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## NAI Harmon investing \$12.5M in Levis Commons

*Company to construct an 80,000 sf development for retail, office, restaurant space*

NAI Harmon Group is planning to start construction of a new 80,000 square foot retail and office development in the Levis Commons Entertainment District. Site construction is scheduled to commence in July of 2020, according to Ed Harmon, CEO of ...continued on page 10



Rendering of the new development NAI Harmon Group is constructing in the Levis Commons Entertainment District

## UToledo program incubating start-up businesses



The University of Toledo's Nitschke Commercialization Complex

*Launchpad Incubation program assists innovative and high-tech companies*

The University of Toledo (UToledo) offers an entrepreneurial assistance and acceleration program for innovative and high-tech companies – the Launchpad Incubation program. According to the university, it is one of northwest Ohio's leading business start-up and entrepreneurial assistance programs.

The program, according to UToledo, works to bolster innovation in the region by

providing access to capital, business development resources, and expertise focused on enhancing collaboration and communication for entrepreneurial development.

“We’re focused on taking technology business ventures from concept to commercialization, and providing a framework for companies to thrive and become self-...continued on page 5



**MIT opens new facility in Holland**

*Facility includes shop service, road service and parts, new and used equipment inventory, more*

Miami Industrial Trucks, Inc. (MIT), a material handling distributor of Caterpillar, Jungheinrich, and Mitsubishi forklifts, recently opened a new full-service, 10,000 square foot facility at 10406 Geiser Road in Holland that includes complete shop service, a road service and parts department, new and used equipment inventory stocking, short-term rental material handling equipment, and ...continued on page 2

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Published twice a month, **CREDIT WATCH** will provide invaluable help to your business. It identifies area companies – including customers, suppliers, competitors, and others – that are involved in litigation, liens, bankruptcy, and other legal actions.

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# MIT

...Continued from page 1

operator safety training. According to MIT, this new full-service facility will continue to focus on providing “beyond world class” service on a daily basis.

Mike Wechta, vice president and general manager, MIT, said, “We are excited about our new full-service Toledo branch because it allows us to offer our northwestern Ohio customers additional products and services that adds value and solves problems for them. We are the only material handling distributor that has two branches in northwest Ohio – Findlay and Toledo – to serve our customers’ needs.”

Rebekah Jackson, marketing coordinator, MIT, noted that MIT’s facilities in northwest Ohio include a 25,000 square facility in Findlay, and its new 10,000 square foot facility in Toledo.

According to MIT, it is a 64-year-old “value added” material handling distributor, selling, renting, and servicing cost-effective, high quality material handling products and systems to solve problems for all types of businesses.

“We have many industries that we serve such as food, recycling, manufacturing, automotive suppliers, construction, logistics, and distribution from small private companies up



to publicly traded Fortune 500 Companies,” said Jackson.

The company is an authorized forklift dealer in 32 counties in Ohio, Indiana, and Michigan, with headquarters in Dayton and branches in Troy, Findlay, and Toledo. MIT was awarded the Mitsubishi Caterpillar Forklift of America “Dealer of the Excellence” Award for 2020 as well.

“Our ‘beyond world class’ service level can’t be matched, with best in material handling brands, products, and parts, backed by the best trained workforce in the market today.

MIT adds value and solves problems every day through our exclusive Resource One program. We’re proud of our exclusive program and we believe it is a compelling value added service to our customers. We have always tried to be our customers ‘single source’ for all their material handling needs,” said Jackson.

MIT has additional products and services beyond its lift truck capabilities offered through its Resource One Program, including:

- Dock / door equipment-shelters, levelers, doors, etc.
- Pallet rack layout and installation / storage products / in-plant offices
- Conveyor systems
- Narrow aisle applications – Drexel, Bendi, turret trucks, order pickers.
- Automated guided vehicles
- Operator safety training / forklift and

aerial work platform

- Personnel / burden carriers – tug units
- Industrial sweeper and scrubber equipment
- Aerial work platform equipment and service
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*Credit Watch*, a business monitoring service for the Toledo area provides a twice-monthly report of Law Suits and Liens filed against area companies. Companies filing bankruptcy are also included in the report.

Each issue will enable you to monitor customers, suppliers, associates, and others showing up in *Credit Watch*.

### NEW BUSINESS REGISTER

New companies are target purchasers of a large range of products and services, representing key growth prospects for area firms.

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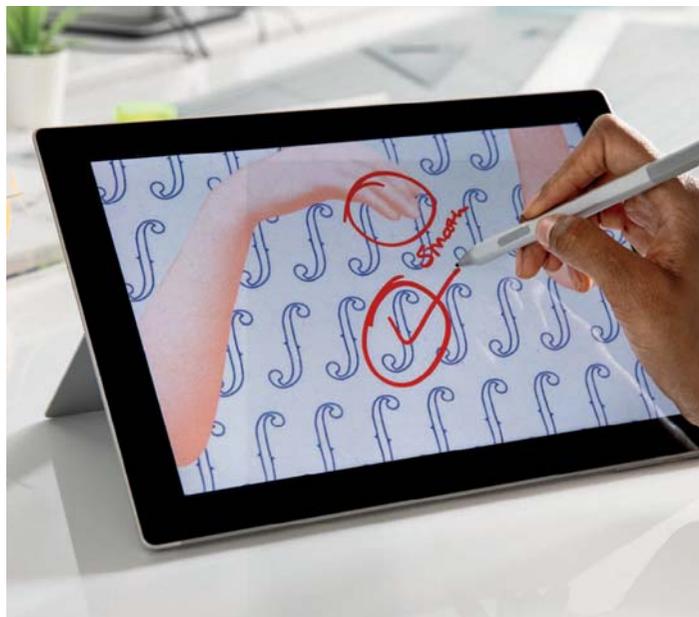
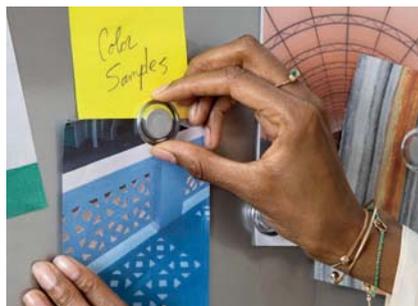
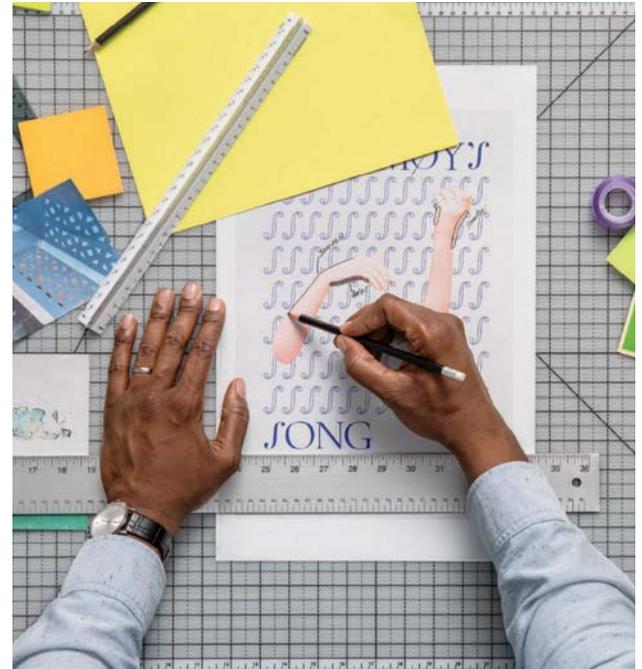
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# Site Selection ranks JobsOhio as top-five ED office in US

Site Selection magazine recently ranked JobsOhio fifth on its Prosperity Cup state rankings for 2020, which recognizes the State and regional offices that were the most successful in attracting capital investment projects in 2019. The standing is two spots higher than last year and comes on the heels of Ohio ranking number one in Site Selection's annual Governor's Cup rankings for projects per capita.

