BUILDING A STRONGER WORKFORCE
WORKING WITH GOVERNMENT
HELPING BUSINESSES SUCCEED AND GROW

Athens  Monroe  Monroe
Belmont  Morgan  Morgan
Guernsey  Muskingum  Muskingum
Hocking  Noble  Noble
Jefferson  Perry  Perry
Meigs  Washington  Washington
BizNet Business Resource Network

- 12-County Region in SE Ohio

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BizNet Business Resource Network

• Funded by an Early Warning Network Grant from The Ohio Dept. of Development
• Operated from Jan. – June 2011
• Administered by Buckeye Hills
We’re here to help you stay in business and help your business grow.

Who we are

The BizNet business resource network is a strategic alliance formed to help businesses in the region survive, thrive and keep and create jobs through a strategic and collaborative approach, helping them meet challenges and profit from opportunities.

The goal is to bring together the region’s economic development, governmental, workforce, academic and other organizations that offer available programs or services for businesses — financial incentives, training, technical assistance, etc.
BizNet Partners

- Athens County Economic Development Council
- Belmont County Department of Development /CIC
- Cambridge-Guernsey County CIC
- Hocking County CIC
- Progress Alliance
- Meigs County Office of Economic Development
- Meigs County Chamber of Commerce
- BH-HVRDD RLF Coordinator
- Small Business Development Centers (Athens and Marietta)
- Morgan County Commissioners Development Office
- Morgan County CIC
- Zanesville-Muskingum Port Authority
- Noble County OSU Extension Office
- Perry County Commissioners
- Southeastern Ohio Port Authority
- Marietta Chamber of Commerce
BizNet Partners

- BizNet Partners met with targeted businesses
- Completed a Business Survey
- Data Entered into The Executive Pulse Database
- Conducted Follow-Up Visits with Businesses to Present BizNet Report & Resources
Goals Reached Through the BizNet Grant:

- Direction on ‘action items’ identified to assist with business needs and review of initial data findings.
- BizNet indentified those businesses “at-risk” and shared state and local resources to rapidly respond to the company’s needs.
BizNet is a unique approach to helping businesses survive and grow by helping them identify and access a host of critical business services with as little red tape as possible. The BizNet program area includes Ohio’s Athens, Belmont, Guernsey, Hocking, Jefferson, Meigs, Monroe, Morgan, Muskingum, Noble, Perry & Washington Counties.

A collaboration of chambers of commerce, workforce and economic development organizations, universities and career and technical centers, and state government agencies identify and access a host of critical business services to help businesses survive and grow.

BizNet is Online & On Facebook
Positive (Green Flag) Themes

General
• Regional firms are overwhelmingly stable in terms of ownership and management.
• Almost 80% of respondents have strategic plans in place.

Employment
• A majority of respondents (74%) employ skilled or semi-skilled workers.
• Only 3% of workforce for respondents is near retirement.
• Almost 90% of respondents report no issues with employee retention.
• Only a third of respondents have problems with finding qualified employees in the market area.
• Almost 60% of respondents have a formal workforce training program in place.
• Only 12% of firms report a unionized workforce.
  • Of those unionized firms, labor-management relations are good to excellent among all respondents.
Positive (Green Flag) Themes

Sales
• A majority of respondents expect to see sales growth in the coming year.
  Seven percent project substantial growth in excess of 50%.
• **56% of companies report a growing sales trend.**
• Most respondents (62%) have strong customer diversification.
• Over 60% of respondents source supplies within the local or regional area.

E Commerce
• Transactional e-commerce is strong in the region. Respondents are leveraging the Internet for much more than e-mail and a web presence.
• **Despite the region’s rural nature, broadband or equal adoption is strong.**
Positive (Green Flag) Themes

Facility/Equipment
• 83% of respondents own their facility.
• 88% of respondents rate the condition of their facility as good-to-excellent.
• 95% of respondents rate the condition of their machinery and equipment as good-to-excellent.
• Almost 50% of respondents are operating at least two shifts. With a quarter of respondents operating 24 hours.
• 75% of respondents have room to expand at their current location.
• Over half of all respondents are planning an expansion within 18 months.
Positive (Green Flag) Themes

Government Services/Business Climate
• Local government services ratings are generally favorable across the board.
• Workforce quality and availability both get high marks from the business community.
  • Almost 80% of respondents rate workforce quality as good-to-excellent.
  • 70% rate workforce availability as good-to-excellent.
• Local government gets good-to-excellent ratings from 70% of respondents.
• Almost 70% of respondents view economic development favorably.
• Colleges and technical schools also score highly with the business community.
Negative (Red Flag) Themes

General
• 66% of respondents do not have a proprietary product or service.
• Roughly half of respondents are in mature or declining industries.
• Almost 40% of respondents report that the parent company has another division with an analogous product or service offering

Employment
• Net employment for region is projected to decline by roughly 750 persons in the next 12 months.
• There is room for improvement in assimilation of quality programs such as ISO.
Negatives (Red Flag) Themes

Sales
• A majority of respondents sell within the local and regional trading area.
• Less than 50% of respondents who could export actually do.

E-Commerce
• Investment trends for Internet technology are flat.

Facility/Equipment
• Facility investment trends over the past 18 months are flat.
• Almost half of all respondents have made equipment investments in the past 18 months.
Negative (Red Flag) Themes

Government Services/Business Climate

• Both state tax structure and workers compensation gets mediocre reviews from the business community.

• Cultural and recreational amenities get middle of road ratings from respondents.
Buckeye Hills received a 2011 Innovation Award from the National Association of Development Organizations (NADO) Research Foundation for the BizNet Business Resource Network.
What’s Next?

- Update Legislators on BizNet Outcomes
- Seek Additional Funding