

**Vision Statement:** Enrich Communities by Building Stronger Businesses.

## 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](http://www.thebrn.net)

Left to Right: Robert Braggs (Sen. Portman's Office), Steve Sturgill (Exec. Director, Scioto Co. CAO), Luanne Valentine (Director, OMJ Scioto), Chip & Susan Horr (Vandervort Ace Hardware), CB Herrmann (WIB Chairman)



Left to Right: Polly Oliver (OMJ Pike/BRN), Mark Price (Ohio International Lumber), Paul Worley (Adams Co Commissioner), Melissa Danner (OMJ Adams/BRN), Susan Huff (OMJ Adams Brown), Patrick Crone (OMJ Brown/BRN), Debora Plymail (Director, OMJ Adams Brown), B.J. Thompson

Recently 4 local businesses working with the BRN was recognized and awarded Employer of the Year by the OhioMeanJobs Workforce Development Area 1. One business from each local county was recognized.

The Adams County Employer of the Year went to Columbus Industry & B.J. Thompson, Branch Manager. Columbus Industries designs, manufactures, and markets air filter products. They employ 100 employees at their West Union site. They were a host site for the Summer Youth Program.

A&A Hitching Post in Mt. Orab was the Brown County Employer of the Year. Brian & Samantha Bolender opened their restaurant in 2012 originally serving breakfast and lunch. Since then they have expanded to a full menu diner and this past spring added catering and a food truck. They participated has a host site for the Summer Youth Program.

The Pike County Employer of the Year was Ohio International Lumber, a drying kiln hard wood operation. They opened their doors in July 2013 with 5 employees and with the help of OhioMeansJobs Pike County & The Business Resource Network (BRN) they have hired 12 additional full-time employees since June 2014.

Scioto County recognized Vandervort Ace Hardware has their Employer of the Year. Vandervort has been in business since 1907 and continues to expand and grow. They opened a store in Wheelersburg and a second store in Portsmouth, specializing in industrial/commercial HVAC solutions. Vandervort has been working with OMJ Scioto County and BRN for On-the-Job training opportunities. So far this year Vandervort Ace Hardware has utilized over \$13,000 in On-the-Job Training funding through OMJ Scioto.

The BRN is proud of the accomplishments of these employers.

## Meet our New Staff Members!

### Melissa Danner, Account Executive for Adams County



representing Adams County for the network and has an office located at the Ohio Means Jobs Center in Winchester, OH.

Melissa grew up in Adams County and graduated from West Union High School. In May of 2014, Melissa received her Bachelors of Science in Human Resource Management and a minor in Business Administration from Northern Kentucky University. Prior to graduating from Northern Kentucky University, Melissa's work experience has included customer service, employee training and development, and sole office personnel in a small start-up clinic.

Melissa and her husband Michael, an Operation Iraqi Freedom veteran, reside in Winchester, OH. They have three children: Christian, 14; Abby, 12; and John, 8.

Melissa can be contacted at [mdanner@omjadamsbrown.org](mailto:mdanner@omjadamsbrown.org) and at 1-800-233-7891.

### Dwayne Alexander, Account Executive for Brown County



Action Partnership as the new BRN Account Executive for Brown County. His office will be located at the OhioMeansJobs Center in Winchester, Ohio.

Dwayne was born and raised in Adams County. He graduated from North Adams High School and received a Registered Medical Assistant Certification from the Institute of Medical Technology in Cincinnati, Ohio. Dwayne comes to the Network with 25 years' of office administration and leadership experience. He has attended numerous education seminars and trainings to include: JCAHO Accreditation, OSHA, Risk Management, Manufacturing/Safety Management, Retail Management and Ohio Department of Job and Family Services.

Dwayne's expertise is in office administration. He held several management positions within healthcare facilities, manufacturing and retail environments. His most recent position was with the Ohio Department of Job and Family Services and an Intermittent Customer Service Representative at the OhioMeansJobs Center in Adams County.

Dwayne Alexander has joined the Business Resource Network, a division of Adams Brown Community

- ### 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.
  - 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
  - Disability Employment Initiative
  - Ohio Dept. of Job & Family Services/Region 4
  - Joint Economic Development Initiative
  - Pike Co. Career Technical Center/ABLE
  - Pike Co. Economic Development
  - Pike Co. General Health District
  - 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
  - Village of Georgetown
  - 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

**Mission Statement**

**To help regional businesses thrive, grow & create jobs by bringing a strategic & collaborative approach to solving their problems & expanding their opportunities. This client-centered approach transcends individual programs & red tape to focus on meeting the complete business service needs of the client & delivering measurable results to our clients and communities.**