

# MCEDC November Newsletter 2020

## McDonald Hopkins

A business advisory and advocacy law firm®

McDonald Hopkins is a business advisory and advocacy law firm that strives to lead the way in its approach to legal services and in its commitment to Northeast Ohio, where the firm was founded in 1930.

Over the course of the firm's 90-year history, McDonald Hopkins has guided clients in various industries through the most difficult times – along the way, earning a reputation as a proactive and innovative law firm, with a practical and entrepreneurial spirit. The firm has grown over the years in response to the needs of its clients, and now includes approximately 150 attorneys, and more than 50 specialized practice groups and industry teams that focus on areas such as manufacturing, public law, financial services, real estate, construction, energy, healthcare, and automotive. The attorneys at McDonald Hopkins make it their business to know their clients' business, with a goal of exceeding expectations and delivering exceptional value in the form of insightful legal solutions and customized business counseling. The firm is proud to have clients who are intensely loyal and confident in them, with many client relationships spanning numerous years and even decades.

In addition to providing high quality legal and business advisory services, McDonald Hopkins has a passion for making a difference in the community that traces back to its beginnings. For the past three years the firm has been honoring its deep roots and reaffirming its commitment to the communities where its attorneys live and work by supporting initiatives focused on education, including serving as a Say Yes to Education partner and College Now of Greater Cleveland partner. Furthermore, the firm launched a "Leaders in Education Series" to highlight the work being done in Northeast Ohio to prioritize education and train the future workforce. In addition, members of McDonald Hopkins are active on the boards of numerous local and national nonprofit organizations.

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### Sustainability is Good for Business

Did you know one third of consumers buy from brands based on their social and environmental impact? And 68% of Millennials and 73% of Gen Z are willing to pay more for sustainable goods? Couple that with the economic impact, environmental concerns, and focus of many of our businesses, and it is clear that sustainability is an economic development issue.

Goals like overall waste reductions, reducing energy consumption, installing LED lighting, and recycling are all finding their way into strategic plans which in turn is resulting in cost-savings for businesses. Many are taking the next step is to look at Renewable Energy Certificates, which is the legal right and ownership of the carbon-free component of renewable energy. RECs are traded in megawatt hours, and individuals or companies can

### Member News

620 Construction is proud to announce they have merged with parent company Janotta & Herner. Congratulations to two great teams!

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Fire-Dex has acquired Done Right Fire Gear which adds to their cleaning and repairing services offered through Independent Service Providers (ISPs). We greatly appreciate all that Fire-Dex does to keep first responders safe!

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Summa Health has received national recognition from the American Heart Association for achievements in the "Get With The Guidelines" quality programs. This program recognizes the institution's commitment to ensuring that stroke patients

purchase RECs to offset their annual electricity usage.

MCEDC partners with Community Energy Advisors to provide energy programs that help manage and save money for businesses. In order to understand and fully explore the next phase of our energy program, the MCEDC Board of Directors has formed a taskforce to explore how we can support these efforts for our companies.

receive the most appropriate treatment according to nationally recognized, research-based guidelines.

Congratulations to Rick Sisko of Sandridge Foods and Gino Faciana of Pleasant Valley Corporation on their appointment to the Medina County Port Authority Board. We appreciate your commitment to the County!

Tim Burke is now the Regional Sales Executive, Great Lakes East; President, Northeast Ohio for KeyBank. Congratulations to Tim on his promotion!

Check out this great video of Alec Garbutt, former Medina County Career Center student and now valued SFS Group employee. Nicely done, SFS and Alec! <https://drive.google.com/file/d/1rpRq0On8TO9VGW2NGkCSRnyNBhaHvzcl/view>

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## Curious About Jobs for Ohio's Graduates?

In their continued efforts to network, collaborate and grow in this environment, the JOG Business and Community Engagement team will be hosting virtual Lunch and Learn sessions on the first Monday of the month from Noon-12:30. These sessions will take place on the ZOOM platform and are open to any business or organization that would like to learn more about Jobs for Ohio's Graduates and subsidized work programs. Register Here.

[https://zoom.us/meeting/register/tJUrcuGsqD4jHdaPAI14\\_j43T9u4c1V3VHFi](https://zoom.us/meeting/register/tJUrcuGsqD4jHdaPAI14_j43T9u4c1V3VHFi)

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## MCEDC Energy Program

The PJM Demand Response Program allows customers to receive an incentive for curtailing use (kwh) and demand (kw) on the electric power grid. You may have already read about Demand Response or have been contacted by Demand Response vendors, also known as Curtailment Service Providers (CSPs). If you are considering moving forward with a Demand Response program, we recommend running a competitive bid to choose a CSP.

Selecting the right CSP is key to maximize your performance and the amount you are eligible to earn. There are also many contract provisions to consider and negotiate, including the portion of the payment you will retain.

If you have considered Demand Response and would like us to help you evaluate whether it is a fit for your operations, please contact Rick Davidson at [rdauidson@ceateam.com](mailto:rdauidson@ceateam.com).

## **Your Stories Are Needed! Own Your Skill**

How do we help young people get into the workforce successfully and start their careers? This is a question the Business Advisory Council has been wrestling with and came up with a unique solution. The Own Your Skill program is designed to help students recognize those skills they already have that translate to business.

But we need your help! Through our research we have learned that young people are stressed about making a mistake when taking that first job. So we need them to understand the first job is not the last job.

Record a video of you or someone else talking about why they took their first job, what it meant, what they learned, why they aren't in that field anymore, or anything else that could help a kid connect. Send them to [kathyb@medinacounty.org](mailto:kathyb@medinacounty.org) and we'll add them to our YouTube channel!

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### **Did you Miss a Manufacturing Minute?**

Never fear! Anything on the internet is there forever!  
Visit [YouTube](#) to watch all the interviews. Thank you to the manufacturers who participated.

<https://www.youtube.com/channel/UChO8kuhr57IVEuHDx6MpN6w?reload=9>

Do you think your industry should be featured? We do too! If you would like to participate in an interview, please let Kathy know at [kathyb@medinacounty.org](mailto:kathyb@medinacounty.org)

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### **Industry-Recognized Credential Review** Help determine which industry-recognized credentials are on Ohio's list

The Ohio Department of Education and the Governor's Office of Workforce Transformation request your assistance in the industry-recognized credential review process for Ohio's high school credential list. A survey has been developed to gather feedback that will be used in determining which credentials are valuable in their respective industries. The survey should take approximately 10 minutes to complete.

Students benefit from learning job-specific skills that can be used to verify skill mastery and educational attainment. Industry-recognized credentials are also valuable to employers, allowing them to validate the knowledge and skills of potential employees and saving valuable time in assessing the competency of job applicants.

The process to review industry-recognized credentials requires business and industry representatives who 1) possess knowledge of the career field and 2) have some understanding of human resource and hiring needs. Reviewers are not required to have prior knowledge of the review process or experience with the list of industry-recognized credentials.

Participate in the industry-recognized credential feedback survey [here](#).

If you have questions regarding the survey or review process, please contact the credential team at [IndustryCredentials@education.ohio.gov](mailto:IndustryCredentials@education.ohio.gov). Thank you in advance for your commitment to ensuring Ohio's students are earning credentials of value.

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