

Spring 2014

Inside the Network



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

The Business Resource Network (BRN) serving Adams, Brown, Pike & Scioto Counties is creating POWERFUL PARTNERSHIPS that work together as a team to share ideas and leverage resources to build STRONGER BUSINESSES.

The Community Action Organization of Scioto County won a Best Practice award from the Ohio Association of Community Action Agencies (OACAA) for their Business Resource Network.

"We are very pleased to have received the Best Practice Award from OACAA," said William Thacker, Executive Director of the Community Action Organization of Scioto County. "We are proud of the Business Resource Network. This program brings together multiple area organizations to provide local businesses with the assistance they need to be successful."

Through a program funded by the Ohio Development Services Agency, OACAA and the John Glenn School of Public Affairs at The Ohio State University have developed the Best Practice Awards to honor innovative and effective Community Action Agency programs that measurably meet the needs of clients, families and communities by helping low-income people become more self-sufficient. The Best Practice Awards serve as a showcase for unique Community Action Agency efforts that make a measurable and life-changing difference. A panel of judges selected by the Glenn School evaluated each nomination independently and assigned points based on their assessment of each nomination. The Community Action Organization of Scioto County was selected as a recipient of this year's Best Practice Awards.

The Business Resource Network, which is operated through Workforce Development Area #1 (Ohio Means Jobs of Adams, Brown, Pike & Scioto Counties) utilizes the resources of multiple workforce, economic development and educational partners to provide aid to local businesses. During the process, employers receive a needs assessment and analysis and are given a proposal of services and support the BRN can offer to help them address a particular need or overcome a specific challenge.

"This program showcases an outstanding achievement in Community Action," stated Philip E. Cole, executive director of OACAA. "It helps contribute to the community's economic development and is a practice that other CAAs can learn from. Congratulations to the Community Action Organization of Scioto County."

BRN Receives Best Practice



L-R Angie Jamison, Crystal Keaton, Carrie Massie, Shelly Blakeman, Rosie Picklesimer, Luanne Valentine, Dan Mault, & Debora Plymail

BRN at Adams County Business EXPO

Dan Mault, BRN Manager, Carrie Massie, BRN Assistance Manager, & Jill Layne, Account Executive participated in this year's Adams County Business Expo in West Union, Ohio. A presentation was given on how the BRN assists companies work through their challenges and opportunities. The Business Expo was sponsored by the Adams County Chamber of Commerce and Southern Ohio Chamber Alliance.

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.

Meet our New Staff Members!

Carrie Massie, BRN Assistant Manager

Carrie Massie is the BRN Assistant Manager with Workforce Development Area 1 that includes Adams, Brown, Pike and Scioto Counties. She is new to the BRN and looks forward to learning how the network assists businesses in the region capitalize on incentives, training, and other valuable resources. Carrie has worked at the CAO of Scioto County for more than 20 years. She was the program director of the Dental Center for 13 years and was the education coordinator for Head Start for 7 years.



Carrie has a bachelor's degree from the University of Cincinnati and a master's degree from Ohio University. Her commitment to "help others help themselves" is evident through her former work in the Peace Corps, and her current work with the Scioto County CROP Walk Planning Committee, Habitat For Humanity, and for the international aid group, Partners in Health.

Carrie can be contacted at cmassie@caosciotocounty.org or at (740) 354-7541.



Lance Richardson, Account Executive for Scioto County

Lance L. Richardson is the new Account Executive for the Business Resource Network (BRN) in Scioto County. He has a history of working with people within the workforce. He brings 18 years of experience working with educational training providers and local businesses.

Lance is also a credentialed paralegal who is the owner/operator of an outsourcing paralegal business. With being a registered Limited Liability Company owner in the State of Ohio, Lance fully understands the importance of the Business Resource Network (BRN), and how BRN can help businesses grow and flourish through economic development.

Lance received his Bachelor of Business Administration degree from Shawnee State University in Portsmouth, Ohio. He also obtains an Associate of Applied Business degree – (with a Concentration in Legal Assisting) from Shawnee State University. Lance is a member of Pleasant Green Baptist Church and resides in Portsmouth, Ohio with his wife Amber and his two children.

Lance can be contacted at lrichardson@omjscioto.org or by telephone at (740) 354-7545.

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.
- Adams Brown Co. Economic Opportunities.-Business Development
- 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
- Joint Economic Development Initiative for Southern Ohio
- Ohio Dept. of Job & Family Services/Region 4
- Pike Co. Career Technical Center/ABLE
- Pike Co. Economic Development
- Pike Co. General Health District
- Portsmouth Area 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 State Community College
- Southern State Community College/Enterprise Center
- The OSU South Centers/Business Programs
- U.S.D.A./Rural Development
- 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