



MBDS LLC invests and opens new facility in Tiffin  
 page 3



**Access to Capital**  
 and **SBA/CARES Funding** for Small Business  
 page 15

# Conagra investing \$40M in Archbold

## Company expected to add approximately 100 jobs in Fulton County



Conagra Brands' new facility in Archbold

Conagra Brands, a large North American branded food company, is planning to expand its northwest Ohio manufacturing facility in Archbold. The company is planning to invest \$40 million to add a new production line and the expansion is expected to add approximately 100 new jobs. The company currently employs about 370 workers at its Fulton County location.

Conagra's plant manager, Ron Corkins, said that the project will allow the company to optimize its expanded network of facilities, which grew upon its acquisition of (...continued on page 24)

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# Allied Plastics making shields for COVID-19

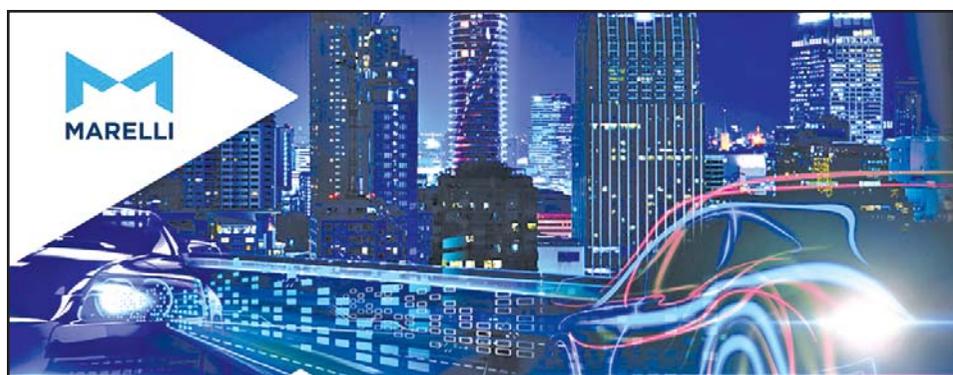
Allied Plastics of Toledo, a custom plastic fabrication and machining company, has been doing its part to respond to the COVID-19 crisis. Initially – according to Jeff Hood, owner, Allied Plastics – the company began manufacturing intubation boxes for hospitals in the surrounding area, as far as 200-300 miles from Toledo throughout Ohio, Indiana, and Michigan.

“These medical boxes and shields serve to further add a layer of protection between the persons infected with the virus and the healthcare workers providing (...continued on page 25)

Allied Plastics is providing shields for businesses in the area due to COVID-19

# Marelli to open new Bowling Green plant

## New operations to provide approximately 75 jobs in Wood County



Marelli's new facility is expected to open in 2021

Marelli, a global Tier-One automotive supplier, will open a greenfield manufacturing plant in Bowling Green to support new business for the company's interiors unit. The facility will bring approximately 75 new jobs to the region, with construction expected to be complete in early 2021.

“There are many factors that go in to building a business case for a new site,” said Chris Bradford, regional head of interiors at Marelli. “Our key considerations were affordability, proximity to customers, quality of the local (...continued on page 13)

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## LEADERSHIP VIEWS

## GREG CARMICHAEL

## Area bank positioned for difficult economy

In mid-May, *Toledo Business Journal* interviewed Greg Carmichael, chairman, president and chief executive officer, Fifth Third Bancorp, to obtain insight into a large financial institution during this difficult period with a focus on the corporation's financial position.

### 1. Can you discuss Fifth Third's Balance sheet position?

Fifth Third entered this downturn from a position of balance sheet strength. In 1Q20, our key financial metrics performed in line or better than our guidance for the quarter (net interest income, net interest margin, fee income, expenses, and credit losses were in line with expectations). Our January and February balance sheet results were tracking ahead of expectations. The dramatic events of the last half of March, and the severe impact on the economy impacted all banks, of course, but we were still able to deliver a strong quarter.

Our results reflect the strength of our balance sheet and the results of our strategic decisions.

#### A. Including loan to deposits position?

We believe the Loan to Core Deposit ratio is the more relevant metric for assessing the strength of our balance sheet and overall liquidity position; as reported in our 1Q20 earnings, our loan to core deposit ratio of 89% was the lowest it has been in more than 15 years. Our deposit growth exceeded loan growth during the quarter despite the record increase in commercial line draws (which have stabilized since quarter-end).

#### B. Including the bank's equity capital position in relation to its risk-weighted assets?

Our regulatory capital ratios remain very strong, and all significantly exceed the well-capitalized requirements. Our common equity tier one as a percentage of risk-weighted assets was 9.4%, and was over 40% higher relative to the comparable capital ratio heading into the last downturn.

### 2. Can you discuss the Bank's revenue outlook over the next year and results of revenue diversification efforts?

Given the unprecedented macroeconomic environment and heightened level of uncertainty with respect to many things – including the impacts of the fiscal and monetary stimulus, the timing of the recovery period, etc. – like many companies we withdrew our full year guidance. It is very difficult to predict with a high degree of conviction a year out from now until we get more visibility on the economic environment.



However, the investments we have made in our businesses to improve and diversify our revenues over the past few years are clearly visible in the financial results, including the first quarter, and we would expect to benefit from those diversification benefits going forward.

We have made significant investments in talent, technologies, and process improvements in many of our businesses to grow and diversify our fee-based businesses, including

but not limited to capital markets, mortgage, middle market banking, and in wealth and asset management. These areas will help partially offset the headwinds from lower rates affected net interest income.

### 3. Can you discuss the issue of loan defaults and write-offs in this environment?

As mentioned above, we only are able to provide near term charge off guidance at this point. In April, we provided guidance for the second quarter charge-offs to be in the range of 45-50 basis points, which would result in

a modest increase from the first quarter, and not meaningfully impacted by the recent economic fallout from the coronavirus. The outcomes of the large scale hardship relief programs, in addition to the government stimulus and relief such as PPP, remain uncertain. However, we increased our credit reserves to 2.13% of loans, to better prepare us given the weakening macroeconomic backdrop.