"During the unprecedented challenges

the country has confronted during the last few weeks, Ohio has demonstrated that it is uniquely positioned to assist businesses," said JobsOhio president and CEO J.P. Nauseef. "Ohio's consistent high rankings reflect statewide partnerships and an economic development model that we are confident will provide our state a strong competitive advantage in the months ahead."

Site Selection's ranking methodology is based on an index of data from the

proprietary Conway Projects Database, which tracks private sector facility projects worldwide, and several other global economic data sources.

In addition, JobsOhio regional network partners One Columbus and REDI Cincinnati were recognized with Mac Conway Awards for Excellence in Economic Development. The award is annually given to the top local and regional US economic development groups based on an index of



J.P. Nauseef, JobsOhio president and CEO

## MI auto insurance reform means savings for drivers

The Michigan Chamber of Commerce welcomed news coming out of the Governor's office and the Michigan Department of Insurance and Financial Services (DIFS) that the approved rate filings from Michigan's auto insurance companies exceeded the rate reductions required by Michigan's new auto no-fault law, which takes effect July 2.

"The landmark auto insurance legislation was the product of bipartisan compromise," said Wendy Block, vice president of business advocacy and member engagement with the Michigan Chamber of Commerce. "Although far from perfect, it's clear from this report that parts of the legislation are working to bring savings to

Michigan drivers and businesses."

"Michigan drivers have been paying some of the highest auto insurance premiums in the country and this independent report shows the bipartisan legislation is beginning to work," continued Block. "This is welcome news at a time when businesses and employees across Michigan are facing unprecedented challenges."

One of the most significant changes to the State's nearly 50-year-old auto insurance "no-fault" law is that it gives consumers a choice in their level of medical coverage. For decades, drivers have been forced to purchase unlimited, lifetime medical benefits with their auto insurance policy. This expensive mandate

caused Michigan's auto insurance premiums to skyrocket to the most expensive in the nation.

On July 2, drivers can choose to keep unlimited, lifetime medical benefits, or they could choose lower levels including \$500,000, \$250,000 and \$50,000. Drivers with health insurance through their employer that covers auto accident-related injuries or Medicare can completely opt-out of medical coverage with their car insurance.

So far, DIFS has approved six filings from auto insurance companies. According to data provided by DIFS, the approved rates significantly exceeded the statutory requirements.

corporate job creation and facility-related capital investment data calculated both cumulatively and per capita.

"Locations throughout the US and in every region of the world compete aggressively for direct investment at home and from abroad," said Site Selection editor in chief Mark Arend. "Those appearing on these rankings have demonstrated with actual project numbers and other measures that they have the location attributes most in demand by capital investors."

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# Launchpad

...Continued from page 1

sustaining,” said UToledo.

Brian Genide, director of incubation and venture development for the university, explained, “It’s a program where we offer very inexpensive space for businesses to set up shop and to get some expert mentorship and help as they try to create a business around their concept. The concept could be an app, some type of new medical device, or some type of other technology.”

The program, which began in 2015, currently has 26 companies incubating – many of those post-revenue.

“We try to mentor them to the point where they can move out of the incubator and then we move in younger companies. We just keep churning them out that way,” said Genide. “Because a start-up typically operates on a very lean capital structure, they have no money. When they come into an incubator space like ours, not only are they getting a really nice office

space that is state-of-the-art, but they’re getting all of us as part of their team. So we go there, we help them with business operations, with business mentorship, with financials, marketing, and this is beneficial for these early stage companies that have no money. They can’t support extra staff. So we act as that extra staff and extra money.”

Genide noted that the program runs off what’s called the business model that focuses on a “lean launch” methodology, featuring the National Science Foundation (NSF) backed Business Model Canvas, which supports evidence-based entrepreneurship.

“We aim to teach people to really investigate and identify whether or not spending time to promote their technology or service is worthwhile. There’s a phrase, ‘If you build it, they will come.’ Well we want our entrepreneurs to understand the same thing. If you build it, will they come – and how many of them are there and how much money will they be willing to spend on your particular product or technology,” said Genide.



Genide went on to explain that the program coaches and mentors the businesses on an on-going basis depending on the status of the company. Some companies may meet with the staff several times a

week, some once a month.

“Every company that’s in our incubator is at a different stage and they all have different needs, and we do whatever is needed,” said Genide.

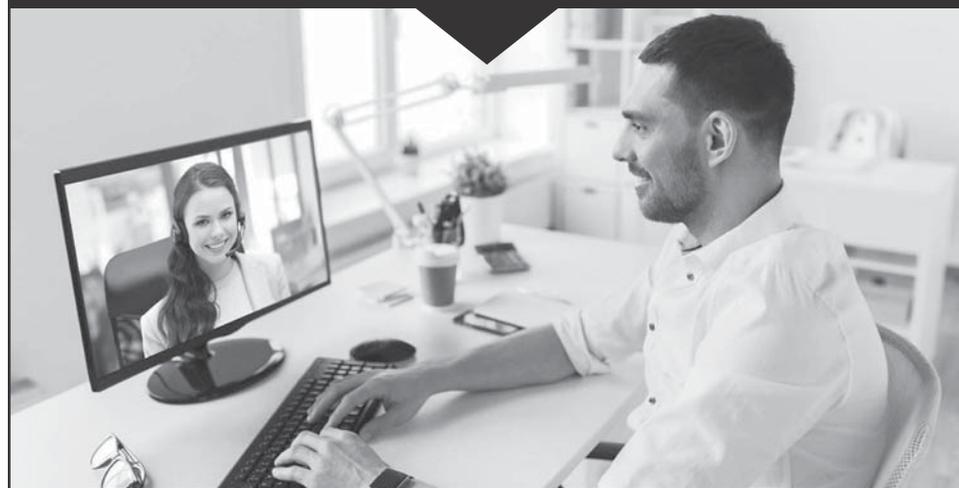
The program’s facilities include almost 60,000 square feet of space within three incubator facilities. The Research and Technology Complex has 10,000 square feet of office space and resources to support energy and energy-related companies. The Nitschke Commercialization Complex has 40,000 square feet of space that supports mixed-use technology development for many engineering and light manufacturing-related activities. The Health Science Campus Lab Incubation Center has 8,500 square feet of office space that is focused on medical devices, pharmacology, and other lab-based products. Also, many modern research laboratories are available on the Health Science Campus and are fully equipped for studies using state-of-the-art techniques in biochemistry, cell biology, and molecular biology.

According to Genide, resources from UToledo’s entire campus community, from Main Campus to the Health Science Campus and the tech corridor, are available, including

...continued on page 12



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# Dana adds expert to lead EV systems engineering

Dr. Hong Yang has joined Dana Incorporated as senior director of electric vehicle (EV) systems engineering for its commercial vehicle drive and motion business unit.

