

**A PROVEN  
APPROACH TO HELP  
BUSINESSES**

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 Belmont, Carroll, Harrison, and Jefferson 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.

# Inside the Network

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## Faces of The BRN

During the week of May 27th, BRN manager Angie Peters along with the BRN sub-committee, interviewed to fill four account executive positions, one for each of our respective counties: Belmont, Carroll, Harrison, and Jefferson. The account executive is to serve as the one point of contact for businesses in each county. They will be responsible for initiating, developing and maintaining relationships with businesses to promote the BRN. Please meet three of our four account executives who started on July 1, 2013. We are still in the process of seeking a Belmont County Account Executive.

### Jefferson

Stephen "Steve" Zdinak received his Associate Degree of Business Management Technology from Kent State University, Columbiana.

Steve is a Licensed Nursing Home Administrator and previous business owner/operator. Having started the Ohio Valley Tom's Sales in 1979, Steve operated the snack food franchise until June of 1984. Selling the franchise with over four-hundred accounts in place within a four county area, Steve purchased a community grocery operation in the Village of Stratton, Ohio. Steve and his family operated the market, which first opened in the early 1900's by C.M. Stratton, until 1999. Prior to the sale of the grocery operation Steve pursued an opportunity in the Nursing Home Administration field. Steve continued his career in Nursing Home Administration for fifteen plus years serving residents at three facilities and two owners.

In addition to his professional career, Steve serves as Treasurer for his local community and is active with fraternal organizations. Steve currently resides with his wife in Stratton with several family pets. Steve can be contacted at [szdinak\\_brn@hotmail.com](mailto:szdinak_brn@hotmail.com).

### Harrison

Brad Jenkins began his business career in the restaurant industry becoming an area manager with Wendy's serving the New Philadelphia /Dover area. He returned to his native Wintersville when the opportunity became available to help launch The Italian Oven. He opened the store in the Tri State Plaza and remained there before becoming the bar manager at Skipper's Haven in Toronto. He then switched gears becoming a merchandiser/sales person for Iron City Distributing in Mingo Junction before he was asked to take the Sales Manager position at their sister company, Choice Brands of Ohio. His duties there included managing the entire sales and merchandising staff and overseeing the service to 275-300 chain and independent accounts. He also helped direct the launch of Yuengling brand in the counties of Jefferson, Carroll, Columbiana and Harrison.

He received a degree in Applied Business Management in 2001. He is an active member of Wintersville United Methodist Church serving on various committees, as well as being a Vacation Bible School volunteer for the past 8 years. He also volunteers for the Tri-State Special Olympics and the Jefferson County Relay for Life.

He has lived in Mingo Junction for the past 10 years. He is engaged to Cathy Peterson and has two grown children, Daniel and Bryana, and one adorable granddaughter Julianne.

### Carroll

Jerry Shafer serves Carroll County as the Business Resources Network Account Executive located in Carrollton, Ohio. He is excited and committed to working collaboratively to help local businesses succeed and grow. Jerry offers a community based background, leadership experience and success, as well as knowledge in human resources. He taught and coached high school for seven years, worked for Union Pacific Railroad, and worked in one of Carrollton's best known small businesses, Ashton Ben Franklin's Store. He moved back to his hometown of Carrollton in 2012 after having lived out of state for the past seven years. He now works closely with local businesses to identify and access a host of business services, suggested incentives, technical assistance, training and other programs designed specifically for that business, all at no cost to them.



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**Account Executive: Harrison**

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**Stephen Zdinak**

**Account Executive: Jefferson**

**740.457.7521**

***"We're here to help you stay in  
business and help your business grow"***

### **BRN PARTNERS**

American Electric Power (AEP)

AMVETS Post 275

Appalachian Partnership for Economic Growth (APEG)

Belmont College

Buckeye Career Center, Adult Education

Bureau of Workers 'Compensation (BWC)

Carroll County Chamber of Commerce

Easter Gateway Community College

Harrison County Commissioners

Harrison County Department of Job & Family Services

Jefferson County CAC, Inc.

Jefferson County Port Authority

Jefferson County Chamber of Commerce

Kent State Tuscarawas

Ohio Department of Job and Family Services

Ohio Department of Transportation (ODOT)

Office of Congressman Bill Johnson

Office of Governor John Kasich

Office of Senator Portman

Ohio Means Jobs Belmont County

Ohio Mean Jobs Carroll County

Ohio Means Jobs Harrison County

Ohio Means Job Jefferson County

Ohio Mid-Eastern Government Association (OMEGA)



### ***BRN Success***

*"I have been involved with the Business Resource Network (BRN) for several years. I have attended a meetings at the BRN Mahoning County and been involved since its inception with the BRN Canton. As a resource partner, I have found the organization to be of great value. The BRN is connected with a multitude of partners covering such areas as workforce development, education, chambers, government agencies and economic development representatives. This "one stop shopping" is an effective way to match up the needs of the companies with the resources available to meet those needs. This organization is important to the retention and expansion of businesses in our area."*

-Steve Schillig, District Director of Ohio Small Business Development Center



Left: Jerry Shafer, Carroll County Account Executive; Below from left: Brad Jenkins, Harrison County Account Executive and Stephen Zdinak, Jefferson County Account Executive.

