

August 2015

Inside the Network



The Business Resource Network (BRN) partnership consists of chambers of commerce, workforce and economic development organizations, postsecondary institutions, community and government agencies that all offer services to the business community. The BRN creates POWERFUL PARTNERSHIPS that work together as a team to share ideas and leverage resources that deliver comprehensive solutions for your business.

BUSINESS PERSPECTIVE: KEITH MAXIM

On Time Securing has been around the Canton area servicing foreclosed homes since 1996. Their market area has since expanded to all of Ohio as well as neighboring states. You may have heard of his other company subsidiary, Leaf Removal Monster for leaf and snow removal.



Keith Maxim is the president and founder of On Time Securing. Keith has handled all aspects of property preservation including managing work distribution, work order management, documentation, and performs all tasks related to property preservation. The company has provided services to over 250,000 houses over the past 20 years such as lock changing, winterizations, debris removal, mold mitigation, and landscaping services. While attending the Alliance Job fair in early July, Keith was introduced to the Stark County Business Resource Network team and has since completed his company interview. Kelly Haer,

Stark and Tuscarawas Counties BRN Manager, and Mike Noe, Stark County Account Representative, have met several times with Keith connecting him to valuable assistance provided by the many local BRN Partners that offer services to businesses such as On Time Securing. Among the services accessed through the BRN were solutions to workforce issues; on site recruitment assistance at the OhioMeansJobs Offices, available training monies, and the Learn to Earn and Hire a Veteran Programs. He is being supported by the Stark Development Board and North Canton Chamber with possible real estate properties for sale or lease to ease his expansion concerns. Keith was also given information from the Bureau of Workers Compensation on Safety Grants his business would qualify for. Keith thanked the BRN team for the quick response to him and is looking forward to reaping the benefits of his partnership with the BRN.



Helping to connect customers to Ohio Manufacturers

The purpose of the Ohio Manufacturing Connect website is to help Ohio Manufacturers become stronger and more successful.

The goals of the Ohio MFG Connect are both job retention and growth of Ohio Manufacturers.

Input your company's abilities and products onto Ohio Manufacturing Connect → Connect with future customers in and out of Ohio

www.ohiomfgconnect.com

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Questions? Please contact us at:

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At the end of Year 3 (June 2015), the Ohio BRN expansion project (5 areas, 16 counties) exceeded all DOL performance metrics set forth in the initial grant proposal by an average of 215%! While exceeding all the metrics is exciting, the one that really shows the impact and success of the network is the measure of leveraged resources. These are the OhioMeansJobs employer services and programs we are connecting businesses to, as well as all of the network partner programs offered in grants, loans, tax incentives, utility program and business retention and expansion incentives as a result of the BRN interview process. Providing that single point of contact to help a company navigate the waters of all the various workforce and economic development programs is why this model has been successful. Trying to understand all of the programs and incentives that are available to help companies grow and expand can be a very frustrating and daunting task for a small business owner to undertake. The BRN model helps that business save time and money. Our recorded leveraged resources totaling **\$8,570,092** has exceeded the original goal of \$1,900,000 by **451%**. This is a true testament that the hard work implementing and expanding this model in our 5 areas is working and the successes we have seen in all areas would not have been possible without the collaborative efforts of our network partners.

	Grant Projected Output	07/01/2012 through 06/30/15	% To Goal
<i>Planned Outcomes/Goals</i>			
Number of business interviews:	787	1369	174%
Number of customized, comprehensive proposals to business	515	1139	221%
Number of partners included in proposals		6720	
Average # of relevant partners included in proposals per area	5	5.90	118%
Total estimated value of leveraged resources	\$1,900,000	\$8,570,092	451%
Number of at-risk businesses targeted	142	211	149%
Number of growing businesses targeted	633	1017	161%

Here's a look at our BRN Partners:

*Alliance Area Chamber of Commerce
 Alliance Area Development
 Alliance Career Centre
 American Electric Power
 Buckeye Career Center
 Bureau of Workers' Compensation
 Canton City Schools ABLE
 Canton City Schools ACTE
 Canton Regional Chamber of Commerce
 City of Canton-Community Improvement Corporation
 City of Alliance
 City of Canton
 City of Massillon
 City of Dover*

*City of New Philadelphia
 City of North Canton
 Community Improvement Corporation of Tuscarawas County
 Dominion East Ohio
 Economic Development and Finance Alliance of Tuscarawas County
 First Energy
 Jackson-Belden Chamber of Commerce
 Office of Governor John Kasich
 Kent State University at Stark, The Corporate University
 Kent State University at Tuscarawas
 Malone University
 Massillon Area Chamber of Commerce*

*North Canton Area Chamber of Commerce
 ODJFS Veterans Program
 OhioMeansJobs Stark County
 Ohio MeansJobs Tuscarawas County
 Ohio Department of Job and Family Services
 Ohio Department of Transportation
 Ohio Development Services Agency
 Ohio University PTAC @ Akron
 Ohio Small Business Development Center
 R.G. Drage
 Small Business Development Center
 Stark Development Board, Inc.
 Stark State College
 Tuscarawas County Chamber of Commerce
 Tuscarawas County Community and Economic Development Office
 Twin City Chamber
 University of Mount Union
 Walsh University*