In this role, he will lead full electric vehicle architecture and systems engineering, including software deployment and testing, component and subsystem integration, as well as Dana's hybrid and electric vehicle strategies and product roadmap.

"Dr. Yang's significant experience in electrified systems engineering is well suited for driving and expanding our e-Powertrain capabilities for customers," said Ryan Laskey, senior vice president, commercial vehicle drive and motion systems.

Dr. Yang most recently served as director of engineering for Sensata Technologies where he led the company's global engineering efforts for electrification. Prior to this, he worked on autonomous vehicle integration for Uber's Advanced Technology Group; battery management systems for Fiat Chrysler Automobiles; and hybrid powertrain systems and controls for General Motors.

"Dr. Yang's understanding of autonomous driving and software combined with

his background in battery management and electric vehicle development makes him an excellent fit to lead our delivery of sustainable solutions for our customers," said Christophe Dominiak, chief technology officer for Dana.

He earned a Master's degree in electrical engineering and a Doctorate in mechanical engineering from the University of Michigan (UM), as well as a Bachelor's degree in mechanical engineering and master's degree in robotics from Southeast University in Nanjing, China

Dr. Yang is currently an adjunct associate professor in the electrical and computer engineering department at McMaster University in Hamilton, Ontario, Canada, and serves as a guest editor for the *International Journal of Vehicle Design*. He is a committee member of IEEE ITEC, and an Advanced Battery session chair for the SAE World Congress.



Dr. Hong Yang

## AGCNWO holds virtual Draft Day

The Associated General Contractors of Northwest Ohio's (AGCNWO) Draft Day, now in its third year, has changed the format of its student-employer networking event. Draft Day is a program that touches nearly every school in northwest Ohio and aims to educate students on career opportunities in the trades.

According to AGCNWO, this year alone has featured 120 applications from 23 different school districts, with 71 students completing all program requirements.

Originally, the Draft Day event would have been held at the Main Branch of the Toledo Lucas County Public Library (TLCPL), but because of COVID-19, the event went virtual. In mid-May, contractors, union business agents, and apprenticeship training center coordinators were sent information on the 71 high school seniors. Additionally, 32 of the seniors were able to provide short introductory videos, which were posted on AGCNWO's career information website at [www.IBuildthe419.com](http://www.IBuildthe419.com).

### Update on the 2018 and 2019 Draft Day classes

Currently, according to AGCNWO, 23 program alumni from the class of 2018 are apprentices working in the field with an additional five pursuing degrees in engineering, project management, and safety.

To date, according to AGCNWO, 29 members from the class of 2019 are working in the field as apprentices and pre-apprentices. Others are still going through the testing and application process to become an apprentice. There are an additional four students pursuing construction-related degrees.



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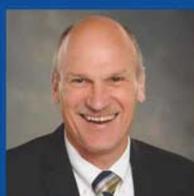
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# FirstEnergy deploys internal avian app to up bird protection efforts

FirstEnergy Corp. has deployed an app that allows utility personnel to report avian issues in real time, streamlining the process to protect nesting birds and enhance electric service reliability. According to officials, the app arms field workers with the ability to submit photos and answer key questions using a drop-down menu to report the locations of bird nests or other bird-related issues along the company's power lines, all from their mobile devices.

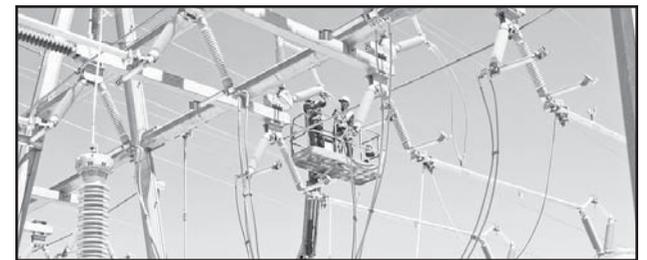
Protecting birds is nothing new to FirstEnergy. Over the past two years, the company has made strides in enhancing its avian protection efforts, including the implementation of drones to complete bird nest inspections and donation of funds and materials to install nesting platforms in areas where birds nest on electrical equipment. These ongoing efforts continue to help reduce power outages caused by nesting birds.

"Efficiently identifying and responding to bird activity along our power lines is critical to preventing service disruptions and

protecting wildlife," said Amy Ruzala, an advanced scientist and in-house avian expert at FirstEnergy. "This new, all-in-one app saves our employees the time of having to return to the office to complete and submit paperwork and enables them to report issues within a few clicks from their phones."

The app – which was designed exclusively for FirstEnergy by an outside environmental firm – was recently rolled out by FirstEnergy's two electric companies with the highest level of bird activity, the Pennsylvania Power Company (Penn Power) and Jersey Central Power and Light (JCP&L). FirstEnergy plans to launch the app across its entire service area over the next year as more employees are trained to use it.

Disturbing or removing bird nests from electrical equipment and utility poles can be a complicated task due to environmental regulations. According to the company, if a nest is situated on or near electrical equipment and poses a serious threat to the birds' safety and electric service reliability,



FirstEnergy's environmental team works with State wildlife officials to develop a plan or course of action to remove or relocate the nests while protecting the birds.

"Digital reporting through the app allows us to expedite the approval process and documents each case from start to finish so we can access the information for many years to come if needed," said Ruzala.

FirstEnergy, according to the company, is dedicated to safety, reliability, and operational excellence. Its 10 electric distribution companies form one of the nation's largest investor-owned electric systems, serving customers in Ohio, Pennsylvania, New Jersey, West Virginia, Maryland, and New York. The company's transmission subsidiaries operate approximately 24,500 miles of transmission lines that connect the Midwest and Mid-Atlantic regions.

# EPA completes oil spill cleanup at Duck Creek in Toledo

The US Environmental Protection Agency (EPA) recently completed a time-critical oil spill cleanup at Duck Creek, a tributary of the Maumee River. The spill was caused by two abandoned pipelines leaking near York Street and Collins Park Avenue in Toledo that released oil into the surrounding soils and into a storm sewer that leads to Duck Creek.

"We thank the City of Toledo and Ohio EPA for their assistance in completing this

oil spill cleanup," said EPA Region 5 administrator Kurt Thiede. "Oil spills can endanger public health, imperil the environment and drinking water, and affect local economies."

"Ohio appreciates US EPA's assistance in this cleanup because the oil spill was cleaned up promptly through multi-agency and local coordination," said Ohio EPA director Laurie A. Stevenson.

In September 2019, the City of Toledo and Ohio EPA responded to an oil sheen and oil discharge into Duck Creek. The City removed the two abandoned underground pipelines that were determined to be the source of the oil.

EPA took over cleanup activities in mid-October and the agency's cleanup activities included removing an abandoned storm sewer line, removing 167 tons of contaminated

soil and replacing it with 180 tons of clean gravel, and disposing of an estimated 2,400 gallons of mixed oil and water.

The total cleanup cost was approximately \$150,000, of which approximately \$120,000 was reimbursable cost incurred by the City. The City's expenses to respond to this spill will be reimbursed by the National Pollution Fund Center managed by the US Coast Guard, noted officials.