In terms of defaults in the near-term, the hardship programs should provide borrower flexibility to hopefully limit widespread defaults. As we mentioned before, we are providing relief in the form of payment deferrals and forbearances to customers across a wide array of lending products. We also suspended vehicle repossessions and home foreclosures. We will continue to take proactive and aggressive measures to help mitigate the effects of the downturn, and to help be part of the solution.

### 4. What do you see in terms of expectations for Fifth Third dividend payments for the coming year?

We recently declared a 27-cent common dividend in March, with the next dividend to be decided by the board in June. We believe our capital position is strong enough to maintain our current dividend if these conditions persist through the end of the year, while remaining well capitalized, and our board will continue to evaluate based on the data available.

While we are entering this downturn from a position of strength with the ability to withstand severe downturns, that does not mean that dividends will be sustainable in all scenarios.

We are also cognizant of the political dynamics given the recent Congressional testimony where legislators scrutinized bank dividends, the outcome of which is out of our control.

### 5. What will the Bank's approach be to stock buybacks during the coming year?

We temporarily suspended share repurchases as announced on March 16, along with many other large banks. The decision on share repurchases is consistent with our objective to use our capital and liquidity to provide support to individuals, businesses, and the broader economy through lending and other important services.

### 6. Are plans to add new call center and other employees continuing to move forward?

We have added about 1,000 people, who we needed on-site for call centers and other critical operational functions.

We are still in the "middle of the hurricane" so to say, and will continue to assess our needs as the situation evolves.

### 7. Is there anything else that you would like to address?

Specific to the Payroll Protection Program (PPP), we are very proud of the work of our bankers and larger teams. They have demonstrated incredible commitment and worked tirelessly to help small businesses.

Over 33,000 PPP applications have been approved by the SBA (and counting as we continue to take and process applications until there is funding). This represents a total loan amount of \$5.5 billion between rounds one and two. This helps preserve the jobs of 565,000 employees of small businesses across the communities we serve and helps restart the economy.

I also wanted to highlight that our four strategic priorities – accelerating our digital transformation, investing organically for future growth, expanding market share in key geographies, and maintaining our disciplined approach throughout the Bank – remain intact.

That being said, clearly in this type of environment, certain growth initiatives will be under review. We will put the appropriate level of prioritization and focus on the areas that have the highest probability of driving long-term financial success. We recognize that as we navigate this environment, investments and projects with lower returns will need to be re-prioritized which gives us the ability to evaluate a wide range of potential actions.

We have been focused on maximizing our returns through the full cycle rather than generating lower-quality short-term balance sheet growth. Our continued philosophy of focusing on improved performance through the full economic cycle positions us very well in this environment.

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# MBDS, LLC invests and opens new facility in Tiffin

A manufacturer based in northwest Ohio has opened a new 43,000 square foot facility in Tiffin, with operations that began in early spring. MBDS is working to locate at the former Tiffin Insulators, 981 Tyber Road, and expects to hire 29 employees and invest over \$100,000 in the operation in its first year.

Brian Robertson, president / COO, MBDS, said, “The ‘Trinity Project’ – as it was code named for our third plant in northwest Ohio – was driven by our ability to localize production which in turn drives down cost through our low-cost campus solutions. We began initial operations with our first wave of ‘Genesis Associates’ on February 17 and should be in full production by year-end.”

MBDS, LLC (Manufacturing Business Development Solutions) is a multimillion dollar company, established in 2003, that supplies products that reach both major appliance industries and leading automotive companies, such as Honda, Nissan, and Toyota. The company, which employs 55 people in the region, is headquartered in Findlay with a second campus in Upper Sandusky.

“This facility will support both automotive and whitegoods (appliance) industries while we typically deal with supporting a broad range of glass, metal, packaging, plastic, and rubber products including Class-A (safety) components,” said Robertson.

Robertson noted that MBDS serves a range of Tier-One suppliers on the Japanese automotive supply chain along with whitegoods manufacturers that support Whirlpool’s northwest Ohio facilities.

According to the company, it is a supply chain integration partner meeting the demands of industry while delivering solutions for manufacturing services. MBDS provides the following solutions independently and/or in conjunction with its strategic partners:

**Manufacturing**

- Value-added manufacturing solutions

**Business**

- Toyota Production System (TPS) approach to lean business initiatives

**Development**

- Cost reduction avenues for assembling imported and/or domestically produced components from start to sequencing

“MBDS has a culture that is deeply focused on striving for excellence through standardized work while using the fundamental methodologies of the Toyota Production System daily to ensure continuous improvement,” said Robertson. “This delivers quality, cost, and delivery to our customers while conducting our operations like a world-class Tier-One.”

MBDS, according to the company, is a total solutions provider committed to building long-term, mutually beneficial relationships through continuous



MBDS, LLC's new facility in Tiffin is 43,000 square feet

improvement.

“After leaving corporate Japan in 2003, we founded this company believing that our business model would keep manufacturing localized by competing daily to ensure jobs stayed in the USA versus being outsourced to low-cost countries at the peak of this transition that was happening aggressively throughout manufacturing in the United States,” said Robertson. “MBDS continues to find ways to drive cost out through supply chain integration providing the needed cost reductions for

our customers and ultimately their end customers.”

Local incentives for this project include the City of Tiffin’s New Jobs Program, which was approved by Tiffin City Council in early February; the potential for workforce development grants through OhioMeansJobs – Seneca County; and a pre-existing Community Reinvestment Area tax exemption on the Tiffin Insulators property.

