

Spring 2016

Inside the Network



A Proven Approach to Help Businesses Survive and Grow

The Business Resource Network (BRN) uses a unique approach to help businesses survive 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, including Adams, Brown, Pike & Scioto Counties.

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 tight 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.

Visit the BRN on the web at
www.thebrn.net

Taylor Lumber is a leading manufacturer of Rift & Quarter sawn lumber. Taylor Lumber is also a leading producer of Rift & Quarter sawn ¾-inch solid hardwood flooring. Additionally, the business will be producing an engineered flooring product. Taylor Lumber is proud to be located in the beautiful Appalachian Mountains and to continue on the family tradition of quality and customer satisfaction.

Taylor Lumber completed a Business Resource Network interview in June 2014. Taylor Lumber with the assistance of the BRN Account Executive was able to identify several challenges and opportunities to share with the BRN Partners. A customized proposal designed with suggestions from the BRN Partners was delivered to the business to help assist them in meeting their challenges and opportunities.

The business was looking for assistance in energy savings. The BRN was able to refer them to AEP (BRN Partner) for an energy rebate. AEP completed their assessment, and they were able to rebate \$10,000 to the business.

Shortly after the interview, The BRN was contacted by the business and was informed that they were going to be laying off employees due to their lack of skills in operating new essential equipment. The business was bringing in newer equipment that they used at their other sites, and they were disposing of the older equipment that Taylor Lumber had used. The BRN worked with OMJ Scioto and ODJFS to offer Taylor Lumber a Layoff Aversion Grant, through the ODJFS' Rapid Response Program. Taylor Lumber was able through this grant to avoid layoffs and train their current employees to successfully use the new equipment. The grant's total amount was \$16,725.

Another opportunity the business wanted to utilize was The Third Frontier Intern Program. A business through this program could receive reimbursement for college interns from the STEM Programs. Taylor Lumber was able to take advantage of this program by leveraging \$12,950 in intern reimbursements.

Taylor Lumber wanted to expand their workforce in spring 2015. They worked with Area 1's OMJ Centers in Pike & Scioto Counties to post open positions and assess applicants. OMJ Scioto was able to provide seven (7) new hires for Taylor Lumber by utilizing On-The-Job Training Agreements.. Taylor Lumber has leveraged nearly \$30,000 in assistance through workforce acquisitions and hiring incentives from OMJ Pike & OMJ Scioto Counties.

Taylor Lumber continues to work with the BRN to meet its workforce needs and other business challenges and opportunities. The BRN appreciates Taylor Lumber for trusting and including our partners in their plans to succeed and grow.



Vision Statement: Enrich Communities by Building Stronger Businesses.

UPCOMING EVENT

BUSINESS TO BUSINESS 101: ASK THE EXPERTS

Hosted by the Portsmouth Area Chamber of Commerce, The Business Resource Network (The BRN), OhioMeansJobs of Scioto County, and Community Action Organization of Scioto County along with SPECIAL GUEST Speakers from the U.S. Small Business Administration (US SBA) and the U.S. Dept. of Agriculture (USDA) are collaborating their skills and knowledge to provide for you the answers that you have about your local business on financing, Women Business Ownership, Veteran opportunities and more on the same day in ONE location.

The agenda for the morning will include a "Financing Your Business" panel made up of experts from US SBA, USDA, Ohio Valley Regional Development Commission, local bankers, and a personal credit counselor from Lifespan.

We will also have a panel on "Small Business Organizations" made up of business service experts from Women's Business Center of Ohio, Veterans Administration for Small Businesses, Ohio Dept. Jobs and Family Services/Business Services, OhioMeansJobs of Scioto County, The Business Resource Network (The BRN), Better Business Bureau to just name a few.

Registration is required; please contact Crystal Keaton at The Business Resource Network at 740-259-6826 or email crystal.keaton@sciototech.org.

Cost: **FREE**

Date: Tuesday, June 28, 2016

Time: 8 AM-Registration; Event ends by Noon

Where: Portsmouth Welcome Center

342 Second Street, Portsmouth, OH 45662

REGISTER FOR DOOR PRIZES

Light Breakfast will be Provided for Attendees

Register Today
Contact Crystal Keaton
Call 740-259-6826 or
Email crystal.keaton@sciototech.org

Reserve Your Seat Today!

Registration Ends 6/24/16

BRN Partners

- Adams Co. Chamber of Commerce
- Adams Co. Economic & Community Development
- Adams Co. Commissioners
- Adams Co. Dept. of Job & Family Services
- Adams Brown Co. Economic Opportunities, Inc.
- AEP Ohio
- Adams Brown Co. Economic Opportunities -Business Dev.
- Adams Co. Public Library
- Brown Co. Chamber of Commerce
- Brown Co. Commissioners
- Brown Co. Economic Development
- Bureau of Workers Compensation
- Community Action Committee (CAC) of Pike County
- CAC of Pike Co.-Business Development
- CAC of Pike Co.-Family Health Center
- Community Action Organization of Scioto Co., Inc.
- City of Portsmouth
- Ohio Dept. of Job & Family Services/Region 4
- Ohio Valley Regional Development Commission
- Joint Economic Development Initiative
- Pike Co. Career Technical Center/ABLE
- Pike Co. Economic Development
- Pike Co. General Health District
- Pike Co. Dept. of Job & Family Services
- Portsmouth Chamber of Commerce
- Scioto Co. ABLE
- Scioto Co. Career Technical Center
- Shawnee State University
- Southern Hills Career Technical Center
- Southern Ohio Diversification Initiative (SODI)
- Southern Ohio Port Authority
- Southern Ohio Procurement Outreach Center
- Southern State Community College
- U.S.D.A./Rural Development
- Southern State Community College/Enterprise Center
- The OSU South Centers/Business Programs
- U.S. Dept. of Veteran Affairs
- Village of Georgetown
- Village of Mt Orab
- Village of New Boston
- Village of Peebles
- Village of Seaman
- Village of West Union
- Workforce Development Area 1
- Ohio Means Jobs of Adams, Brown, Pike & Scioto Counties