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# Workforce UPDATE

JUNE 2020



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## Top 10 Corporations Hiring

1. ProMedica
2. Bob Evans Farms, Inc
3. Mercy Health
4. The Dollar General
5. Blanchard Valley Health System
6. Owens Community College
7. Trilogy Health Services
8. McLane
9. Spectrum
10. McDonald's Corporation

## Top 5 Corporate Occupations

1. Heavy & Tractor-Trailer Truck Drivers
2. First-Line Supervisors of Retail Sales Workers
3. Registered Nurses
4. Retail Salespersons
5. Combined Food Preparation & Serving Workers

## Top 10 Manufacturers Hiring

1. Owens Corning
2. Midway Products Group
3. Dana Corporation
4. Pepsi
5. Oldcastle
6. Whirlpool
7. Owens-Illinois
8. Eaton
9. Principle Business Enterprises
10. General Dynamics

## Top 5 Open Manufacturing Occupations

1. Heavy & Tractor-Trailer Truck Drivers
2. First-Line Supervisors of Production & Operating Workers
3. Industrial Engineers
4. Maintenance and Repair Workers, General
5. Production Workers, All Other

Source: CEB Talent Neuron Analytics 05/13/2020

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### TOP FIVE COMPANIES ADVERTISING INTERNSHIPS

1. First Solar
2. Trilogy Health Services
3. Cooper Tire and Rubber
4. Trilogy Management Services Ltd
5. Dana Corporation

### TOP FIVE INTERNSHIP POSITIONS ADVERTISED

1. Market Research
2. Pharmacists
3. Industrial Engineers
4. Cooks, Institution and Cafeteria
5. Nursing Assistants

Source: Conference Board (<http://ohiolmi.com/asp/omj/hw.htm>)

## Unemployment up while total workforce numbers down

Unemployment in Northwest Ohio averaged 5% for the 1st quarter of 2020. It was 4.8% for the same period in 2019. This is the highest 1st quarter unemployment percentage in six years. The first quarter average unemployment was 3.8% for the nation and 4.6% for Ohio in 2020.

The average total available workforce for Northwest Ohio—which includes all employed and unemployed people—was 607,133 in the first quarter of 2020. There were 575,867 people employed. This is 2% more people employed in the region than 10 years ago with 4% fewer people when the unemployment rate was 11.2%.

As of March 13, 2020, 18,032 job openings were advertised in Northwest Ohio according to Wanted Analytics. The top four occupations in demand were Registered Nurses; First Line Supervisors, Retail Sales; Customer Service Representatives; and Food Service supervisors. These four categories—Healthcare Practitioners, Sales, Office Support, and Food Service—represented 53% of all jobs posted in Northwest Ohio. Healthcare and Sales Support represented 33% of all jobs posted. There were 1,622 RN jobs posted in the period. All Transportation and Material Moving positions were in sixth place among all advertised openings and had a total of 1,082 positions posted.

Of all jobs posted in March 2020, approximately 53% required a high school education and 47% required a two-year degree or more. The total number of internships advertised was 360. This was an increase of 83 ads from the 1st quarter last year. Sixty-five percent of the internships wanted a bachelor's degree or more.

The number one certification sought was a driver's license. The number one skill was nursing. Four of the top 10 non-manufacturing corporations hiring were in healthcare. The top five occupations in the manufacturing area were HD truck drivers, First Line Supervisors-Production, Industrial Engineers, Maintenance / Repair, and Production Workers.

The Gross Regional Product for the region was up \$7.08 billion at \$68.51 compared to 2010. The State of Ohio was up \$70.54 billion at \$649.88 billion from 2010. The region's share of this amount was down 0.06% from 2010.

The Regional Growth Partnership and JobsOhio, Owens Community College, NORED, Terra State Community College, Penta County JVS, and Lucas and Wood County OhioMeansJobs offer this quarterly snapshot of the economic status in Northwest Ohio. This data tracks the vitality of our regional economies as well as offers insights into workforce development trends and issues.

## Community Colleges: Critical to Creating Your Future



Cory Stine, Ph.D.  
Terra State  
Community College,  
Executive Director  
of the Terra College  
Foundation,  
cstine@terra.edu

Community colleges are poised to lead workforce development and learning throughout the forthcoming economic recovery, and into the future.

During these unprecedented times, we have seen people come together to help one another in uplifting ways. We have also seen new health and safety precautions emerge, consumer expectations change, and business operations adjust. It is new for all of us, but we are ready. Terra State Community College is taking steps to make sure learning continues for persons of all ages, abilities and backgrounds. Many traditional-age college students are exploring a "visiting year" this fall. Rather than going away to university, high school graduates are taking classes at community colleges at affordable prices and closer to home. Numerous students are seeing the opportunity to learn a new skill,

save money and participate in exploratory experiences from work to volunteering. They are using the current situation as an opportunity to create their future through experience while saving time and money. Visit [www.Terra.edu/VisitingYear](http://www.Terra.edu/VisitingYear) to learn more.

Classes are available in pathways geared both towards careers, such as those highlighted by essential employees, and towards transfer to a bachelor's degree. The value of community college education is especially relevant with online coursework. Adults who are concerned about their future after being laid off or furloughed are reviewing their options at a community college. They are increasing their skills or demonstrating to their employer that they are ready for the future challenges of the workplace.

For businesses and working adults, community colleges remain strong providers of workplace education and skill development. We have been and continue to be here for you. Topics range from safety, to advanced technology, to leadership development, and more. All of this can be delivered in individual classes or customized group training, and the length of sessions

can vary to align with your needs. Here too, many programs are available via online learning to match consumers' preferences.

Some people simply do not prefer to utilize online learning options. Terra State has taken steps to assure a safe environment for employees, visitors and students. Access to campus buildings has been restricted, and upon entering all persons' temperatures are screened using new touchless, biometric scanner technology – the first college in the region to do so. Everyone must wear face coverings and practice social distancing, and the College is following enhanced cleaning protocols. We are using ozone machines throughout the buildings, which kill coronavirus, microorganisms and other pollutants. These types of precautions are becoming more prevalent for all of us.

The global health pandemic has changed what was once normal; however, change and growth have been the underpinnings of community colleges for decades. We will adapt to the realities of this new environment as well. Together we will move our region forward. Terra State Community College is committed to helping you Create Your Future.

# Communicating COVID-19 Information to Your Employees



*Pete Prichard,  
Workforce Engagement,  
Northwest State Community College*

Are you overwhelmed with websites, news briefings, workshops, seminars, white papers, strategic manuals, instructional videos, podcasts, and up-to-the-minute updates? The CDC continues to update the public of the status of the

“virus spread” with information on what we can do to flatten the curve. Where do you begin to communicate to your employees when they return to work? How do you get them up to speed? What are your responsibilities and liabilities? It can be overwhelming.

Here are a few tips on how we learn new information and make it easier to select, digest, and disseminate the large amount of COVID-19 Pandemic information that is being produced.

Professional educators and communicators use a simple focus when developing new curriculums and courses. They design them not to transmit an abundant amount of information. Material that is not engaging to all learners

will turn them off to any new material. They want to know what’s in it for them.

When selecting new information it is important to find what is relevant to your employees by setting up a scenario or some sort of simulation that is personal or job-related. When learning or teaching all there is to know about the COVID-19 regulations, try applying real-life situations to the material. Customer service and good employee relations can be the end result of such communication. This leads to customer and employee retention.

