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## BUCKINGHAM

Buckingham is recognized as one of the top business law firms in the region, representing more than 800 businesses in Northeast Ohio, including manufacturers, construction companies, commercial real estate professionals, distributors, and professional service providers.

Buckingham leaders, attorneys, and staff work tirelessly to enhance the services they deliver to their clients. This includes utilizing advanced technology to better meet their clients' needs, developing service protocols that streamline the client experience in order to exceed expectations, and continuously working to create innovative legal offerings that support local businesses.

At the heart of every business lies someone who will go to great lengths to protect it; that's where Buckingham steps in. The firm carefully selects a team of attorneys who are willing to go above and beyond to help their clients thrive. Their extensive legal knowledge parallels their business intelligence, making them efficient, reliable, and most importantly, a partner clients trust. Find out why Buckingham is the law firm of choice for hundreds of Northeast Ohio businesses. Visit [www.bdbl.com](http://www.bdbl.com).

### Member Meeting Recap

MCEDC's January member meeting was held at the new Comfort Suites in Brunswick, with breakfast sponsored by Huntington Insurance. Members and guests were treated to an eye-opening presentation about cybercrime by FBI Special Agent David Morgan.



**Member  
News**

**Please welcome our newest members!**

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Crime Complaint Center (IC3), a clearinghouse of information for internet crimes. Go to [www.ic3.gov](http://www.ic3.gov) to file a complaint, no matter how small. In 2017 Ohio ranked eight among states for the number of cyber attacks, with approximately 8,000. In regards to total loss by victims, Ohio was number thirteen.

The top threats to business are emails being compromised and financial malware. Fraudsters get to people by spoofing emails, which appear to come from someone you know. Upon closer inspection of the email address, you find a slight difference. Compromised emails typically include a request for money. Fraudsters are smart enough to not have funds transferred directly to them, but route them through multiple locations, which makes it more difficult to track. Between October 2013 and May 2018, there was \$12 billion in losses worldwide, with funds being transferred to 115 countries. With just over 41,000 victims, the U.S. saw \$672 million in losses during this time, with most initial transfers to domestic banks. The real estate industry is the top target, and has seen an increase in attacks.

One way to guard yourself and your business from attacks is create strong passwords. It takes significantly more time to crack a password that is at least eight characters long. New guidance for email protection is to use a "pass-phrase" instead of a word.

awarded an ODOT bridge replacement project for two bridges!

The [Leadership Medina County](#) Signature Class of 2019 is participating in the national Point In Time Count of homeless people in the county. This helps county agencies plan for resources needed.

The Western Reserve Masonic Community unveiled new branding to include a new logo, tagline, mission statement, and website to reflect its long-term vision. Read more [here](#).



As [Arkinetics](#) celebrated 30 years of architecture in 2018, they challenged their staff to give back with 30 hours of community service. They completed 360 hours of service helping a variety of organizations!

The county welcomes [Shannon Rine](#) as the new director of Medina County Public Transit. He comes to Medina by way of Cleveland, and has worked at public bus companies in Dayton, Columbus, and Canton.



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- Verify all requests to transfer funds
- Develop a protocol involving multiple parties
- Train against social engineering (like posting vacation announcements on social media)
- Reduce your public profile (such as your company website and social media accounts).

If you find that you have been a victim of a cyber crime, report it to the IC3 website and your local FBI office.

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### MCEDC 2019 Annual Meeting

Medina County Economic Development Corporation's Annual Meeting is almost here!

**Thursday, February 7, 2019**

5:00 PM - 8:00 PM

The Galaxy Restaurant  
201 Park Centre Drive  
Wadsworth, Ohio

John Augustine, Chief Investment Officer, Huntington Private Bank, will be presenting an economic outlook  
**"The Economy, Markets, and Business 2019"**

[RSVP](#) by Friday, February 1

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**Want to grow your business?**  
[Scalerator NEO](#) offers an intensive six-month program for companies with \$5 million to \$15 million in sales to learn

### Get LinkedIn with MCEDC

MCEDC created a new group in LinkedIn last September. There are a variety of thought-provoking discussions. Please connect with the new group [here](#) and join the conversations!



**The December gas market settled 48% higher than November, leaving many homes and businesses alike paying \$1.53 per MCF more for natural gas.** If you are on a variable product or have allowed your initial contract term with a supplier to expire, now is the time to **lock in a low long-term fixed rate to protect yourself from these increasing seasonal prices.**

Analysts at Community Energy Advisors monitor market conditions and make recommendations to our community members to achieve their goals, including budget reduction, long-term price certainty, and a smoothing of seasonal energy rates.

As natural gas prices rise, those participating in the MCEDC Energy Program are protected.

Email [info@ceateam.com](mailto:info@ceateam.com) for more information today.

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due by March 1. Find more information and an application on their website.

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### Government Academy

[Leadership Medina County](#), in collaboration with the OSU Extension, has begun their Government Academy series of classes about the mechanics and philosophies that impact government action. Learn more about this program and register [here](#). For more information, contact Kyle White at 440-326-5851 or Terri Greene at 330-721-7118 ext. 1004.

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### Small Business Development Center Resources at Lorain County 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? SBDC at LCCC is here to offer one-on-one advising in all areas at NO CHARGE. Call: 440-366-4370

#### FREE WORKSHOPS

#### Accounting and Record Keeping

Tuesday February 5, 2019 | 10:00 AM to 12:00 PM

#### Business Model Canvas

Lorain Learning Center 201 West Erie, Lorain, 44052  
Wednesday February 6, 2019 | 10:00 AM to 12:00 PM

#### Marketing Class - Getting to Know "Google My Business"

Friday February 15, 2019 | 11:00 AM to 12:00 PM

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### Ohio Development Services Agency, Export Assistance Upcoming Events

#### **International Trade - A Changing Landscape: What you need to know about the next wave of tariffs and the new NAFTA**

*When: January 31, 2019*

*Where: 26202 Detroit Road, Suite 312,  
Westlake, Ohio 44145*

Kick off 2019 with full awareness of what the international trade landscape will look like and how your company can best prepare. This program is intended to both inform Ohio companies on the latest international trade developments, as well as to allow for discussion and collaboration among companies in order to learn strategies from each other on how to lessen the impact.

[For more information and to register, click here.](#)



#### **Automotive Meetings in Mexico**

*When: February 19-21, 2019*

*Where: Queretaro, Mexico*

Automotive Meetings Queretaro is an outstanding and supply chain oriented business forum for contract manufacturers to meet through pre-planned business to business meetings and discuss partnership or business opportunities. OEMs and their tier 1 and 2 suppliers will meet contract

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[For more information and to register, click here.](#)



### Doing Business in Panama

*When: February 19, 2019, 1:00 p.m. EST*

*Where: Webinar*

This webinar is designed to educate U.S. companies on market opportunities and key projects in Panama's best prospect sectors, including automotive parts and service equipment, building and construction materials, computers and peripherals, cosmetics and toiletries, education and training, electrical power, franchising, medical equipment, safety and security equipment, and telecommunications equipment.



[To register for this event, click here.](#)

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**Thank you to our Annual Sponsors!**



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For every dollar in the MCEDC budget,

**\$506**

**in economic impact is returned  
to Medina County!**



Want to know more? Check out this infographic to get all the information at:  
[about-mcedc-rev/mcedc-impact-on-medina-county/](http://about-mcedc-rev/mcedc-impact-on-medina-county/)

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