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customer service.

Having merged with FirstMerit Bank in 2016, Huntington National Bank has a much more significant footprint in Medina County. While the name has changed, there are still many familiar faces providing great

Founded in 1866, The Huntington National Bank and its affiliates provide consumer, small business, commercial, treasury management, wealth management, brokerage, trust, and insurance services. Huntington also provides auto dealer, equipment finance, national settlement and capital market services that extend beyond its core states.

Huntington Bancshares Incorporated is a regional bank holding company headquartered in Columbus, Ohio, with \$100 billion of assets and a network of 1,015 branches and 1,758 ATMs across eight Midwestern states.

Workforce - The #1 Issue in Medina County

At MCEDC's May member meeting, attendees got the opportunity to enjoy a "speed networking" session; moving around the room to introduce themselves to dozens of people. Encouraged by the chance to meet people they normally would not have the opportunity to talk with, members have asked that this event be scheduled each year.

Also reported at the meeting were a record-breaking number of new capital projects in the county. While maintaining our business expansion and retention program and helping businesses with tax abatements, MCEDC has become very involved in issues surrounding workforce to support company growth. It is the biggest issue facing businesses today, and we are attacking it from all sides.

One major challenge in Medina County is that over 54% of the population leave for work. Your neighbors most likely commute up to 30 minutes or more to get to a position that probably has a counterpart right here in the county.



According to *Crain's Cleveland Business*, four of the Top 10 auto suppliers in Northeast Ohio (as ranked by 2016 auto industry sales) have locations in Medina County, including two MCEDC members: Shiloh Industries and Fuserashi International Technology.

MTD Products, Inc. of Valley City has entered into a merger agreement with F. Robotics Acquisitions Ltd. which makes a product called Robomow, a line of environmentally-friendly robotic residential mowers currently sold mostly in Europe. Soon you can watch your

a job. It used to be people looked in the newspaper on Sundays but that is long gone.

To help with these issues, MCEDC has launched www.worklocal.net. **Worklocal** is designed to feature Medina County company job postings which our staff proactively seeks out. We are working to educate our community members on this job site and to encourage anyone interested in changing jobs to "Work Local"!

Increasing our local labor pool may mean bringing more people into the county, so we are working with veterans groups to help them relocate to Medina County. To identify groups of people not currently in the workforce, we partner with over 15 organizations who have constituents not currently in the workforce.

The third piece we are focused on is training your existing employees as a way to retain them as well as grow your knowledge base. This summer, MCEDC is assembling a comprehensive training inventory of resources available in the county so companies have a primary source for finding training assistance.

We have recognized workforce as a major challenge for our companies and we are doing everything we can to address it. If you need assistance or would like to discuss our programs, please give us a call!

Congratulations to the Leadership Medina County Class of 2018! The following MCEDC members were selected to join the class:

Matt Baker, DS Benefits Group
 Charlene Bunner, Lodi Hospital
 Brian Charnigo, Medina County Career Center
 Erin Cline, Rea & associates
 Debra Cordell, BPR Rico Manufacturing
 Loretta Cordell, Medina County Health Department
 Maria Davis, ID Images
 Beth Kereszturi, Proximity Marketing
 Christine Kungli, Huntington Bank
 Mary Susan Lora, Westfield Bank
 Amy McNutt, Westfield Group
 Aaron Sable, Medina City Schools
 Ann Salek, Critchfield, Critchfield & Johnston, Ltd.
 Freeland Southard, Cuyahoga Community College
 Jaclyn Taylor, Westfield Insurance
 Pamela Wheeler, Medina County Career Center
 Tess Yurik, Cuyahoga Community College

BUSINESS ADVISING

Are you looking for business advice? Someone to help accelerate your business goals? Someone to hold you accountable and give you direction? The Small Business Development Center at LCCC offers one-on-one advising in all areas at NO CHARGE. Call 440-366-4370 for assistance.

Seminar: Doing Business with Brazil

On Thursday June 8th, 2017, the NEO International Business Network and NEO Trade & Economic Consortium are sponsoring a seminar on the Brazilian business environment, presented by Mr. Coaraci Nogueira do Vale, a renowned Brazilian attorney residing in Sao Paulo, Brazil who is a partner with Rosman, Penalva, Souza Leão, Franco, Vale. Also speaking will be Mr. Stephen Petras, a partner with the Cleveland office of BakerHostetler. A full breakfast will be provided.