Dr. Judy Willis, M.D. in her book, *Research-based Strategies to Ignite Student Learning*, suggests using a strategy in introducing material that presents real-life problems. For example, “What do you do if someone has a fever when they show up for work?” It is a situation where a supervisor or person who is checking people into work has to think through their next steps. It will allow them to gain familiarity with new procedures when new material is being presented to them. Dr. Willis also states that getting sleep is critical for all learners. Rest allows new information to stick to one’s memory.

When seeking information it is important to select the right amount of material that is relevant to you and your

staff. Be sure to present your staff with real-life situations or scenarios when delivering the material and give them time to assimilate new information. Below is a list of references to select current COVID-19 information for you and your employees.

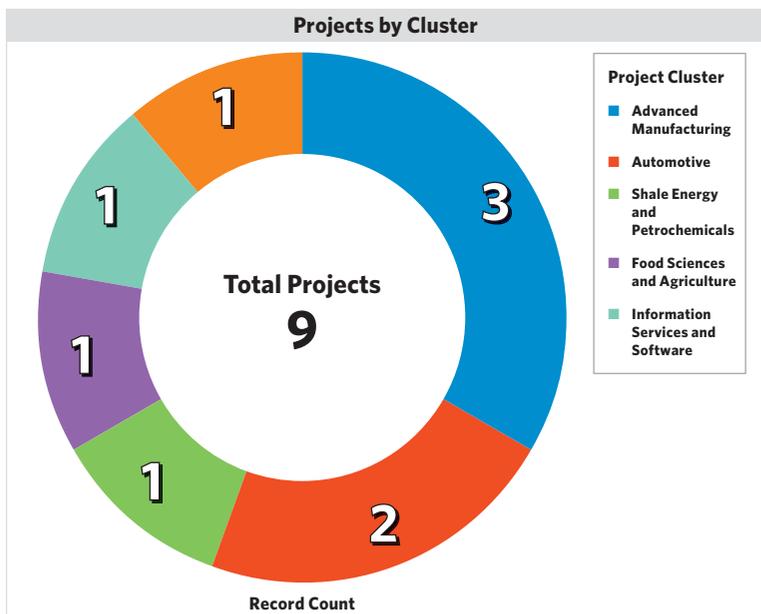
<https://coronavirus.ohio.gov/> — The State of Ohio webpage with information updated daily.

<https://www.woodcountyjfs.com/ohio-means-jobs/> — Wood County’ OhioMeansJobs.

<https://www.ohiomfg.com/covid-19-resources/> — Ohio Manufacturing Association

<https://www.thekrogerco.com/blueprint/> — Kroger COVID-19 Blueprint for businesses

Your OhioMeansJobs connection in Wood County is an example of one location that is available to get services and updates on ways to deal with communications necessary for successful resumption of work in your community. For further information contact Mary Dewitt at [Mary.Dewitt@jfs.ohio.gov](mailto:Mary.Dewitt@jfs.ohio.gov).



## JOBSONIO INVESTMENT - 1ST QUARTER 2020

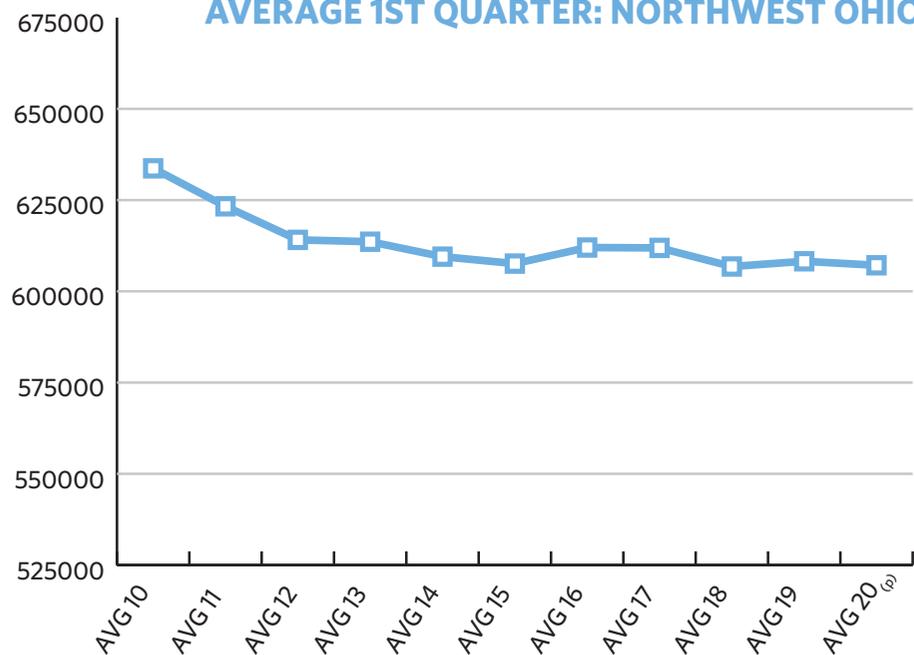
**575** Jobs Created

**1,850** Jobs Retained

**\$201,496,595** Capital Investment

### TOTAL AVAILABLE WORKFORCE

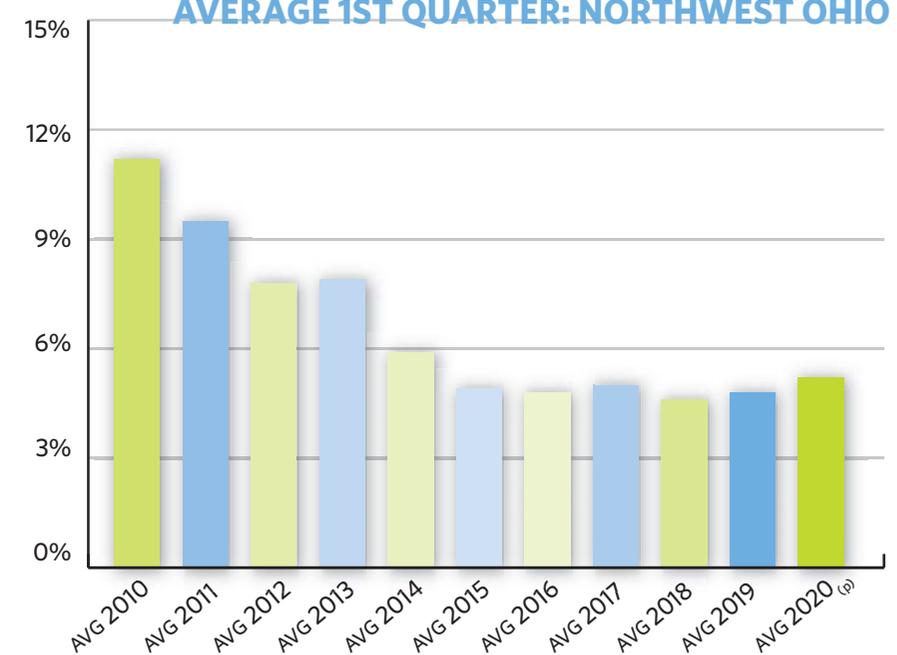
AVERAGE 1ST QUARTER: NORTHWEST OHIO



Source: OhioLMI

### UNEMPLOYMENT RATE

AVERAGE 1ST QUARTER: NORTHWEST OHIO



Source: OhioLMI

# REAL ESTATE

## Harmon investing \$12.5M in Levis Commons

...Continued from page 1

NAI Harmon Group.

The City of Perrysburg approved the construction plans of the new site, which is separated into two phases. Phase 1 will be a 40,000 square foot development with 20,000 square feet of retail on the first floor and 20,000 square feet of office space on the second. Following this first building will be Phase 2, which will mirror Phase 1 in scope and size.

