

BRN Success

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.

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.

BRN/AMVETS PARTNERSHIP SUCCESSFUL FOR BUSINESS & VETERAN

The Business Resource Network conducted an extensive interview with a Jefferson County employer who reported that they were searching for a handyman to employ at their warehouse. Angie Peters contacted the BRN's veteran partner, Dan Wilson, a local veteran advocate and member of Amvets Post 275, to notify of the job opening. Dan referred two qualified veterans and the business hired one of those candidates, whose employment began immediately. "This is an excellent example of why it is essential to create partnerships who work together as a team to share ideas and leverage resources," stated Dan.



VALUABLE SERVICES PROVIDED



Sunnyslope is a skilled nursing and rehabilitation facility located in Bowerston, OH. Steve Zdinak, LNHA is the administrator for both Sunnyslope and Carriage Inn of Cadiz. Through a BRN interview and proposal process, Steve was able to obtain many valuable services such as an online logo presence with the veterans, job position postings, opportunities for a safety grant, energy efficiency, employee training and assessment, connections with local colleges and career centers for nursing candidates, Summer Youth Program participation and much more. Steve states that the BRN is offering "very positive opportunities" and is "providing a valuable service" to his businesses.

PHARMACY FOLLOW-UP

As a follow up to a BRN interview we reported on last quarter involving Areas 16 and 17/18, many positive developments have happened. The business client has multiple locations in each BRN area. As a result of the streamlined interview process, resulting in one interview and proposal, the BRN was able to connect the independent pharmacy owner with their local Congressman, Bill Johnson, who happens to represent both BRN areas in Washington, D.C. BRN Areas 16 and 17/18 successfully collaborated on behalf of the business owner to quickly schedule a meeting with Congressman Johnson and the independent pharmacy owner, along with a few of his colleagues to discuss federal and state regulatory issues that were of concern to his business being able to operate and compete with the larger, well-known pharmacy chains. The meeting was very productive and as soon as the meeting concluded, Congressman Johnson sent out this message from his Twitter account, "Just wrapped up a very productive and informative roundtable with some pharmacists in Jefferson County" @RepBillJohnson 1/21/14. A separate meeting with three state senators in Columbus, Ohio was quickly scheduled for January 25 and included representatives from independent pharmacy owners from BRN areas 16 and 17/18. They also were able to meet with Governor Kasich's regional liaison, Tim Ross, that same day to voice their concerns. From those meetings, two senators drafted a bipartisan bill regarding pricing standards and transparency for the pharmacy industry in March 2014. We will continue to report on this exciting development as more information becomes available. This is a great example of how collaboration and working at the speed of business is what the BRN is all about.

MEET THE TEAM



Angie Peters serves as Manager of The Business Resource Network -Area 16, which covers Belmont, Carroll, Harrison and Jefferson Counties in Ohio. Peters is recognized as a Certified Workforce Development Professional (CWDP) by the National Association of Workforce Development Professionals, Washington, D.C. She is also Vice President and contributing member of Legion Auxiliary Post 557 in Wintersville, OH. Prior to joining The Business Resource Network Angie worked extensively in both for-profit and non-profit entities with great success. Angie has been recognized as a leader and a long-time supporter of regional business expansion and retention.



Marianne Shaw is a BRN Area 16 Account Executive. She is a life-long resident of Mingo Junction, Ohio and is married with three children. Marianne has an extensive history of retail management and customer service for both small and large employers. She is the former Income Tax Director of the Village of Mingo Junction, which gave her valuable insight into the issues facing municipal governments. Marianne worked very closely with local business owners in her tenure with the Jefferson County Board of Developmental Disabilities, as she mentored clients in community employment opportunities and assisted them in securing regular employment. Through her diverse work history, she has developed a deep appreciation for business owners and entrepreneurs, and realizes that a cooperative business environment helps to strengthen our communities. She expects to help the BRN ensure that all area businesses grow to their potential and beyond.

THE BRN AREA 16 TEAM

Angie Peters
BRN Manager
Phone: 740-457-3128
Email: apeters_brn@hotmail.com

Becky Panebianco
Administrative Assistant
Phone 740-457-3137
Email: bpanebianco_brn@hotmail.com

Brad Jenkins
BRN Account Executive
Phone: 740-457-7603
Email: bjenkins_brn@hotmail.com

Anthony Iachini
BRN Account Executive
Phone: 740-457-9573
Email: aiachini_brn@hotmail.com

Nancy Grim
BRN Account Executive
Phone: 740-457-7521
Email: ngrim_brn@hotmail.com

Marianne Shaw
BRN Account Executive
Phone: 740-457-7498
Email: mshaw_brn@hotmail.com

BRN Area 16 Partners

- | | | |
|---------------------------------------|---------------------------------------|--|
| American Electric Power | AMVETS Post 275 | APEG |
| Belmont College | Belmont Harrison JVSD | Buckeye Career Center |
| Bureau of Workers' Compensation | Cadiz Community Improvement Corp. | Carroll County Chamber of Commerce |
| Eastern Gateway Community College | Franciscan University of Steubenville | Frontier Communications |
| Harrison County Commissioners | Harrison County DJFS | Jefferson County Community Action Council |
| Jefferson County Chamber of Commerce | Jefferson County JVS | Jefferson County Port Authority |
| Kent State University-Tuscarawas/SBDC | Minerva Area Chamber of Commerce | Ohio Department of Job and Family Services |
| Ohio Department 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 | Stark State University |