“We are excited to be making Tiffin the (...continued on page 21)

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# Workforce UPDATE

JUNE 2020



Lucas County  
Wood County



## 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

## 1ST QUARTER INTERNSHIP REPORT: NORTHWEST OHIO

### 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.

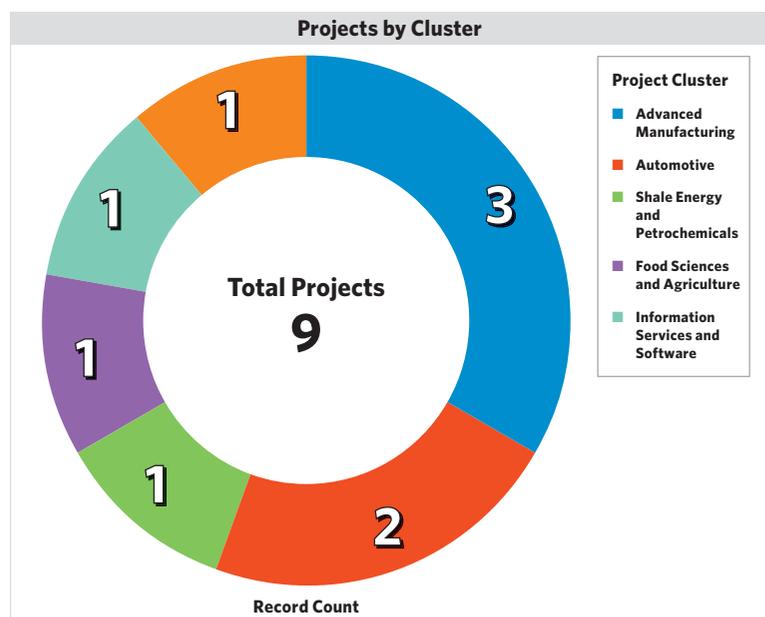
<https://coronavirus.ohio.gov/> — The State of Ohio webpage with information updated daily.

<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

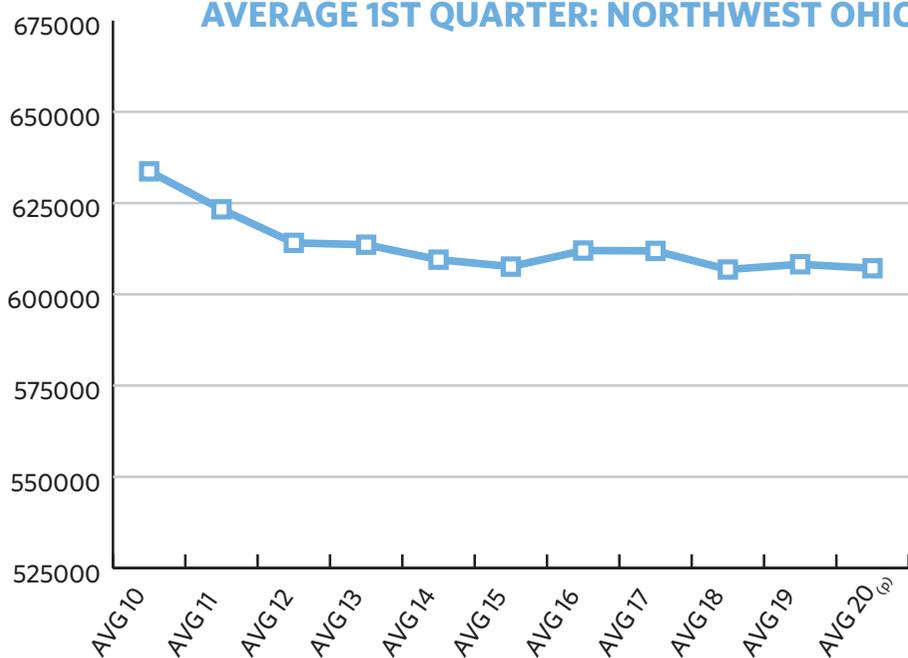
**575** Jobs Created

**1,850** Jobs Retained

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

### TOTAL AVAILABLE WORKFORCE

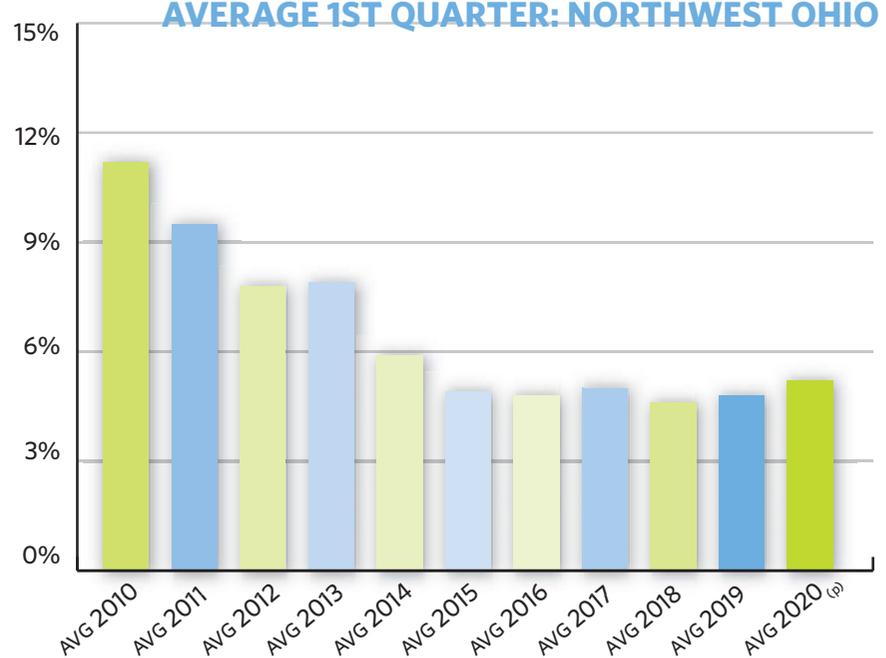
AVERAGE 1ST QUARTER: NORTHWEST OHIO



Source: OhioLMI

### UNEMPLOYMENT RATE

AVERAGE 1ST QUARTER: NORTHWEST OHIO



Source: OhioLMI

# UToledo program incubating start-up businesses

## University's 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-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

"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.

