



2010 Year in Review

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Report from Executive Director Bethany Dentler

- Business attraction projects increased in 2010: 136 prospects were handled by the staff of the Medina County Economic Development Corporation (MCEDC), which submitted sites and provided assistance to 113 companies.
- Keeping a healthy business base for those companies who already call Medina County home included the celebration of Business Appreciation Month with MCEDC's third annual business survey program in the spring.
- With the help of 60 volunteers, over 80 business visits were conducted with Medina County business executives, who were much more optimistic than we found in 2009.
- In 2010, 48% of executives surveyed had expansion plans, compared with the 30% the year before.
- This level of optimism was reflected in the record number of business award nominations MCEDC received for our October awards program; 126 nominations were sent in, representing a fantastic cross-section of successful companies.
- The success of our business retention and recognition programs is a testament to the regional partnerships which have played a critical role in our membership campaign.
- We began our efforts to increase participation in the Medina County Economic Development Corporation at the end of 2009; we now have 73 members, which is an increase of 15 businesses.
- MCEDC's goal at the beginning of the campaign was to help create 280 new jobs in 2010.
- **We have surpassed that goal by 32%. By the end of 2010, our research shows that 25 companies expanded in Medina County, and MCEDC worked with 10 of them directly.**
- **The companies we assisted created 370 new jobs in 2010, and invested \$22 million in capital spending.**
- Altogether, the companies that expanded in Medina County last year created 700 new jobs and invested \$51 million.
- In order to maintain that level of success and continue to grow our economy, we created new economic development tools, such as an interactive real estate database on MCEDC's newly re-designed web site that can be used by area companies looking for space to expand.
- This kind of tool is essential to the site selection community, whose method of operation is to search out communities online first before making direct contact.
- In August 2010, a Team NEO program allowed MCEDC to invite our members to hear directly from a panel of national site selection leaders, who told us that they want to see communities working together in a seamless process, to see regional partners showing trust in each other.



- MCEDC's partners in the region include NEOTEC, who had great international outreach programming that is bringing European prospects to our area later this year to investigate new location possibilities.
- We are also working with NorTech and a regional collaborative group to plan and market an Alternative Energy Expo and Conference coming to Akron in September 2011.
- Team NEO continues to be a great partner for Medina County: since 2007, they have helped attract 41 companies to the region, which have provided jobs for Medina County residents and sales opportunities for our local businesses.
- Locally, MCEDC partners with forward-thinking advocates for economic development in the Cities, Villages and Townships of Medina County, as well as the Chambers of Commerce of Medina County and public agencies like Workforce Development.
- Overhauling Medina County's planning and permitting process was an important focus of MCEDC and our partners in 2010, since it is critical to have a business climate where our existing businesses can grow easily and new businesses can get through development requirements quickly.
- A County-led task force met and developed the following recommendations to streamline the development process:
 - Coordination and improved communication among agencies
 - Increasing education opportunities for regulatory officials
 - Creating an online information portal
 - Advocating for legislative reforms
- One of 2010's most important collaborative accomplishments occurred in December, when the Medina County Fiber Network was finally funded as the Port Authority issued \$14.4 million in Recovery Zone Bonds.
- A dedicated group of volunteers served on the Fiber Network Committee, pouring many hours into meetings and document review to bring about the financing of the fiber network; much gratitude is owed to Jim Gerspacher, Bill Hutson, Russ Schabel, Rod Keeley, Tim Smith, Gary Linden and Macy Hallock.
- MCEDC also worked proactively with the Medina County Commissioners and municipalities throughout the County, as well as Cascade Capital Corporation, to secure backing for the bonds.
- After a decade's worth of grassroots effort by a very committed group of business leaders, officials and community volunteers, construction has begun at last on the 151 miles of dark fiber that is poised to become one of Medina County's most powerful economic development tools; the ring is scheduled for completion in early 2012.
- MCEDC thanks its members and partners for supporting this organization so we can carry on with the work of creating jobs and a quality community in Medina County.