The site will sit on the 4.5-acre vacant lot at Hollister Lane and Levis Commons Boulevard. Phase 1 is scheduled to be completed in the second quarter of 2021 and is projected to cost \$12.5 million.

“We are anticipating a July start date. It just depends on how everything flows with final plans and final approval, which is being produced now. It’ll take nine months to a year for the project to be complete,” said Harmon.

Logan Creek Construction, which is owned by NAI Harmon Group, will be the general contractor for the project. According



NAI Harmon Group’s new development in the Levis Commons Entertainment District will sit on this 4.5-acre lot at Hollister Lane and Levis Commons Boulevard

to Harmon, a local firm used by NAI Harmon Group for a range of other projects, will be the architect.

The first tenant of the new development, according to Harmon, will be an upscale seafood restaurant developed by NAI Harmon Group. The restaurant was picked

specifically to complement nearby Benchmark Restaurant, also operated by NAI Harmon Group, as well as other restaurants in the entertainment district.

The Entertainment District of Levis Commons is currently home to Benchmark Restaurant, Nagoya Japanese Steakhouse and

Sushi, Basil Pizza & Wine Bar, Fat Fish Blue, The Hilton Garden Inn, Home2 Suites, and the Levis Clock Tower.

“This project will definitely impact Levis Commons with the fact that you have additional up-to-date space – and for the community, it will bring jobs, shopping, and a great dining experience,” said Harmon. “We are very excited to get this project underway and think the need and success will be there.”

NAI Harmon Group is northwest Ohio’s affiliate of the global network of owner-operated commercial real estate brokerage firms, collectively called NAI Global, noted the company.

According to NAI Global, its member offices work in unison to provide clients with solutions to their commercial real estate needs. Annually, NAI Global completes in excess of \$20 billion in commercial real estate transactions throughout the world and has more than 400 branch offices with over 7,000 local market professionals managing more than 425 million square feet of property.

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Available: 1,330 SF

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- Move-in ready/landlord can renovate
- Excellent visibility
- Near Kroger, Panera and Chipotle
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721 Conant Street | Maumee



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Greg Sullivan  
419.466.1404 c · gsullivan@rkgcommercial.com

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# Report: Drop in input prices to help nonresidential construction

Construction input prices fell 4.4% in April from the previous month, according to an Associated Builders and Contractors (ABC) analysis of US Bureau of Labor Statistics (BLS) *Producer Price Index* data recently released. Nonresidential construction input prices declined 4.2% for the month.

Among 11 subcategories, nine experienced monthly price declines. All three energy subcategories considered in this release were lower in April, with crude petroleum down 48.9%, unprocessed energy materials down 27.5%, and natural gas down 20.4%. The only subcategories that didn't experience monthly price decreases were plumbing fixtures and fittings, which remained virtually unchanged, and concrete products, which increased 0.1%.

"There has been a considerable amount of chatter regarding inflationary pressures recently, given the liquidity injections implemented by the Federal Reserve and trillions of dollars of additional federal

spending," said ABC chief economist Anirban Basu. "While inflation may rear its ugly head as the economy recovers from the COVID-19 crisis, for now it is deflationary pressures that dominate. Global demand for energy and many other items has collapsed, placing downward pressure on aggregate price levels.

"For project owners, this may be an important reason to move forward with planned construction projects," said Basu. "There are cost savings to be reaped during this period as materials prices, including energy prices, falter. Moreover, initiating construction now may position projects to come online as the broader economy begins to recover in earnest.

"The downward pressure on materials prices also makes it more advantageous for the federal government and other levels of government to invest in infrastructure," said Basu. "Unfortunately, State and local government budgets are being hammered by a paucity of income, sales, hotel,

## Producer Price Index, April 2020

	1-Month % Change	12-Month % Change
<b>Inputs to Construction</b>	<b>-4.4%</b>	<b>-7.3%</b>
<b>Inputs to Nonresidential Construction</b>	<b>-4.2%</b>	<b>-7.4%</b>
Plumbing Fixtures and Fittings	0.0%	2.2%
Fabricated Structural Metal Products	-0.5%	-1.2%
Iron and Steel	-3.6%	-12.6%
Steel Mill Products	-1.0%	-11.0%
Nonferrous Wire and Cable	-0.9%	-5.3%
Softwood Lumber	-11.2%	-0.7%
Concrete Products	0.1%	3.5%
Prepared Asphalt, Tar Roofing & Siding Products	-0.9%	1.9%
Crude Petroleum	-48.9%	-74.7%
Natural Gas	-20.4%	-43.4%
Unprocessed Energy Materials	-27.5%	-54.1%

Source: US Bureau of Labor Statistics

and other tax collections. All things being equal, that leaves less money to finance infrastructure projects and makes it less likely

that the public sector will take full advantage of presently low borrowing costs. All of this suggests that the federal government should fashion a significant infrastructure-oriented stimulus package in the very near term."

## Lucas County Commercial & Industrial Sales

(This information is public record gathered from the Lucas County Auditor's Office. Sorted by Dollar Amount. List is limited to those transactions over \$10,000)

