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Community Energy Advisors (CEA) is a proud member and sponsor of Medina County Economic Development Corporation. Community is in their name

for a reason. CEA was founded on the core belief that companies who work with a trusted partner to help manage their energy ultimately reduce their long-term energy spend, keeping more money in the community and bolstering the local economy. To this end, CEA has partnered with MCEDC to offer the [MCEDC Energy Program](#).

Through the MCEDC Energy Program, CEA has served many local organizations including schools, manufacturers, and government entities to find the most impactful cost-saving measures unique to their operations. From helping a large data center obtain their own substation to conducting a solar due diligence analysis for a company considering the investment, CEA knows that there is no “one-size fits all.” Their team prides itself on service.

Specializing in reducing electricity and natural gas costs through energy supply procurement, due diligence, and real-time monitoring, the MCEDC Energy Program is an excellent resource for local businesses and industrial energy users. For more information, contact Rick Davidson at rdavidson@ceateam.com.

Ever Considered Exporting to Other Countries?

For companies interested in international trade, both the state and federal governments have programs to help companies export products. These services range from consulting on how to get started in exporting, to finding buyers / distributors, and dealing with



Member News

Congratulations to Fire-Dex on their Small Business Evolution of Manufacturing award. This award recognizes Northeast Ohio organizations for their ability to innovate, create, and drive new

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The federal program is run through the U.S. Department of Commerce International Trade Administration. Their office has people available in each state to work with companies and can provide market research, resource guides by country, assistance with compliance, intellectual property, customs, regulatory, and information on how to get payments, as well as individuals in 120 countries to facilitate introductions and assistance on the other end. With the federal program you must be able to demonstrate that 51% of your business content is US-based.

The state program is operated by the Ohio Development Services Agency through the Office of Small Business and Entrepreneurship. They offer the International Market Access Grant for Exporters (IMAGE - more information is available at image.development.ohio.gov) program as well as opportunities to hire export interns, and other consulting services. They have presence in 80 countries.

These programs are structured to truly help Ohio companies increase their presence overseas. In order to take advantage of the programs, we would recommend you have a clear idea of what you hope to accomplish, what product or service you want to take to another country, and how much time you have to dedicate to the process.

For more information, please contact Kathy at kathyb@medinacounty.org.

Engelke Construction Solutions is welcoming three new team members. Their new assistant project manager, carpenter, and carpenter apprentice started this month. Welcome to the team!

Congratulations to Medina City's Chief Building Official, Dan Gladish, on obtaining his Plans Examiner certification. This means Dan can perform plan reviews in house, saving the city money and getting reviews back to companies and residents even faster. Great job, Dan!

Foundry Social was recently featured in a great article in Crain's Cleveland. You can read it here with a subscription: <https://www.craincleveland.com/real-estate/foundry-social-owners-turn-former-industrial-site-medina-playground-grown-ups>

The Medina County Community Fund recently welcomed three new members to the advisory board. MCCF is pleased to introduce Erika Branch of OneDigital, Mark Dorman of Legacy Advisors, and Michelle Masica to the board.

Do You Need People?

OhioMeansJobs has an opportunity to run a Medina County-specific campaign in both email and phone calls to help recruit candidates. We need to assemble a list of jobs available that companies would like featured in this outreach. Please send the job description and your contact information to Michael Thompson to get into their system so these jobs can be featured. If you are already working with OMJ, just let them know you would like the positions included.

Thank you OhioMeansJobs!!!

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Take Advantage of Lows in Electricity & Natural Gas Prices

If you are in an electricity or natural gas supply agreement today, you may benefit from shopping for your next rate sooner than later. The natural gas market has been on a downward trend since 2016, and 2021 electricity prices dropped in the last quarter of 2020. If your contracts are up for renewal in the next 18 months, you could benefit from shopping for a “future start” agreement now. A “future start” allows you to lock in today’s prices for your contract renewal without cancelling your current agreements, thus avoiding any early termination fees. The recent events in Texas provide a clear example of how locking in supply prices can provide budget stability during uncertain times.

To explore your renewal options, please contact Rick Davidson at rdavidson@ceateam.com and we will create a custom procurement strategy for your company.

Minority Business Assistance Center

The Minority Business Assistance Center offers a range of programs to help support your business. March classes include Advanced Email Marketing, Construction Opportunity Virtual Fair, Advanced Video Conferencing, Advanced SEO, and Certification Courses. Check out all their offerings at: <https://www.eventbrite.com/o/the-minority-business-assistance-center-18352481349>

Would You Like An Opportunity to Advertise?

Medina County Magazine is delivered to distribution sites that include city halls, chambers, libraries, boards of education, realtors, hospitals, medical facilities, and retail establishments. Advertising packages are available and we are happy to pass on your interest. Please email Sherri (spatterson@medinacounty.org), and someone will contact you with options and pricing.

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For every dollar in the MCEDC budget,

\$376

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



Want to know more? Click on this infographic to get all the information!

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