

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, including Adams, Brown, Pike & Scioto 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.

Visit the BRN on the web at www.thebrn.net

Meet the Business Resource Network (BRN) Staff for Adams, Brown, Pike & Scioto Counties. These dedicated individuals are creating POWERFUL PARTNERSHIPS to build STRONGER BUSINESSES.

Dan Mault is the BRN Manager employed with Workforce Development Area 1 that includes Adams, Brown, Pike, and Scioto Counties. Dan has been employed with the organization since 2010 as Business Manager for Area 1. Formerly he served as the Community Employment Manager for Scioto County Developmental Disabilities, Marketing Director for Youth and Family Centered Services, and Pleasant Hill Manor. In 2004, he served as a Chemical Warfare NCO in Iraq. Dan holds a bachelor's degree from Ohio University and a master's degree from Colorado Technical University. Dan resides in Portsmouth with his wife Becky and has two sons and two daughters.

Daniel Mault, BRN Manager



Dan considers his role with the BRN to be exciting, "This is the best way to connect local business leaders with the resources they need to grow. Understanding that when the business community is successful our community as a whole prospers. We look forward to assisting your business with addressing their challenges and opportunities."

Dan can be contacted at dmault@workforceconnections.biz or by phone at (740) 351-1192.

Mission Statement

The Business Resource Network helps regional businesses thrive, grow and create jobs by bringing a strategic and collaborative approach to solving their problems and expanding their opportunities.

This client-centered approach transcends individual programs and red tape to focus on meeting the complete business service needs of the client and delivering measurable results to our clients and communities.

Jeff Walters, Account Executive for Adams County

Jeff Walters, has been known as a marketing and sales Road Warrior for most of his 32 year career, working for both Pepsi-Cola and Maytag Corporation. We are excited to have Jeff's experience available at the Business Resource Network (BRN) now as the Adams County Account Executive. Besides his marketing and sales experience, he brings expertise in customer service, management, networking, and consulting. Jeff is also a US Navy Veteran.



A few of Jeff's professional accomplishments include helping to design and bring to market Pepsi-Cola's customer service business unit's equipment that they are still using today. Also, increasing Maytag Corporation (Dixie-Narco Inc.) sales from \$12 million a year to \$34.6 million a year by selling capital equipment in a 4 plus state area. He also utilized his network to increase the News Democrat newspaper advertising by 110%.

Jeff is known for being a go-to-guy for new ideas and solutions to issues. He listens thoroughly to the business' needs and then develops ideas and solutions through his knowledge, experience, and networking abilities. Jeff is passionate about helping people, businesses, & the Adams County community. He enjoys seeing individuals succeed and knowing without notoriety that he has helped with the success.

In addition to his professional career, Jeff has been married for 35 years. He is the father of 3 children and a "Papaw" of 3 grandchildren. He enjoys going to church, spending time with his family, and being in the great outdoors. He is originally from Northern Wisconsin and is a Green Bay Packer fan. He is current resident of Winchester, Ohio in Adams County.

Jeff can be contacted at jwalters@workforceconnections.biz or by phone at 1-800-233-7891.

Tiffany Hadsell, Account Executive for Scioto County



Tiffany Hadsell is the new Account Executive for the Business Resource Network (BRN) in Scioto County. She brings experience from various positions to the network. She began her career in sales at AT&T and carried that experience on to iMobile (Sprint), where she was promoted from sales to management in a matter of 2 months. After completing her MBA, she became employed with Balestra, Harr & Scherer CPAs as an Auditor. In that position she collected and analyzed fiscal data to help businesses become fiscally efficient and in compliance with state and federal laws and regulations.

In addition to work experience, Tiffany earned a Master of Business Administration from the University of Rio Grande and her Bachelors Degree in Business Administration from Shawnee State University.

Tiffany loves meeting new people and being a problem solver, and feels it's important to take the time to meet and talk to people that she can learn from. She is passionate about learning and putting that knowledge to good use, and being more efficient; especially when it involves technology. She is excited and motivated that her position with the BRN utilizes her skills and education and gives her the opportunity to help her hometown of Portsmouth and Scioto County.

Tiffany can be contacted at thadsell@workforceconnections.biz or by phone at 740-354-7545.

Jill Layne, Account Executive for Brown County



Jill Layne is now part of the Business Resource Network (BRN), as Account Executive for Brown County. She brings knowledge of the area's labor market and business trends, gained from her ongoing employment as a Business Services Representative with Workforce Connections of Adams and Brown Counties. She has been in that position for the past seven years, and is excited to now be a part of the BRN too.

Jill has a history of working with people from a wide range of employment levels (entry through senior executive), within a wide range of industries, companies, and departments. Before joining Workforce Connections, Jill owned a business communications consulting firm in Austin, Texas. She also worked for six years as an Executive Recruiter for Management Recruiters of Austin, where she specialized in the biomedical research industry. Her early career, in Southern California, includes experience in marketing communications, management training program development, and teaching.

Jill received a Master of Business Administration degree from the Claremont Graduate School, Peter Drucker Center, in Claremont, California. She also has a Bachelor of Social Science degree from San Diego State University.

Jill and her husband enjoy the beauty and challenges of life in their Civil War-Era farmhouse in the countryside of Adams & Brown Counties. She also enjoys spending time with friends and family, caring for pets, and hiking.

Jill can be contacted at jlayne@workforceconnections.biz or by phone at 1-800-233-7891.

Shelly Blakeman, Account Executive for Pike County



The Business Resource Network is excited to welcome Shelly Blakeman as the Account Executive for Pike County. She brings 15 years of experience working with local businesses, economic development, workforce, and education/training providers through her ongoing employment as the Employment and Training Services Manager with Workforce Connections of Pike County.

A few of Shelly's professional accomplishments include being responsible for the MASCO Transition Center, working with 1400 former MASCO employees for re-training and re-entering the workforce. The MASCO Transition Center earned the Best Practice Award from Ohio Association of Community Action Agencies (OACCA) and the John Glenn School of Public Affairs at The Ohio State University. Shelly is also a certified Job Developer and is proficient in providing assessments through Wonderlic and Career Orientation Profile System. She works daily with local businesses to train and recruit a strong, effective workforce.

Shelly is passionate about helping people and businesses open doors to their own success. She can be your single point of contact to gain access to available resources and incentives to help your business grow in Pike County and Southern Ohio.

Shelly can be contacted at sblakeman@pikecac.org or by phone at (740) 289-2371.

The BRN Vision

Enrich Communities by Building Stronger Businesses.

BRN Partners

Adams County Chamber of Commerce

Adams County Economic & Community Development

Adams County Commissioners

Adams County Dept. of Job & Family Service

Adams Brown County Economic Opportunities, Inc.

Adams Brown Co. Economic Opportunities-Business Development

Brown County Commissioners

Bureau of Workers Compensation

Community Action Committee of Pike County

Community Action Committee of Pike Co.-Business Development

Community Action Organization of Scioto County, Inc.

City of Portsmouth

Disability Employment Initiative

Joint Economic Development Initiative for Southern Ohio

Pike County Career Technical Center/ABLE

Pike County Economic Development

Portsmouth Area Chamber of Commerce

Scioto County ABLE

Southern Ohio Diversification Initiative (SODI)

Southern Hills Career Technical Center

Southern State Community College/Enterprise Center

Southern State Community College

Village of Georgetown

Village of New Boston

Village of Peebles

Village of Seaman

Village of West Union

Workforce Connections of Adams, Brown, Pike & Scioto Counties