SELLER	BUYER	ADDRESS	AMOUNT
TOLEDO OH (6142 TELEGRAPH) LLC	MATHIAS ANN & EDWARD, TRUSTEES	6142 TELEGRAPH RD · TOLEDO	\$4,363,930
FALLEN TIMBERS OHIO LLC ET AL	AUSTIN 129 LLC	2300 VILLAGE DR E · MAUMEE	\$2,600,000
WOODRUFF HORTON, LLCY	RNG VENTURES LLC	7045 SPRING MEADOWS WEST DR · HOLLAND	\$1,500,000
DWJS LLC	MALI MCDLD TOLEDO LLC	1405 S BYRNE RD · TOLEDO	\$1,350,000
LOUISVILLE TITLE AGENCY FOR NW OHIO INC, TRUSTEE	SYLVANIA PLACE APARTMENTS LLC	0 SYLVAN LAKES BLVD · SYLVANIA	\$1,326,000
HHMHC, LLC	HERITAGE HILLS MHC LLC	207 S REYNOLDS RD · TOLEDO	\$575,000
YODER PROPERTY MANAGEMENT	PRISM INVESTMENT COMPANY LLC	2228 ROCKSPRING RD · TOLEDO	\$430,000
MONCLOVA PENTECOSTAL CHURCH	679637 ONTARIO LTD	444 EARL ST · TOLEDO	\$400,000
LAPPOINT DISCOUNT AUTO PARTS, LTD	GREYHAWK LLC	11800 OLD STATE LINE RD · SWANTON	\$385,000
PARISH OF ST MICHAELS IN THE HILLS	AGARWAL ANAND K & FAEZAH (OR SURVTC)	4718 BRITTANY RD · TOLEDO	\$320,000
BRANCH-ROCK LLC	SEI-1644 LLC	1626 CAMPBELL ST · TOLEDO	\$310,500
SUGG ROBERT A ET AL	YOUNG GARY	302 W SOPHIA ST · MAUMEE	\$275,000
BUR-BUN INC	SHENANDOAH VALLEY REALTY LTD	5371 STICKNEY AVE · TOLEDO	\$255,000
JLSB LTD	MCCARTHY BUILDERS INC	7351 W BANCROFT ST · TOLEDO	\$250,000
MAHONEY LIMITED PARTNERSHIP	MAHONEY ENVIRONMENTAL SOLUTIONS LLC	0 FRONT ST · TOLEDO	\$236,111
YOUR NEXT RESIDENCE LLC	HABERKOWSKI REAL ESTATE LLC	717 MADISON AVE · TOLEDO	\$170,000
FIVE STREAM VENTURES LLC	BCD PROPERTIES LLC	771 HOWLAND AVE · TOLEDO	\$155,000
CRAWFORD SHIRLEY J	SCHUETTE SANDRA	1749 BROOKLYNN PARK WEST · TOLEDO	\$141,500
DENMAN DAVID A, SUCCESSOR TRUSTEE	NORCAL HOMES & DEVELOPMENT LLC	5428 GLENRIDGE DR · TOLEDO	\$140,000
GROGAN JEFFREY J	MAHONEY SUZANNE M	1617 BROOKLYNN PARK E · TOLEDO	\$140,000
WILSON RICHARD & DEBORAHM	FIVE STREAM VENTURES LLC	771 HOWLAND AVE · TOLEDO	\$130,000
MYLEK BEVERLY A	13013 AIRPORT LLC	13013 AIRPORT HWY · SWANTON	\$112,750
KROPP-BETZ LLC	WILLIAMS ARUN ET AL	1822 GLENDALE AVE · TOLEDO	\$102,900
DUFFEY PROPERTIES LLC	BLUE RIDGE REAL ESTATE LLC	612 E WOODRUFF AVE · TOLEDO	\$85,000
NASIMO LLC	PRIORITY LAND ACQUISITION LLC	336 VICTORIA PL · TOLEDO	\$82,500
MOUNT ZION CHURCH OF CHRIST (HOLINESS) U.S.A.	TMC OF TOLEDO	1501 WESTERN AVE · TOLEDO	\$66,000
BRYANT RONATA	POLK CARL & DAWN M (OR SURVTC)	1926 FERNWOOD AVE · TOLEDO	\$65,000
SIFUENTES MARIA L	LEWIS THOMAS K	4625 LEWIS AVE · TOLEDO	\$62,000
R & S ENTERPRISES	WSMD INVESTMENT LLC	2215 BERKEY SOUTHERN RD · SWANTON	\$58,000
TOLEDO HOSPITAL FOUNDATION	SHENANDOAH VALLEY REALTY LTD	5373 STICKNEY AVE · TOLEDO	\$35,000
MITCHELL EARL B & ELAINE	419 COMMERCIAL REBUILDERS LLC	3512 MONROE ST · TOLEDO	\$30,000
CERTIFIED REAL ESTATE INC	SCHROYER PAUL	1429 W SYLVANIA AVE · TOLEDO	\$15,000

## Launchpad

...Continued from page 5

students, faculty, technology, and tech experts, as well as companion start-ups in LaunchPad Incubation.

The program also has networking opportunities, including tenant mixers, mentor meet and greets, and other events offering introductions to top business leaders within various industries. In regards to access to capital, Genide noted that UToledo works closely with the primary funding sources in the region – and beyond – to provide access to funding and investment opportunities.

"We do networking in two different ways. The first way we network is we hope our businesses connect to other services and vendors that can help them to achieve their goals. So let's just say for instance, web developers, accountants, attorneys, etc., we help network and connect our businesses to those types of individuals," said Genide. "And then internally, we're big on helping with development. So if somebody brings a technology – and we can help to get that technology scaled or built to the point where we can prove that it works – we can also help to patent it. So if somebody brings something in that's very novel we can help protect it. And we can also, from a venture capital standpoint, make sure that if we decided to build a company around a specific patented technology, we can make sure it's well funded."

In total, Genide explained that there has been \$10 million in investment for the program's companies and a total of \$14 million in sales revenues over the past five years.

"It's grown very well over the last five years," said Genide. "It helps the area because we're trying to create a culture of innovation here at the university and we all want to come up with solutions to problems. By creating this program, we're now giving the community the ability to communicate problems to us and we are taking the time to come up with those solutions."

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**Contact: Bill Thees, 419-893-4415.**

## RETAIL SPACE FOR SALE OR LEASE

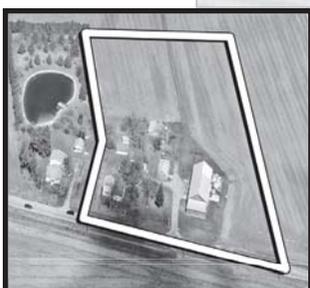


**RETAIL SPACE FOR LEASE:**  
**840 W. Boundary, Suite 3**  
 2100 Sq. ft. Prime Perrysburg close to New car dealership, HIGH traffic count & visibility on Rt. 25, join Papa Johns & Brodie Optometry, median HHI= \$87,947!, median property value \$208,900, NNN  
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**FOR SALE OR LEASE: 3565 Libbey Road - Perrysburg, OH**  
 At I-280 & the Ohio Truck stop area 2906 square feet former Wendy's w/ 2 drive through windows, some equipment remains.  
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**SYLVANIA TWP – ZONE RD.**  
 2 Commercial lots. **Contact: Bill Thees, 419-893-4415.**

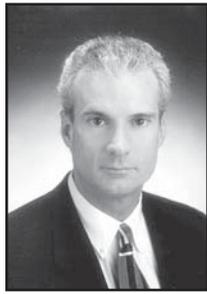
**4 lots DPC – BT – DEER PARK COURT.**  
 4 Office lots available. Next to Arrowhead, along Swan Creek. Can be combined, split.  
**Contact: Bill Thees, 419-893-4415.**

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# OFFICE REAL ESTATE REPORT



Joe Belinske, CCIM



Germano Bressan, CCIM



Joe Francis



Devin Graves



Dave Kerscher, CCIM



Steven R. Lennex, CCIM



Ryan Miller



John Sluhan



Sam Zyndorf

Firm / Listing and Buyer's Agent: **Miller Diversified Realty** / Dave Kerscher, CCIM  
Represented: Smelcer, LLC (Seller) and MG Property Management, LLC (Buyer)  
Location / Property Size: 1910 Indian Wood Circle, Maumee / 19,944 sf

Transaction Type: Sale

Firm / Listing and Buyer's Agent: **NAI Harmon Group** / Steven R. Lennex, CCIM  
Represented: Monclova Pentecostal Church (Seller) and 679637 Ontario Ltd. (Buyer)  
Location / Property Size: 444 Earl Street, Toledo / 22,000 sf  
Transaction Type: Sale

Firm / Listing Agent: i.n.a.  
Represented: i.n.a.  
Firm / Leasing Agent: **Reichle Klein Group** / John Sluhan  
Represented: Lindsay Appraisal Services (Lessee)  
Location / Property Size: 1446 S Reynolds Rd, Maumee / 445 sf

Transaction Type: Lease

Firm / Listing Agents: **Reichle Klein Group** / Devin Graves; Ryan Miller  
Represented: Baird Properties, Ltd. (Lessor)  
Firm / Leasing Agent: **Reichle Klein Group** / Ryan Miller  
Represented: Bryan Williams and Brittany White (Lessee)  
Location / Property Size: 4428 Secor Rd, Toledo / 3,500 sf  
Transaction Type: Lease

