

February 2014

# 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.

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 Success

## Toronto Apothecary/Center Pharmacy



Joe Amaismeier-owner, Debbie Hawk, Congressman Bill Johnson, Gene Babik, Anthony Iachini and Joe Matasek

"Just wrapped up a very productive and informative roundtable with some pharmacists in Jefferson County" @RepBillJohnson 1/21/2014.

The BRN Network Areas 16 and 17 successfully collaborated on behalf of Joe Amaismeier, owner of Toronto Apothecary/Center Pharmacy to facilitate a meeting between Rep. Bill Johnson and a panel of independent pharmacists to discuss regulation concerns that were hurting their businesses.

Joe stated "I have a meeting with three Senators in Columbus, OH on the 25th." "Our group now represents 27 independent pharmacies here in the valley". A meeting was also held with Gov. John Kasich's liaison, Tim Ross.

Angie Peters, BRN manager-Area 16 states that "as a result of efforts of the Business Resource Network and our valuable Partners, we are proving successful in the BRN vision to "Enrich Communities by Building Stronger Businesses".

[WWW.THEBRN.NET](http://WWW.THEBRN.NET)

**MEET OUR NEWEST BRN ACCOUNT EXECUTIVES**



**ANTHONY IACHINI**

*Originally from Steubenville, Anthony is a recent graduate from Ohio University, Athens, where he attained his Master of Public Administration degree. His professional experience includes working with city managers in Steubenville and Nelsonville, at Ohio University, Athens and interning at the Jefferson County Port Authority. Anthony is excited to be back in the Ohio Valley and is committed to working with local businesses to help them succeed and grow. Anthony is proving to be a valuable addition to the BRN team.*

**NANCY GRIM**



*Born in Pennsylvania but residing in the Ohio Valley for most of her life, Nancy now lives in Smithfield with her husband. She obtained a bachelor's degree in Health Services Administration from Ohio University, Athens. She has worked in management positions for many local supportive services including working in Program Management, Program Coordination, Job Development, Job Coaching, Credit Counseling, Continuing Education, Planning & Development, and Volunteerism. She has served as director of RSVP of Jefferson County and as the Executive Director of United Way of Jefferson County. Nancy enjoys serving people and reaching out to improve the community. She stated "BRN is a way to reach out to local businesses and make a big difference for them".*

**THE BRN AREA 16 TEAM**

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**BRN Partners**

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|--|---------------------------------------|--|
| 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 at 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                     |