Gentile
- Office of Senator Portman
- Ohio Means Jobs Belmont County
- Ohio Means Jobs Carroll County
- Ohio Means Jobs Harrison County
- Ohio Means Jobs Jefferson County
- Ohio University PTAC
- OMEGA
- SCORE
- Stark State University
- Village of Hopedale

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