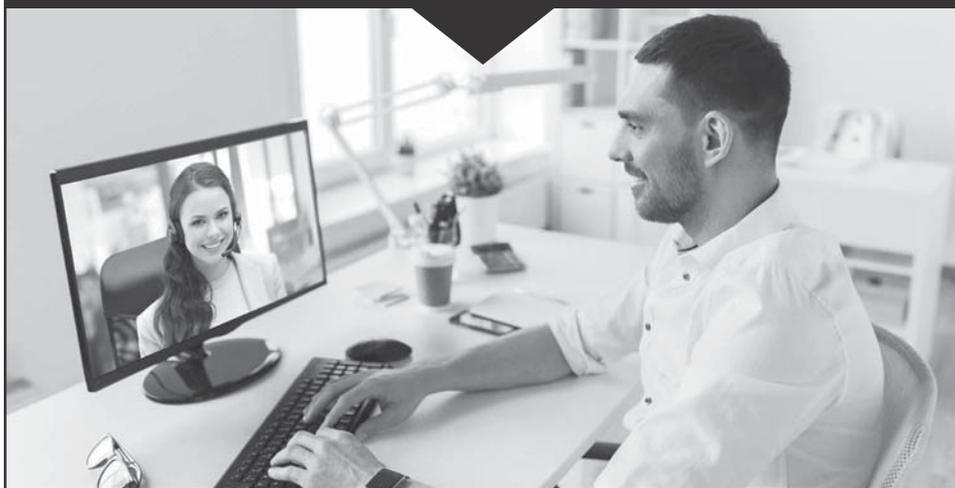
Genide went on to explain that the program coaches and mentors the businesses on an on-going basis depending on the status of the company. Some companies may meet with the staff several times a week, some once a month.

"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

(...continued on page 24)

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Are you 24 or younger?



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# Area Senior Living Communities

**SORTED BY CITY, THEN BY NUMBER OF LIVING UNITS/BEDS**

	# Living Units / Beds	Year Built / Updated	Owner / Administrator	Community Class* / Type	Age Minimum / Average	Services Include							
						24 RAC	24 RN	24 LPN	24 ERS	T	S	P	PALU
Fairlawn Retirement Community 407 E Lutz Rd · <b>ARCHBOLD</b>	284	1964/2013	Fairlawn	IL, AL, MC, STR, LTC / Non-Profit	65/82	Y	Y	Y	Y	Y	—	Y0	Y
Trilogy- The Willows at Bellevue 101 Auxiliary Dr · <b>BELLEVUE</b>	99	2008	Trilogy Health Services, LLC	I, AL, SNF, MC, IL, LTC / For Profit	N/A / 82	Y	—	Y	Y	Y	—	Y0	Y
Bowling Green Manor† 1021 W Poe Rd · <b>BOWLING GREEN</b>	98	1976 / 2019	HCF Management, Inc. / Brooke Harrison, LNHA	SNF / For Profit	18 / 75	Y	Y	Y	Y	Y0	Y0	Y0	—
Wood Haven Health Care 1965 E Gypsy Lane Rd · <b>BOWLING GREEN</b>	93	1971 / 2017	Wood Co. Bd. of Commissioners / Jeff Orlovski, LNHA	SNF / Non-Profit	18 / 82	Y	Y	Y	Y	Y	—	Y0	29/93
Bowling Green Care Center† 850 W Poe Rd · <b>BOWLING GREEN</b>	68	2012 / 2014	HCF Management, Inc. / Erica Adkins, LNHA	SNF / For Profit	18 / 75	Y	Y	Y	Y	Y0	Y	Y0	—
Primrose Retirement Communities 8580 Twp Rd 237 · <b>FINDLAY</b>	80	2007	Primrose Retirement Communities / April Mangett, Exec Dir	I, AL / For Profit	55 / 85	Y	—	Y	Y	Y	—	Y	Y
Elmwood Assisted Living & Skilled Nursing of Fremont 1545 Fangboner Rd · <b>FREMONT</b>	127	1998 / 2014	Kathy Hunt, LNHA, CEO	AL, SNF, MC / For Profit	i.n.a. / 82	Y	Y	Y	Y	Y	—	Y	Y
Trilogy- Valley View Health Campus 1247 N River Rd · <b>FREMONT</b>	60	2005 / 2018	Trilogy Health Services, LLC	AL, SNF / For Profit	N/A / 79	Y	Y	Y	Y	Y	—	—	Y
Trilogy- Genoa Retirement Village 300 Cherry St · <b>GENOA</b>	164	2006	Trilogy Health Services, LLC	AL, SNF / For Profit	N/A / 82	Y	Y	Y	Y	Y	—	—	Y
Genacross Lutheran Services- Wolf Creek Campus 2001 Perrysburg-Holland Rd · <b>HOLLAND</b>	279	1997 / 2010	Genacross Lutheran Services / Martin Jan, Exec Dir	IL, AL, SNF, Rehab, LTC / Non-Profit	N/A / IL: 62, AL: 87	Y	Y	Y	Y	Y	Y0	Y0	Y
Trilogy- The Meadows of Kalida 755 Ottawa St · <b>KALIDA</b>	138	2007	Trilogy Health Services, LLC	AL, SNF, MC / For Profit	N/A / 79	Y	Y	Y	Y	Y	—	—	Y
Otterbein Marblehead SeniorLife Community 9400 N Shore Blvd · <b>LAKESIDE-MARBLEHEAD</b>	109	1995 / 2018	Otterbein SeniorLife / Jen Lenthe, LNHA, Exec Dir	I, AL, SNF / Non-Profit	55 / 85	Y	Y	Y	Y	Y	Y	Y	Y
Trilogy- The Meadows of Leipsic 901 E Main St · <b>LEIPSIK</b>	132	2006	Trilogy Health Services, LLC	I, AL, SNF / For Profit	N/A / 79	Y	Y	Y	Y	Y	—	Y	Y
Genacross Lutheran Services- Napoleon Campus 1036 S Perry St · <b>NAPOLEON</b>	147	1985-2001 / 2017	Genacross Lutheran Services / Jessica Kirkendall, Exec Dir	IL, AL, SNF, Rehab, LTC / Non-Profit	N/A / 86	Y	Y	Y	Y	Y	—	Y0	Y

