

BRN addresses business group

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CADIZ- An innovative concept to assist new and existing businesses was introduced to the Cadiz Business Association recently.

Angie Peters, manager of the Business Resource Network, was featured speaker during the April session and explained the method of pooling resources through business, education, government and beyond to improve or enhance small and large operations. Peters said she was based in Steubenville and the local network, which falls under the auspices of the Workforce Investment Board Area 16, was comprised of Belmont, Carroll, Harrison and Jefferson counties. The first BRN began in Mahoning County in 2008 and its success prompted the U.S. Department of Labor to fund an estimated \$6 million grant to expand to six groups in 16 counties. The grant operates until 2015 but the groups to hope to be self-sustaining.

"The whole purpose is to help businesses such as yours—big, small, new, old—with what your needs are, whether they be diversifying, changing or just looking at challenges and opportunities so we can help you and help new businesses," Peters said.

She explained that representatives of businesses, education, workforce training agencies, state and local government agencies, social service organizations, economic development groups, chambers of commerce and other entities with any purpose or incentive that would be beneficial to a client's businesses.

"What we're here for is to help you and your workers solve problems and keep you close to home and keep you in business," she added.



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Angie Peters, manager of the Business Resource Network in Steubenville, addressed the Cadiz Business Association recently about a new local partnership of businesses, schools and agencies to help new and existing companies. The group, which is comprised of 40 members from Harrison, Jefferson, Belmont and Carroll counties, will meet April 29 at 9 a.m. at Harrison Community Hospital.

saying services range from marketing, seeking funding resources and problem-solving without all of the red tape. "We help connect you with the contact you need."

Peters explained the BRN would "identify, prioritize and target regional businesses that are needing support." The business would meet with an account executive and complete a questionnaire through a Synchronist Business Information System interview to help identify any key spots for improvement or enhancement.

The network of 40 representatives (or 10 from each county) would meet and share ideas that would be included in a proposal to the client within a two-week period, and the business, in turn, may implement all to none of the recommendations. The assistance is free through the BRN, but Peters said there may be fees associated through other connections. She noted that partners must sign confidentiality agreements to participate in the network.

"Instead of calling 40 different agencies, you would work one-on-one with an account executive, if you choose, to help you have access to all 40 organizations. When you talk to one of us, you talk to all of us. We are going to work collaboratively so that we can help your businesses with what it is that it needs. Together, united, working in sync, we can build stronger, healthier businesses in our region,"

she said. "It is beneficial to organizations involved, businesses involved and the BRN."

The four county groups would meet on the last Monday of each month at Harrison Community Hospital since it is centrally located and the kickoff session starts on April 29 at 9 a.m. For more information, contact Peters at (740) 282-0971, ext. 141 or (740) 457-3128 or administrative assistant Carrie Fodor at extension 188 or (740) 457-3137. Details are also available at The Business Resource Network Facebook page and a Twitter account is being created.