Kent State (Stark) Conference Center
6000 Frank Avenue NW
North Canton, OH 44720

When:

Thursday June 8th, 2017
8:00 am - Registration & Breakfast
8:30-10:30 am - Presentation & Q&A

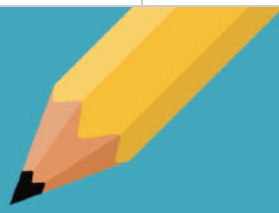
Cost:

\$30 members, \$40 non-members

SCORE Workshops

The following workshops are being offered by SCORE. Descriptions are available at www.akronscore.org or calling 330-379-3163.

Wed. May 31	6:00pm - 8:00pm	QuickBooks #1	Medina Co. University Center
Wed. May 31	10:00am – 11:00am	Getting Started with Email Marketing	Webinar
Thur. Jun 1	6:00pm - 8:00pm	QuickBooks #2	Medina Co. University Center
Tue. Jun 6	5:30pm – 8:30pm	Marketing Techniques for Success	The Taylor Institute for Direct Marketing
Tue. Jun 6	6:30pm – 7:30pm	Introduction to Intellectual Property	Akron Main Library
Wed. Jun 7	6:00pm – 7:30pm	Acquiring Commercial Real Estate: Avoiding Pitfalls	Goodwill Industries – E. Waterloo Rd.
Wed. Jun 7	9:00am – 11:00am	Social Media – Grow Your Business with Email and Social Media	Medina Co. University Center
Thur. Jun 8	10:30am – 12:00pm	Get Your Business Started Today!	Akron Main Library
Sat. Jun 10	10:15am – 12:00pm	Introduction to Patents & Patent Searching	Akron Main Library
Tue. Jun 13	5:30pm – 8:30pm	Fundamentals of Writing a Business Plan	The Taylor Institute for Direct Marketing
Wed. Jun 14	9:00am – 11:00am	Social Media – Drive New Business with Social Media	Medina Co. University Center
Tue. Jun 20	5:30pm – 8:30pm	Fundamentals of Financial Management	The Taylor Institute for Direct Marketing
Wed. Jun 21	9:00am – 11:00am	Email Marketing: 30 Ways to Grow List	Your Email Medina Co. University Center
Wed. Jun 21	6:00pm – 8:00pm	Top 10 Patent Mistakes	The Taylor Institute for Direct Marketing
Wed. Jun 28	9:00am – 11:00am	Email Marketing: Shorten Your Sales Cycle-- Automate Your Marketing	Medina Co. University Center
Tue. Jul. 11	5:30pm – 8:30pm	Non-Profit Basics	The Taylor Institute for Direct Marketing
Wed. Jul. 12	5:30pm – 8:30pm	Starting Your Own Business	The Taylor Institute for Direct Marketing
Tue. Jul. 18	5:30pm – 8:30pm	Simple Steps #1 – Start-up Basics	The Taylor Institute for Direct Marketing
Wed. Jul. 19	5:30pm – 8:30pm	Marketing Techniques for Success	The Taylor Institute for Direct Marketing
Tue. Jul. 25	5:30pm – 8:30pm	Simple Steps #2 – Business Concept	The Taylor Institute for Direct Marketing
Wed. Jul. 26	5:30pm – 8:30pm	Fundamentals of Writing a Business Plan	The Taylor Institute for Direct Marketing



[M]SPIRE™

For Makers And Manufacturers

2017 Competition Details

What is [M]SPIRE?

Created by MAGNET: The Manufacturing Advocacy and Growth Network, [M]SPIRE is a regional business competition for product-focused startups and small manufacturers in Northeast Ohio that are aspiring to grow. Whether you're an entrepreneur or established small manufacturer, this competition will help your company expand by offering subsidized consulting services that will bring your product to market.

How does it work?

Go to mspire.org and fill out the online application. Each submission will be evaluated and judged by a panel of experts for feasibility, economic impact, potential job creation, fit with MAGNET's services, and other factors.

Why should I apply?

- **Get connected.** Every entry will receive a connection to an expert or organization that can help you succeed and make your ideas a reality.
- **Make a big splash.** Introduce your ideas to local experts and get valuable feedback that could help you further your business.
- **Win a subsidized project.** Select submissions will receive financial subsidies for specific projects to assist their engineering, product development, commercialization research, process improvement, or consulting.

[M]SPIRE Timeline

May 1, 2017 - Official website launch
 June 1, 2017 at 12:00 PM - Submission deadline
 July 31, 2017 - Winners announced

For more details and application information,
 visit mspire.org today!



MAGNET Ohio

Manufacturing Extension Partnership



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\$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/

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