...continued on page 8

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# Area Senior Living Skilled Nursing/Rehab Facilities

**SORTED BY CITY, THEN ALPHABETICALLY**

	Medicare / Medicaid Cert	Year Est / Updated	Owner / Administrator / Medical Director	Community Class* / Therapy Services**	Clinical Specialties	Services Include†										
						N:P	S:P Day	S:PN	#SU	#PU	OSP	NPO	T	S		
Fairlawn 407 E Lutz Rd · <b>ARCHBOLD</b>	Y/Y	1964	Nancy Beck, LNH / Dr. Keith Lehman	Rehab / PT / OT / ST	Rehab to Home, Wound Care	1:12	1:5	1:5	—	23	Y	Y	Y	—		
Bowling Green Care Center‡ 850 W Poe Rd · <b>BOWLING GREEN</b>	Y/Y	1976 / 2016	Erica Adkins, Admin / Dr. Thomas Wojciechowski	Rehab, MC / PT, OT, ST	Wound, IV, Trach, Respite	1:17	1:6	1:9	24	20	—	Y	Y	—		
Bowling Green Manor‡ 1021 W Poe Rd · <b>BOWLING GREEN</b>	Y/Y	1976 / 2019	Brooke Harrison, Admin / Dr. Thomas Wojciechowski	Rehab / PT, OT, ST	Wound, TPN, Peritoneal Dialysis, IV, Trach, Respite	1:25	1:8	1:8	43	12	—	Y	Y	—		
Heritage Corner Health Care Campus 1069 Klotz Rd · <b>BOWLING GREEN</b>	Y/N	2012	Americare LLC, Owners / Curtis Woodward, LNHA / Dr. Jeffery Noftz	Rehab, CMC / PT, OT, SLP, Warm Water	IV, Wound, Ortho, Post-Surgery, CHF, IV, Stroke	1:13	1:5	1:5	1	13	Y	Y	Y	—		
Wood Haven Health Care 1965 E Gypsy Lane Rd · <b>BOWLING GREEN</b>	Y/Y	1971 / 2017	Jeff Orlowski, Admin / Dr. Thomas Wojciechowski	PT / OT / ST	Rehab to Home, Ortho, Respite, Tube Feeding, Wounds	1:15	1:6	1:8	32	29	—	Y	Y	—		
Elmwood Assisted Living & Skilled Nursing of Fremont 1545 Fangboner Rd · <b>FREMONT</b>	Y/Y	2014	Kathy Hunt, LNHA & CEO / Amanda Luhning, LNHA / Dr. Mary Wonderly	Rehab / PT, OT, ST, Warm Water Aquatic	Rehab to Home, Post-Surgery Ortho, IV, Wound Mgmt	1:30	1:4	1:2	0	30	—	Y	—	—		
Genacross Lutheran Services- Wolf Creek Campus 2001 Perrysburg-Holland Rd · <b>HOLLAND</b>	Y/Y	1997 / 2010	Genacross Lutheran Services / Martin Jan, Exec Dir / Dr. Anu Garg	Rehab, MC / PT, OT, ST, RT	Wound, Pulmonary, IV, Trach, Stroke, Ortho	1:22	2:11	2:11	9	20	Y	Y	Y	Y		
Otterbein Mondcova 5069 Otterbein Way · <b>MONCLOVA</b>	Y/Y	2007	Otterbein Senior Lifestyle Choices / — / Dr. Irshad Hasan	Rehab, CMC / PT, OT, ST, PRN RT	Wound, PRN RT	1:25	1:5	1:10	—	50	Y	Y	Y	—		
Genacross Lutheran Services- Napoleon Campus 1036 S Perry St · <b>NAPOLEON</b>	Y/Y	1985 / 2017	Genacross Lutheran Services / Jessica Kirkendall, Exec Dir	Rehab, MC / PT, OT, ST	Wound Care, IV, TPN, Pulmonary, Stroke	1:20	1:10	1:15	26	28	—	—	Y	—		
Complete Care at Holiday Park 27511 Holiday Ln, Ste 105 · <b>PERRYSBURG</b>	Y/Y	2000	Andrew Miller, Owner / Head Physical Therapist	Rehab / PT	Aqua Therapy, Spinal Decompression, Back/Neck, Ortho	—	—	—	—	—	—	—	—	—		
Heartland of Perrysburg 10540 Fremont Pike · <b>PERRYSBURG</b>	Y/Y	i.n.a.	HCR ManorCare / ProMedica	Rehab, LTC / PT, ST	Pulmonary, Resp, Ortho, Cardiac, Stroke, Oncology, Post-Acute, MedBridge Unit-Complex Medical, Post-Surgery, Wound Care, FT PT, OT & SP	—	—	—	—	—	Y	Y	—	—		
Kingston Rehabilitation of Perrysburg 345 E Boundary · <b>PERRYSBURG</b>	Y/N	2013	Kingston HealthCare Co. / Ashley Brough, LNHA, RD (Admin) / Dr. Stacey Hasan, PMR	Rehab, CMC / PT, OT, ST, Rec, Outpatient, PRN RT	Wound, Resp, Stroke, Cardiac, Aqua, VitalStim	—	—	—	2	60	Y	Y	Y	—		
Otterbein Perrysburg 3529 Rivers Edge Dr · <b>PERRYSBURG</b>	Y/Y	2007	Otterbein Senior Lifestyle Choices / Lisa Chalk, LNHA, Guide / Dr. Cletus Iwuagwu	Rehab, CMC / PT, OT, ST, PRN RT	Wound, PRN RT	1:25	1:5	1:10	—	50	Y	Y	Y	—		
St. Clare Commons 12469 Five Point Rd · <b>PERRYSBURG</b>	Y/Y	2013	N/A / Daniel A. Welt, MD	Rehab, MC, CMC / PT, OT, ST	Pulmonology, Pain Mgmt, Wound Care	1:21	1:10	1:11	6	84	—	—	Y	—		
The Manor at Perrysburg 250 Manor Dr · <b>PERRYSBURG</b>	Y/Y	1995 / 2012	Abigail George, LNHA / Dr. Thomas Wojciechowski & Dr. Steven Sokolowski	Rehab, MC / PT, OT, ST	Complex, Rehab, Wound, Post-Surgery, Ortho, Resp	1:18	1:10	1:20	55	15	Y	Y	Y	—		
Heartland at ProMedica Flower Hospital Campus 5360 Harroun Rd · <b>SYLVANIA</b>	Y/Y	2015	HCR ManorCare / ProMedica	Rehab, LTC / PT	Wound, Pain, Ortho, Cardiac, Stroke, Oncology, Post-Acute, MedBridge Unit-Complex Medical, Post-Surgery, Wound Care, FT PT, OT & ST	—	—	—	—	—	Y	Y	—	—		
Kingston Care Center of Sylvania 4121 King Rd · <b>SYLVANIA</b>	Y/Y	2004 / 2016, 2018	Kingston Healthcare Co / Ben Perkins / Dr. Sean Rae	Rehab, CMC / PT, OT, ST, RT	Wound, IV, Aquatic, Bio Dex, BERTEC Balance, Enteral + Naso-Gastic, Stroke, Delay, Music, Lymphedema	—	—	—	27	73	Y	Y	Y	—		
ProMedica Goerlich Care Center 5320 Harroun Rd · <b>SYLVANIA</b>	Y/Y	1994 / —	HCR ManorCare / ProMedica	Rehab, OT, PT, ST	Dementia, Memory Impairment, Rehab, FT PT, Adult Hourly Care Services	—	—	—	—	—	—	—	—	—		
Sunset Village 9640 Sylvania Metamora Rd · <b>SYLVANIA</b>	Y/Y	2001 / 2017	Sunset Village / Christine Blackmore, LNHA / Dr. Joseph Peyton	Rehab / PT, OT, ST Aquatic	Cardiac, Parkinsons, Post-Surgery, Wounds, Aquatic, Rehab to Home, Enteral & Nasal Gastric, Pain Mgt (<450#), Bariatrics, IV	1:15	1:8	1:15	0	50	—	—	Y	—		
Complete Care at Holiday Park 3130 Central Park West, Ste C · <b>TOLEDO</b>	Y/Y	2007	Andrew Miller, Owner / Head Physical Therapist	Rehab / PT	Aquatic, Spinal Decompression, Back & Neck, Ortho	—	—	—	—	—	—	—	—	—		
Genacross Lutheran Services - Toledo Campus 131 N Wheeling St · <b>TOLEDO</b>	Y/Y	1953 / 2012, 2017	Genacross Lutheran Services / Cathleen Voyles-Baden, Exec Dir / Dr. Ganesh Merugu	Rehab, MC / PT, OT, ST	Wound, CHF Program, Pulmonary, IV, Trach, Stroke, Ortho	1:15	1:8	1:10	9	67	Y	Y	Y	Y		

