

MCEDC Late March Newsletter 2021



The Covid-19 crisis stunned the Northeast Ohio Region – just as it stunned every community around the world. The devastation to our lives and businesses cannot be understated. Yet, as revealed in Team NEO’s recent release of its 2020 Performance & Impact report, the 18-county the Northeast Ohio Region progressed.

Team NEO, JobsOhio and the Northeast Ohio Economic Development Network, including the Medina County Economic Development Corporation, worked with companies on 84 projects that will generate \$449.1 million in annual payroll and \$3.35 billion in capital investment, helping to offset pandemic-related job loss. In addition, Team NEO worked with organizations who chose Northeast Ohio for their expansion, retaining almost 11,500 jobs. In Medina County, our work with Team NEO and JobsOhio resulted in the creation of 106 new jobs and \$18 million in capital investment.

The Medina County Economic Development Corporation and Medina County Port Authority also assisted in providing project critical resources to neighboring out-of-county communities in the moving forward impactful company expansions.

These are shared victories – a result of collaboration between businesses, JobsOhio, Team NEO and local economic development partners such as Medina County Economic Development Corporation.

Team NEO believes there will be significant opportunity for the Northeast Ohio Region to build and sustain a vibrant regional economy as we emerge from today’s crises: one that is talented, equitable, competitive, innovative, resilient, and prosperous – and the Medina County Economic Development Corporation will be a big part of that. We look forward to working with Team NEO to see what the Northeast Ohio Region will achieve through a unified effort in 2021 and beyond.

The Impact of the Election and Other Thoughts

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Brian Hicks, of Hicks Partners, shared his perspective on the political landscape at MCEDC’s March member meeting. He reported that Ohio’s economy is at 85% of pre-pandemic levels and 30% of businesses have closed. And while there was a significant drop in new business starts, that number spiked immediately following the stimulus bills.

He indicated there is a lot of money available to help businesses and JobsOhio was able to change direction very quickly to help the business landscape. They have now launched three innovation districts in the state to help focus on growing markets and bring more business to those areas.

Member News

Medina County District Library wants to know how you plan to use your library as Covid restrictions ease in the state and our community. The 4-minute survey was created by the managers of MCDL’s seven library locations. It is available until April 5 on the library’s mcdl.info homepage and at mcdl.info/Survey. Thank you for sharing your thoughts with them!

Philpott Solutions is pleased to announce the hiring of Joe Byrne, Director of Sales and Marketing. Welcome to the team, Joe!

Congratulations to Ruhlin Corporation as they, in partnership with Shelly & Sands JV, have been awarded the ODOT Akron Beltway Design-Build project. The project will take 5 years and cost \$161 million. We’ll all be happy when it is done!

The Women in Manufacturing Association announced their

Regarding the COVID crisis, Mr. Hicks indicated the Governor is very hands-on and focused on managing this situation directly. That allows the Lieutenant Governor to run the Innovate Ohio effort to reopen the State. While that is going on, the new leadership in the State house is looking to limit the powers of the Governor when it comes to health emergencies.

Several issues are coming before the House and Senate this year that will have long-range impact on Ohio. The budget will be a big focus for some time and they will need to pass a total of three budgets - Operating, Bureau of Workers Compensation, and Transportation. Much to many people's surprise, the budget does not call for tapping into the Rainy Day Fund. With the cuts implemented at the beginning of the pandemic and tax revenues higher than expected, the Governor has included a number of one-time money programs including Broadband, Small Business and New Business Grants, Bar and Restaurant funding, Innovate Workforce Incentive Program, Rural Industrial Park Loan Program, and Ohio Promotional Campaign.

It appears that HB 6, which was the bill to support nuclear energy, will be overturned by both the House and the Senate. Some of the provisions have already been removed from law. The Governor is also pushing for his gun reform but is getting very little traction. School funding will be on the table this year, picking up where things left off in the last general assembly. There appears to be commonality among the branches so this may happen this year.

Another big issue on the table is the benefits cliff. When an individual on public assistance gets a job, they often lose their benefits all at once instead of ramping down, making it a scary proposition for them to take a job. Senator Matt Huffman is bringing forward a bill to help this situation and make it easier for people to take jobs.