Firm / Listing and Buyer's Agent: **Reichle Klein Group** / Ryan Miller  
Represented: TAP Realty, LLC (Seller) and Peak Properties and Development, Inc. (Buyer)  
Location / Property Size: 1715 W Dean Rd, Temperance, MI / 4,250 sf  
Transaction Type: Sale

Firm / Listing and Buyer's Agent: **Reichle Klein Group** / Joe Belinske, CCIM  
Represented: The Toledo Hospital (Seller) and Watterson Investment Group, LLC (Buyer)  
Location / Property Size: 5700 Monroe St, Sylvania / 1 acre  
Transaction Type: Sale

Firm / Listing Agent: **Signature Associates** / Joe Francis  
Represented: Horizon Investment Group, LLC (Lessor)  
Firm / Leasing Agent: Outside Broker  
Represented: Deja Russell (Lessee)  
Location / Property Size: 1843 Alexis, Toledo / 750 sf  
Transaction Type: Lease

Firm / Listing Agent: **Signature Associates** / Joe Francis  
Represented: Your Next Residence, LLC (Seller)  
Firm / Buyer's Agent: None  
Represented: Haberkowski Real Estate, LLC (Buyer)  
Location / Property Size: 717 Madison, Toledo / 5,859 sf  
Transaction Type: Sale

Firm / Listing Agents: **Signature Associates** / Sam Zyndorf; Germano Bressan, CCIM  
Represented: Huntington National Bank (Sub-lessor)  
Firm / Leasing Agent: None  
Represented: Bright Spot Psychological Services (Sub-lessee)  
Location / Property Size: 130 S Main, Bowling Green / 200 sf  
Transaction Type: Sublease

Firm / Listing Agent: **Signature Associates** / Germano Bressan, CCIM  
Represented: ARMS II, LLC (Lessor)  
Firm / Leasing Agent: None  
Represented: Richard Andrew Slater (Lessee)  
Location / Property Size: 2467 Woodville, Oregon / 800 sf  
Transaction Type: Lease

To submit your company's transactions, email them to [editor@toledobiz.com](mailto:editor@toledobiz.com) or fax to 419-865-2429

Submission deadline is the 10th of the month prior to publication



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# RETAIL REAL ESTATE REPORT



Mike Abernathy



Joe Belinske, CCIM



Keenan Fields



Rob Keleghan, SIOR



Dave Kerscher, CCIM



Steven R. Lennex, CCIM



Aaron Lewandowski



Ryan Miller

Firm / Listing and Leasing Agent: **Miller Diversified Realty** / Dave Kerscher, CCIM  
Represented: One Stop, LLC (Lessor) and Edward Jones, LLC (Lessee)  
Location / Property Size: 1070 Pray Blvd, Waterville / 1,400 sf  
Transaction Type: Lease

Firm / Listing and Buyer's Agent: **NAI Harmon Group** / Steven R. Lennex, CCIM  
Represented: Michel Investment Company (Seller) and 10830 Brookpark Rd, LLC (Buyer)  
Location / Property Size: 3311 Woodville Rd, Northwood / 5,520 sf  
Transaction Type: Sale

Firm / Listing Agent: **Reichle Klein Group** / Joe Belinske, CCIM  
Represented: DW 28 Sylvania Square, LLC (Lessor)

Firm / Leasing Agent: i.n.a.  
Represented: i.n.a.  
Location / Property Size: 5805 Monroe St, Sylvania / 2,100 sf  
Transaction Type: Lease

Firm / Listing Agents: **Reichle Klein Group** / Ryan Miller; Michael Abernathy  
Represented: Lucas County Land Reutilization Corp. (Seller)  
Firm / Buyer's Agent: i.n.a.  
Represented: i.n.a.

Location / Property Size: 1349 S Cove Blvd, Toledo / 5,094 sf  
Transaction Type: Sale

Firm / Listing and Leasing Agent: **Signature Associates** / Aaron Lewandowski  
Represented: Nick Verikakis (Lessor) and Dragon's Roost Gaming (Lessee)  
Location / Property Size: 915 McCord, Holland / 3,350 sf  
Transaction Type: Lease

Firm / Listing Agent: Outside Broker  
Represented: Desperate Investments, LLC (Lessor)

Firm / Leasing Agents: **Signature Associates** / Rob Keleghan, SIOR; Keenan Fields  
Represented: Douglas Greenwood (Lessee)  
Location / Property Size: 3604 Sterns, Lambertville, MI / 1,302 sf  
Transaction Type: Lease

Firm / Listing Agent: **Signature Associates** / Rob Keleghan, SIOR  
Represented: Pentecostal Church of God, Ohio District (Seller)  
Firm / Buyer's Agent: None  
Represented: Rust & Rust, Ltd. (Buyer)  
Location / Property Size: 321 Superior, Rossford / 3,444 sf  
Transaction Type: Sale

Firm / Listing Agent: **Signature Associates** / Keenan Fields  
Represented: Yoder Property Management (Seller)  
Firm / Buyer's Agent: Outside Broker  
Represented: Prism Investment Company, LLC (Buyer)  
Location / Property Size: 2228 Rockspring, Toledo / 4,230 sf

Transaction Type: Sale

Firm / Listing Agent: **Signature Associates** / Keenan Fields  
Represented: Yoder Property Management (Seller)

Firm / Buyer's Agent: Outside Broker  
Represented: Prism Investment Company, LLC (Buyer)  
Location / Property Size: 2230 Rockspring, Toledo / 8,385 sf  
Transaction Type: Sale

Firm / Listing Agent: Outside Broker  
Represented: Isaac Hazen (Seller)  
Firm / Buyer's Agents: **Signature Associates** / Rob Keleghan, SIOR; Keenan Fields  
Represented: Louisville Title Agency for NW Ohio (Buyer)  
Location / Property Size: 2320 S Reynolds, Toledo / 12,500 sf  
Transaction Type: Sale

Firm / Listing and Buyer's Agent: **Signature Associates** / Aaron Lewandowski  
Represented: United North C.D.C. (Seller) and Central Apartments Corp. (Buyer)  
Location / Property Size: 3101 Lagrange, Toledo / 5,691 sf  
Transaction Type: Sale

Firm / Listing Agent: Outside Broker  
Represented: JA2 Investments, LLC (Seller)  
Firm / Buyer's Agents: **Signature Associates** / Rob Keleghan, SIOR; Keenan Fields  
Represented: 336 Batavia, LLC (Buyer)  
Location / Property Size: 336 Batavia, Toledo / 11,396 sf  
Transaction Type: Sale

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**4638-4652 Monroe St., Toledo**  
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**631 & 633 S. Reynolds Rd.**  
Commercial Property Sale.  
Former Rose City Motors.  
3.1 Acres - 1,700 SF Office



**Former Bally's Fitness Center**  
5424 Airport Hwy., Toledo



**4346 Secor Rd.**  
Multi-Purpose Office Building  
17,568 SF Sale



**2121 S. Reynolds Rd.**  
Retail/Office Lease  
3,000 SF



**2100 W. Alexis, Suite B**  
Medical Office Lease. Can Sub-Divide.  
3,529 SF Available



**4 Wamba, Toledo**  
Commercial Sale or Lease  
1,992 SF



**421 N. Huron**  
Retail/Office Sale or Lease  
1st Flr Available 4,000 SF, 11,185 SF Total



**962 S. Reynolds Rd.**  
Retail/Office Lease  
1,220 SF Available



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