Published 6-20; List includes only those SNF / Rehabilitation facilities that responded by deadline; i.n.a. = information not available; \* MC = Memory Care; CMC = Complex Memory Care; \*\* PT=Physical Therapy; OT=Occupational Therapy; ST= Speech Therapy; RT=Respiratory Therapy; PRN=As Needed; ORTHO=Orthopedics; † N:P = Nurse: Patient Ratio, S:P Day = Staff: Patient ratio Day; S:P N = Staff: Patient ratio Night, #SU = # of Shared Units; #PU = # of Private Units; OSP = On-Site Physician; NPO = Nurse Practitioner on Staff; T = Transportation; S = Smoking; ‡ Restrictions apply; check with community for details; ‡ Bowling Green Care Center and Bowling Green Manor are scheduled to be consolidated into one facility in 2021, with Bowling Green Care Center closing

# Senior Living Communities

...continued from page 7

	# Living Units / Beds	Year Built / Updated	Owner / Administrator	Community Class* / Type	Age Minimum / Average	Services Include									
						24 RAC	24 RN	24 LPN	24 ERS	T	S	P	PALU		
Trilogy- Briar Hill Health Campus 600 Sterling Dr · <b>NORTH BALTIMORE</b>	104	2007 / 2018	Trilogy Health Services, LLC	AL, ALMW, STR, LTR; SNF, MC / For Profit	N/A / 79	Y	Y	Y	Y	Y	—	—	Y		
Trilogy- The Meadows of Ottawa 147 Putnam Pkwy · <b>OTTAWA</b>	118	2014	Trilogy Health Services, LLC	AL, SNF / For Profit	N/A / 79	Y	Y	Y	Y	Y	—	—	Y		
Otterbein Pemberville SeniorLife Community 20311 Pemberville Rd · <b>PEMBERVILLE</b>	184	1981 / 1995	Otterbein SeniorLife / Denice Day, Exec Dir	I, AL, SNF / Non-Profit	55 / 85	Y	Y	Y	Y	Y	—	Y	Y		
The Waterford at Levis Commons 7100 S Wilkinson Way · <b>PERRYSBURG</b>	146	2009 / 2014	Capital Senior Living / Heather Barnhiser, Exec Dir	I, AL / For Profit	IL: 62 / 85; AL: NA / 85	Y	—	Y	Y	Y	—	Y	Y		
Louisiana House 129 Dr. McAuley's Ct · <b>PERRYSBURG</b>	132	1980 / Continuous	Jill Schumacher, Admin	IL / Non-Profit	62 / i.n.a.	—	—	—	—	—	—	Y	—		
Perrysburg Commons Retirement Community 10542 Fremont Pike · <b>PERRYSBURG</b>	113	1977 / Continuous	HCR ManorCare / ProMedica	Ind / Non-Profit	N/A / 85	Y	—	Y	Y	Y	Y	Y	—		
Kingston Residence of Perrysburg 333 E Boundary St · <b>PERRYSBURG</b>	89	1997 / 2018	Kingston HealthCare / Karen Burnard, Exec Dir	AL, MC, SNF / For Profit	N/A / 85	Y	Y	Y	Y	Y	—	Y	Y		