At the federal level, it appears the infrastructure bill has the most promise for bipartisanship. The latest stimulus bill has been passed and includes a number of programs for small business, restaurants, and individuals. With US Senator Rob Portman announcing he will not be running and all state offices up for election, a number of others are throwing their hat into the ring. Mr. Hicks feels there will be a "deluge" of spending on campaign ads at all levels.

Mr. Hicks told business leaders to be sure to engage with government because if they don't, government will engage with them on their terms. There are a number of programs coming including earmarks and others that will be important for companies to know and follow. Have questions? Contact MCEDC!

MEMBER NEWS CONTINUED

2021 Board of Directors who will take office April 1, 2021. Congratulations to Rachael Sampson, Senior Vice President, Director, Key4Women, KeyBank, Cleveland, OH on being named to the board this nationwide organization.

At the March 4 quarterly meeting of the Medina County Bar Association, County Recorder Linda Hoffmann, managing partner of Palecek, McIlvaine, Hoffmann & Morse Co., LPA received the association's Professionalism Award. A recently instituted honor, the award recognizes a member of the bar association who exemplifies "exceptional dedication to the standards of the profession and demonstrated integrity and commitment to the community." Congratulations, Linda!

Do You Need People?

There are several efforts to help fill your open positions happening right now.

First, if you have positions for summer work, let us know! We can put them on www.worklocal.net and we have shared with the schools there are summer positions out there. Don't be left out! Send them to spatterson@medinacounty.org.

Second, the Talent Pool document has been published for first quarter 2021. This excel spreadsheet gives companies access to 70+ job candidates available through our workforce partners. Each of these individuals is available for work immediately, and you can reach out directly to the counselor. Contact information is on each record. Just visit the [candidate pool](#) to see the latest candidates and be sure to stop back each week!

Third, check out the JOG information session to bring on a student this summer!

<https://zoom.us/meeting/register/tYlYcu6rqTktHtPBNFnFD4anEKi8cyWqgZ8j>

Managing your Capacity Spend

Electric supply rates are broken into three main components: energy, capacity, and ancillaries. The capacity portion is based on your facility's peak load contribution (PLC). Your PLC is established each year based on your facility's demand during the grid's highest peak hours.

Many energy supply contracts have rates referred to as "fixed," meaning the rate you pay includes all three components. Capacity pass-through contracts fix the energy and ancillary components of your rate while passing through the capacity portion. Managing your demand during the grid's peak hours—and reducing your PLC—can help reduce your capacity costs in a capacity pass-through product.

There are products and tools designed to help customers enrolled in a capacity pass-through product manage their capacity costs. If you are interested in learning more about capacity pass-through products and ways to manage your PLC, please contact Claire Wilson at cwilson@ceateam.com.

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>

January TechCred Round Funds Nearly 5,000 Credentials, Program Updates Announced

Next application period opens April 1st

Lt. Governor Jon Husted, who serves as Director of the Governor's Office of Workforce Transformation, has announced the results of the January round of TechCred, which will provide the opportunity for Ohioans to earn nearly 5,000 technology-focused credentials.

The most recent TechCred application period closed at the end of January. In March, 384 Ohio employers were approved for funding, resulting in Ohio employees earning up to 4,736 technology-focused credentials. The January round was record-setting, as almost 100 more employers were approved, in addition to more credentials being approved, than the previously most successful round a total of 1,168 Ohio employers have been approved for funding, supporting the earning of 19,841 tech-focused credentials by Ohio employees.

Starting with the April round, the following updates have been implemented to further streamline the program:

- The length of the grant will be reduced from 18 months to 12 months from the award date.
 - Training programs must start on or after the date of the award, not before, and must be completed in less than 12 months.
 - Training providers are no longer eligible to receive reimbursement for employees trained in-house. If a training provider wishes to utilize TechCred to upskill their employees, they must use an external training provider.
- The next TechCred application period opens Thursday, April 1st and closes April 30th at 3:00 p.m. Businesses with employees who have completed their TechCred training should submit proof of credential completion to receive reimbursement at TechCred.Ohio.gov.

You can learn more about the program at TechCred.Ohio.gov.

Thank you to our Annual Premier Sponsors!

