

A Proven Approach to Help Businesses Survive and Grow

The Business Resource Network (BRN) is a unique approach to help businesses survive and grow. It works closely with them to identify and access a host of business services with as little red tape as possible. The BRN operates in Trumbull, Mahoning and Columbiana 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.**

Alliance Abrasives' Boylan Keeps Coming Back to BRN for More

Soon after Tom Boylan took over the reins at Alliance Abrasives he called Joe Matasek, the BRN Account Executive he has worked with for four and a half years and gave him a "shopping list."

Tom, a principal in BD Acquisitions, an investment company that buys and turns around distressed companies, worked with Joe while he was running Canfield Manufacturing and NILCO. Now, Tom heads up Alliance Abrasives that cuts rolls of abrasive material into belts and discs for glass, metal, furniture and floor finishing industries.

In the one year he has been working there, Tom has used the BRN contact to arrange On-the Job Training with Mahoning & Columbiana Training Association. He has met with Mahoning Valley Economic Development Corp. concerning funding and with the Manufacturing Advocacy & Growth Network (Magnet) on the manufacturing program. Also, he has a safety grant in the works through Ohio Bureau of Workers' Compensation. In addition, he is working with Small Business Development Center's International Trade Assistance Center to identify a Canadian distributor.

"The BRN can be a valuable asset to any company," said Boylan. "In our case, we've successfully utilized the BRN as a cherished resource; for hiring and training, in-house safety programs, state and local funding opportunities and international distribution prospects through Youngstown State University. The BRN has become a valued partner to our organizational growth."



Tom Boylan with abrasive material to be converted to belts and discs.



BRN Hits the Mark With “The Agent”

Ron Nanosky founded his independent insurance agency in 1999 in his parent’s basement. By 2000 he moved out of his parent’s basement and added staff as he grew America’s Insurance Agency. In 2010 he moved his office to its current location on Boardman-Canfield Road again increasing staff and changing the name to The Agent Insurance Services achieving his goal of “better representing the company’s broader service offerings.” About two years ago, Ron was introduced to the BRN by Account Executive Joe Matasek. He immediately recognized the value of the BRN’s simple and progressive concept and how it aligned with his forward-looking philosophy. As a result of his interaction with the BRN, Ron took advantage of the On-the-Job Training program through Mahoning & Columbiana Training Association to hire a retention specialist. He also met with the Small Business Development Center at YSU to consider a plan of increasing company growth through acquisition. Ron is so pleased with the results and the ongoing relationship with the BRN that he has referred some of his business clients to take advantage of BRN services.

What a Difference 4 Years Makes

During its four year relationship with the BRN, Color 3 Embroidery’s business has gone from survival to expansion. Initially, with the help of BRN partners, Color 3 purchased a new building that saved the company money and allowed it to build equity. Most recently, working through OhioMeans-Jobs Trumbull County, the company acquired employees for an additional shift and for a new silk screen department. It also took advantage of On-the-Job Training contracts.

Update:

KTSDI Awarded BWC Grant

The Youngstown vehicle solutions company, KTSDI LLC, through the BRN worked with the Bureau of Worker Compensation and was approved in November for a \$40,000 safety grant for the installation of a horizontal carousel for inventory.

BRN Partners

Choffin Career & Technical Center
City of Warren
City of Youngstown
Columbiana County Career & Technical Center
Columbiana County Commissioners
Columbiana County Development Department
Compass Family & Community Services
Congressman Bill Johnson’s Office, Ohio 6th District
Congressman Tim Ryan’s Office, Ohio’s 13th District
Eastern Gateway Community College
Eastgate Regional Council of Governments
Kent State University - Trumbull
MAGNET (Manufacturing Advocacy & Growth Network)
Mahoning & Columbiana Training Association

Mahoning County Career & Technical Center
Mahoning County Commissioners
Mahoning Valley Economic Development Corporation
Mahoning Valley Procurement Technical Assistance Center
MYCAP (Mahoning-Youngstown Community Action Partnership)
ODJFS Veterans Services
Ohio Bureau of Workers’ Compensation
Ohio Department of Job and Family Services
Ohio Development Services Agency
Ohio Governor’s Office
Opportunities for Ohioans with Disabilities
Salem Area Chamber of Commerce
SCORE (Service Corps of Retired Executives)

Small Business Development Center at Youngstown State University
Small Business Development Center at Kent State Tuscarawas
Southern Columbiana County Regional Chamber of Commerce
Trumbull Career & Technical Center
Trumbull County Commissioners
Trumbull County Department of Job and Family Services
U.S. Sen. Sherrod Brown’s Office
West Central Job Partnership
Western Reserve Port Authority
Youngstown State University
Youngstown/Warren Regional Chamber