



## ***A Proven Approach to Help Businesses Survive and Grow***

The Business Resource Network (BRN) uses 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 currently operates in Trumbull, Mahoning and Columbiana Counties in Ohio and Mercer and Lawrence Counties in Pennsylvania.

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.

## **Two New Partners Join Network**

The Business Resource Network recently welcomed two new partners, the Western Reserve Port Authority and Congressman Bill Johnson's Office, lifting the total number of BRN partners to 42.

Western Reserve Port Authority brings to the BRN its unique financing and economic development powers. In addition to financing options, the Western Reserve Port Authority can offer direct loans or sale/leaseback; secure federal and state grants; purchase assets and real estate; assist in brownfield site remediation and redevelopment, and secure a foreign trade zone.

Congressman Johnson's office can help local companies with federal problems. Often the office can intervene on a company's behalf to get answers to questions, find solutions or cut red tape.

These new partners along with existing partners help local companies grow and expand or find solutions to challenges.

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## **Kiraly Tool Adds Capacity, Workers**

Kiraly Tool & Die Inc. of Youngstown is a busy tool and die company with much of its output as prototypes for machinery makers.

With assistance from the BRN, Steve Kiraly, president and owner of Kiraly Tool & Die, worked with Mahoning Valley Economic Development Corp. and the City of Youngstown to acquire a half million dollars to expand the company. The expansion included square footage, output capacity and employees. Prior to expansion, Kiraly Tool & Die had eight workers and now with the expansion, the company has 11, with the three new hires being trained under an On-the-Job Training contract with Mahoning & Columbiana Training Association.

## **Brownfield Revitalization**

The Mahoning River Corridor Initiative (MRCI) is a collaboration of nine municipalities, six non-profit corporations and Youngstown State University and dedicated to the revitalization of brownfield sites along the Mahoning River.

At the February BRN Roundtable, Dan Mamula, MRCI manager, discussed the 21 brownfield sites totaling more than 1,000 acres that have potential for economic development. Of that, he said more than 550 acres are in various stages of environmental assessment/remediation. The MRCI is a resource for the BRN.

# Congressional Visit to Ohio Pet Foods

Ohio Pet Food Inc. (OPF) in early February welcomed Rep. Bill Johnson, R-6 Ohio, to its newly expanded facility in Lisbon. The congressman was visiting companies in his district and selected OPF because of its recent expansion and on-going export program. The BRN played a significant role in helping OPF secure more than \$1 million in refinancing for its expansion that doubled its warehouse space and add new offices. It also permitted the company to purchase Blackwood Pet Foods that secures 20 percent of its business. The company manufactures high quality, special formulation and private label pet foods. Currently it exports to 23 countries and is certified to sell in the European Union.



Matt Golliday, vice president of Ohio Pet Foods, welcomes Congressman Bill Johnson to the Lisbon company.



## BRN Partners

Compass Family & Community Services  
 Choffin Career & Technical Center  
 City of Warren  
 City of Youngstown  
 Columbiana County Commissioners  
 Columbiana County Career & Technical Center  
 Columbiana County Office of Econ. Development  
 Congressman Tim Ryan's Office  
 Congressman Bill Johnson's Office  
 Eastern Gateway Community College  
 Eastgate Regional Council of Governments

East Liverpool Chamber of Commerce  
 Kent State University Columbiana County Campus  
 Kent State University Trumbull Campus  
 Main Street Warren  
 Mahoning & Columbiana Training Association  
 Mahoning County Career & Technical Center  
 Mahoning County Commissioners  
 Mahoning County Dept. Job & Family Services  
 Mahoning Valley Economic Development Corp.  
 Manufacturing Advocacy & Growth Network  
 NEO HealthForce  
 Ohio Apprenticeship  
 Ohio Bureau of Workers' Compensation

Ohio Department of Development  
 Ohio Rehabilitation Services Commission  
 Ohio Treasurer of State  
 St. Clair Township Area Chamber of Commerce  
 Salem Area Chamber of Commerce  
 SCORE  
 Trumbull Career & Technical Center  
 Trumbull County Commissioners  
 Trumbull County Dept. of Job & Family Services  
 Village of Lowellville  
 Western Reserve Port Authority  
 Youngstown State University  
 Youngstown/Warren Regional Chamber