...continued on page 9

# Senior Living Communities

...continued from page 8

	# Living Units / Beds	Year Built / Updated	Owner / Administrator	Community Class* / Type	Age Minimum / Average	Services Include							
						24 RAC	24 RN	24 LPN	24 ERS	T	S	P	PALU
Kingston Residence of Sylvania 4125 King Rd · SYLVANIA	149	2001 / 2015 / 2018	Kingston HealthCare Co. / Dawn Ferguson, Exec Dir	AL, MC / For Profit	N/A / 87	Y	Y	Y	Y	Y	—	Y	Y
Oakleaf Village 4220 N Holland-Sylvania Rd · SYLVANIA	145	1987 / 2013	Wallick / Diane Doneghy, Exec Dir	I, MC, AL / For Profit	62 / 82	Y	—	Y	Y	Y	Y	Y	Y
The Lakes of Sylvania 5350 Mitchaw Rd · SYLVANIA	132	2016	Trilogy Health Services, LLC	I, AL, SNF / For Profit	N/A / N/A	Y	Y	Y	Y	Y	—	—	Y
Sunset Village 9640 Sylvania-Metamora Rd · SYLVANIA	116	2001 / 2014	Christine Blackmore, Admin	AL / SNF / MC / Not for Profit	65 / 85	Y	Y	Y	Y	Y	—	Y	Y
Mayberry Village 8160 Sunset Ln · SYLVANIA	90	2004	Centennial Crossings, LLC	I / For Profit	55 / N/A	—	—	—	—	—	—	Y	—
The Grove at Oakleaf Village 4220 N Holland-Sylvania Rd · SYLVANIA	48	2015	Wallick / Danielle Ballesteros, Program Director	AL, MC / For Profit	N/A / i.n.a.	Y	—	Y	Y	Y	—	Y	Y
Fieldstone Villas at Sunset Village 6641 W Sylvania Ave · SYLVANIA	12	2015	Heather McGannon, Senior Villa Advisor	I / Non-Profit	65 / N/A	—	—	—	Y	Y	—	Y	Y
Elmwood Assisted Living At The Shawhan 54 S Washington St · TIFFIN	66	1904 / 1999 / 2016	Kathy Hunt, LNHA, CEO, Owner	AL, MC / For Profit	N/A / 87	Y	—	Y	Y	Y	Y	Y	Y
Ohio Living Swan Creek 5916 Cresthaven Ln · TOLEDO	232	1992 / Ongoing	Ohio Living / Ann Roller, Exec Dir	I, AL, SNF, MC / Non-Profit	55 / 87	Y	Y	Y	Y	Y	—	Y	Y
Senior Star at West Park Place 3501 Executive Pkwy · TOLEDO	205	1984, 1987 / 1997, 2015	Senior Star Management Co. / Kirsten Pickle, Exec Dir	I / For Profit	55 / N/A	Y	—	Y	—	Y	—	Y	—
Genesis Village 2429 S Reynolds Rd · TOLEDO	161	2013 / 2015	James L. Oedy, President / Co-Owner	IL / For Profit	55 / 77	Y	—	—	Y	Y	Y	Y	Y
The Waterford I & II 4855 Angola Rd · TOLEDO	154	2001 / 2006	The NRP Group	I, AL / For Profit	65 / 87	—	—	—	—	—	Y	Y	—
Genacross Lutheran Services -Toledo Campus 131 N Wheeling St · TOLEDO	125	1953 / 1963-2012	Genacross Lutheran Services / Cathleen Voyles-Baden, Exec Dir	IL, AL, SNF, Rehab, LTC / Non-Profit	N/A / 80	Y	—	Y	Y	Y	Y	Y	Y
Sunset House 4020 Indian Rd · TOLEDO	105	1928 / 2015	Judith Bishop-Pierce, COO, Interim Admin	AL / MC, SNF / Not for Profit	65 / 80	Y	Y	Y	Y	Y	—	Y	Y
The Woodlands at Sunset House 4030 Indian Rd · TOLEDO	65	2001 / 2014	Janet Sulewski, Exec Dir	I / Non-Profit	65 / 80	Y	—	—	Y	Y	—	Y	Y

Published 6-20; List includes only those Retirement Communities that responded by deadline; i.n.a. = information not available; \* AL = Assisted Living, I = Independent; SNF = Skilled Nursing Facility, MC = Memory Care

† 24RAC = 24 Hr. Resident Assistance Coverage; 24RN = 24 Hr. RN; 24LPN = 24 Hr. LPN; 24ERS = 24 Hr. Emergency Response Service; T = Transportation; S = Smoking; P = Pets; PALU = Private AL Units; IL = Independent living; LTC = Long term care; ALMW = Assisted living Medicaid Waiver; STR = Short Term Rehab; LTR = Long Term Rehab; † Restrictions apply; check with community for details; ‡ Bowling Green Care Center and Bowling Green Manor are scheduled to be consolidated into one facility in 2021, with Bowling Green Care Center closing

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# CONSTRUCTION REPORT

## BGSU nearing completion of \$32M project

**Mosser Construction serving as general contractor for Robert W. and Patricia A. Maurer Center**

Bowling Green State University (BGSU) is nearing completion of its \$32 million project – an addition and renovation to the former Hanna Hall that will now be known as the Robert W. and Patricia A. Maurer Center. The facility will be the new home of the College of Business.

