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As Medina County's largest employer, Westfield Insurance has been in continual operation for 168 years. Westfield Bank launched in 2001 to continue Westfield's service to its business and community partners. With more than \$1 billion in assets just 16 years later, Westfield Bank is continuing its growth trajectory by recent acquisitions throughout the region.

Logistics Companies Keep Business Moving in Medina County

Wheeling Lake Erie Railway and V3 Transportation were on hand at MCEDC's November 16 member meeting to share the challenges, successes, and trends in the logistics industry today. Jeff Sunderland, AVP of Marketing and Business Development for the railroad, shared that they are growing and currently have over 850 miles of track in Ohio, Pennsylvania, and West Virginia. Generally they transport lumber, roofing materials, propane, liquids, transformers and other construction materials. Rail is best used in situations where 3-4 days for delivery is appropriate.

Paul Ratcliff, Chief Operating Officer at V3 Transportation, shared that trucking is now a same-day service. Typically V3's business is on an emergency basis and is a direct result of just-in-



Jackie Schulte of SFS Intec was featured at the Crain's Manufacturing Assembly on November 14, sharing her thoughts and ideas on workforce development. Great job, Jackie!

The Medina City School District is hosting a conversation on race through the Medina Diversity Project. For more information, contact Miller at 330-725-7489 or at pmiller450@zoominternet.net.

industries today, workforce is a serious concern; V3 is seeing more customers move away from logistics brokers who cannot secure enough drivers and are forming relationships directly with the companies themselves. As a nation, we are currently at 95-100% utilization of our trucking fleet according to Mr. Ratcliff.

Workforce is a concern in both industries, as some features of the logistics industry are not as desirable as others. For instance, rail work is 24/7, 365 days a year which can be a challenging schedule. Long-haul truckers deal with fatigue and fighting other drivers for long periods of time. Finding young people interested in these fields is critical to the future of transportation.

The light at the end of the workforce tunnel could be the trend of autonomous vehicles. Not only would autonomous trucks address the driver shortage, but could also help trucking companies secure trucking insurance which has become more and more difficult to obtain. In the train world, technology allows trains to communicate with each other, preventing crashes and other switching problems.

Overall, both industry representatives reported strong growth and a trend to continue in a positive direction. Companies need to move their raw materials and finished goods all across the country and railroad and trucks are there to meet the need.



Rico

Manufacturing donated a Thanksgiving meal to the Medina Police Department working on the holiday. Their generosity is much appreciated!

The Akron Better Business Bureau has just released their new directory. Check out the Unified Search functions [here](#).

FirstEnergy would like to remind people there are programs to help with heating bills this winter. If you know someone who could use a hand, check out the programs [here](#).

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 Lorain County Community College is here to offer one-on-one advising in all areas at NO CHARGE. Call 440-366-4370

Are you a business ready to scale up? [Scalerator NEO](#) program is ready to help! This free program offered by the Burton D. Morgan Foundation only has

MANUFACTURERS - Please consider participating!

Medina County's manufacturing community is invited to participate in MAGNET's second annual regional manufacturer's survey. Your response will shape legislative policy and the availability of economic development resources, and will help you compare your company to other manufacturers in Northeast Ohio.

The 44-question survey should take approximately 20 minutes to complete. Participants will receive a free business book (choose from 10 options), and you will receive an email as soon as the results are collated.

Click here to complete the survey: https://kent.qualtrics.com/jfe/form/SV_9Hqx2qqR7yz6Xrf

Looking for a great way to get in front of MCEDC's membership? Sponsor an event or program today! Call 330-722-9295 for details or email kathyb@medinacounty.org!

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/

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