

 **COMMUNITY ENERGY ADVISORS** Community Energy Advisors (CEA) is a full-service energy advisory firm assisting businesses with managing their energy portfolio and lowering their overall energy costs. At CEA, energy management is not just about procurement. CEA's energy experts utilize a robust analytics platform to access your entire utility bill for cost savings opportunities by studying regulated utility tariffs and competitive market changes to identify opportunities for customers to more effectively manage their utility costs. CEA partners with our clients to achieve your energy management strategy, delivering optimal return on investment.

With so many changes in the energy marketplace, from the regulated side to the wholesale and retail energy markets, Community Energy Advisors has partnered with Medina County Economic Development Corporation to hold free educational seminars and help business managers/ owners stay informed of upcoming tariff changes, market price swings and financial impacts.

2017 Annual Meeting A Success!



MCEDC welcomed nearly 200 people at its 2017 Annual Meeting in Wadsworth on March 16, where Executive Director Bethany Dentler announced that MCEDC assisted 38 companies to create 617 new jobs and invest \$119 million in 2016. The job announcements represent a 30% increase over 2015 and it doesn't appear to be slowing down.

The year in review report also highlighted our activities in workforce development, as workforce has become a major focus of the organization in the face of the most significant challenge being faced by our business community. MCEDC is approaching the problem from a number of directions to provide a holistic set of solutions in collaboration with community partners.

The Medina County Fiber Network continues to be a strong economic development tool and with eight carriers on board, there is now real competition in internet and telecommunications. Companies are relocating to Medina County to take advantage of this asset so if you need more information on the Fiber Network, contact Dave Corrado (dcorrado@fibercounty.com).

The meeting's keynote speaker was Dr. Ned Hill of The Ohio State University, who explained the concept of "Manufacturing 5.0 - the 5th Industrial Revolution". Throughout history, there have been major events that triggered a major shift in the way manufacturing is done. In 2013, integration across the enterprise began to take hold and as all systems become connected, we will see a new way to manage the production of goods.

Part of that change includes significant gains in productivity with fewer employees, as companies move to a more automated environment, they are going to need in finding people with the proper skills and training.



Jon Park of Westfield Bank was featured in Crain's Cleveland in the Business Life section. If you are a subscriber, you can read the article [here](#).

Medina County Commissioner, Adam Friedrich has been elected to NOACA's Board as President for 2017. The NOACA Business Advisory Council will be headed up by our own Bethany Dentler in 2017.

Philpott Solutions Group welcomes Bobby Swigert to their team. Congratulations Mr. Swigert!

Carlisle Brake and Friction announced plans to expand their Medina facility. The manufacturer is bringing 70 new jobs and over \$20 million in capital investment to our county. Congratulations! Read all about it [here](#).

Ohio in the Top 10

Site Selection Magazine annually recognizes states with the most qualifying projects of new and expanded facilities each year. Ohio was ranked 2nd with 515 points behind Texas with 642. Per Capita, Ohio was ranked 3rd behind Nebraska and Kentucky. Medina County was a significant contributor to the ranking!

Having challenges with

workforce?

You are not alone!

Come to the Employer Resources Expo on April 4, 2017

**from 10:00am - 4:00pm
at Weymouth Country Club
to meet workforce solutions partners**

Dr. Hill pointed out that there are now two generations of manufacturing leadership that have never provided training to their employees. Workers over 55 years of age and under 18 need ways to get jobs and stay in jobs in order to keep a sufficient labor pool. The new skills that will be required of workers will include mechatronics / industrial maintenance, digital integration and continuous improvement.

Dr. Hill's presentation was met with resounding applause and many in the room felt it was one of the best Annual Meeting keynotes they have ever heard. You can view his presentation here: <http://www.medinacounty.org/2017-annual-meeting/>

The Small Business Development Center (SBDC) at LCCC provides services and events that are designed to accelerate Ohio's economy by helping people start, sustain and grow their businesses.

To speak to an SBDC advisor, call the office at 440-366-4370.

Exhibitors will share how they can help you:

- Find people who will stay with your company
- Fill entry level positions
- Train your workforce
- Provide benefits information
- and more!

The Summit will also include breakout sessions:

9:00 am - 10:00 am, repeated at 12:00 pm - 1:00 pm:
 "The Importance of the Voice of the Employee" by Mike Rao, The HR Group

10:00 am-11:00 am repeated at 1:00 pm - 2:00 pm:
 "Employee Benefit Trends" by Matt Baker, DS Benefits

11:00 am - 12:00 pm repeated at 2:00 pm - 3:00 pm:
 "The absolute Need for Pre-Employment Testing" by Greg Thomas, Leadership Excellence

To register for a breakout session, call 330-722-9215 or email kathyb@medinacounty.org

**Global Shipping Update:
 Documentation, Compliance & More
 a seminar**
 hosted by NEOTEC and KPH Global Trade

WEDNESDAY, APRIL 5, 2017
 8:00 a.m. - 3:45 p.m.
 Holden University Center at Lakeland Community College
 4242 State Route 306, Kirtland, OH 44094

SEMINAR TOPICS

- Ocean shipping
- Moving freight internationally
- Why you need insurance and/or bonds and how it relates to Incoterms
- Export/import documentation, compliance as it relates to documents
- Classifications for exports and imports
- Harmonized Tariff System vs Schedule B
- Benefits of the Foreign-Trade Zone program
- Port of Cleveland - update on services
- Customs clearance process, role of Customs in exports, liquidations
- SBA loan programs, assistance for small business exporters, trade finance programs, role of international bankers

SPEAKERS

Our presentations will include experts from ZIM Lines, Polaris Transport, Avalon Risk Management, Rohlig Logistics, Mohawk Global Logistics, NEOTEC, Port of Cleveland, U.S. Customs and the Small Business Administration (SBA).

*Participants will earn 6 Certified Customs Specialist/ Certified Export Specialist (CCS/CES) continuing education credits for attending this seminar.

[CLICK HERE FOR DETAILS AND TO REGISTER.](#)

Thank you to our 2017 Annual Premier Sponsors!



For every DOLLAR in the MCEDC budget,
\$193 dollars of economic
 impact is returned to Medina County!



Want to know more? Check out this infographic to get all the information!
medinacounty.org/mcedc-impact-on-medina-county/