The Maurer Center will be located on the Wooster corridor and will serve as a gateway to the academic core of campus. The project includes the complete renovation of Hanna Hall, totaling 44,300 square feet, and a 43,900 square foot addition.

Mosser Construction, Inc., based in Maumee, is the general contractor for the project and The Collaborative, based in Toledo, is the architect.

Carly Baker, project engineer, Mosser, explained, “The renovation is a complete update and reconfiguration of the existing building. The existing building is brick construction and was built in 1917. The addition is steel construction with a glass curtain wall



The Robert W. and Patricia A. Maurer Center at Bowling Green State University

and brick enclosure. The start date was July 2018 and end date is July 2020. BGSU is planning to open the building for the fall 2020 semester.”

Baker noted that the Maurer Center has three floors and a basement, consisting of four classrooms, three labs, 113 offices, 25

conference rooms, and two elevators.

According to BGSU, the Maurer Center has been designed for active-learning classrooms, a departure from traditional lecture-style classes.

“In active-learning classrooms, faculty facilitate problem-solving discussions and serve

as learning coaches, helping students master the course content as well as the critical thinking, presentation, and teamwork skills that are so important in business,” Raymond Braun, dean of the BGSU College of Business said.

According to BGSU, the Maurer Center has been designed to model modern corporate offices. Braun said this will aid in incorporating alumni and employer partners in the student experience.

“With our emphasis on experiential learning, the Maurer Center will improve our ability to interact with employers and alumni,” Braun said. “With a prominent location on Wooster Street near the center of campus, the Maurer Center will make it easy and convenient for employers and alumni to assist us in our educational mission.”

In an era of big data and data-driven decision making, Braun said the Maurer Center also will include state-of-the-art technology and a trading lab, helping students better (...continued on page 12)

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# BGSU

...Continued from page 11

understand analytic concepts.

“One unique feature is the existing main entrance staircase. This staircase is part of the original construction and is being restored to preserve the historical architecture of the building. Another unique feature is the Visualization Lab, which is a classroom that will have a video wall with various high-tech elements that will give teachers and students new ways to teach and learn,” explained Baker. “Another unique feature is the atrium, which is 4,100 square feet with three-story vaulted ceilings and a skylight. This room is

a flexible space that will be utilized for receptions, speakers, and other gatherings.”

Baker also went on to explain that the project is following LEED v4.0.

“The building has lots of daylighting in all the offices, meaning that all offices have some sort of natural light being utilized to cut down on other lighting sources. The building also has a new high efficient HVAC system,” said Baker.

Baker also noted that during the project, one obstacle was the age of Hanna Hall.

“Existing conditions are never 100% known, so when renovating a building that old, you never know what you are going to find,” said Baker.

According to Baker, there were approximately six administrative and office employees



Rendering of the interior atrium of the Maurer Center



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from Mosser on the project, and 90 tradesmen. Other firms and companies that worked on the project include:

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- B. William Bucher – painter
- Black Swamp Steel – steel erector
- Commercial Flooring – soft flooring and ceramic tile
- F&M Tile and Terrazzo Co. – terrazzo flooring
- Farnham Equipment Company – case-work contractor
- General Building Products – doors, frames, and hardware
- Interstate Commercial Glass and Door – glass curtainwall, handrails, and aluminum entrances
- Jamieson Ricca Windows – aluminum windows
- Lake Erie Electric – electrical and

technology contractor

- OCP – drywall and acoustical ceilings contractor
- Palmer Brothers Concrete – concrete supplier
- Tech Dynamics – steel supplier
- Todd Alspaugh – sitework contractor
- Toledo Elevator – elevator contractor
- Warner Mechanical – plumbing and HVAC contractor
- Wolfe's Roofing – roofer

Robert Maurer, a 1965 BGSU graduate, and his wife, Patricia, made a transformative gift of \$5 million to fund the new business facility.

“We are deeply appreciative of our generous donors who made this renovation possible,” BGSU president Rodney Rogers said. “Their support and confidence in BGSU's commitment to changing lives for the world will impact generations to come.”



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# Marelli

...Continued from page 1

workforce, and the opportunity to expand. The state of Ohio, Wood County, and ultimately the city of Bowling Green checked all the boxes for us. The location strengthens our delivery position with automotive OEMs in Ohio, Illinois, Indiana, Michigan, and Ontario, Canada.”



J.P. Nauseef, president and CEO, JobsOhio

JobsOhio, the Regional Growth Partnership (RGP), and Bowling Green Economic Development worked closely in the site search process as well as putting together competitive incentive packages. According to Marelli, these organizations provided unmatched support through the decision-making process.

“Marelli is a globally successful auto supplier with many options on where to invest, and it chose Ohio,” said J.P. Nauseef, JobsOhio president and CIO. “The decision to build this new facility and create 75 new jobs in Bowling Green demonstrates the confidence Marelli has in the region’s talent, and the optimism we share for future growth in Ohio.”

According to officials, it was also a unique partnership among several northwest Ohio businesses which helped make this project a reality. Over the years, Ohio Logistics has forged a business relationship with Mosser Construction and Poggemeyer Design Group that has resulted in tremendous growth and success.

“Teamwork is a philosophy we live by and consider to be the key to project success,” said Chuck Bills, president and CEO, Ohio Logistics. “And Marelli felt comfortable that we had a great team in place that was prepared to help them get this project done.”

According to Ohio Logistics, it is one of the largest privately held logistics firms in the Midwest, with more than five million square feet of warehouse space. Bills said upon first meeting representatives from Marelli, he immediately developed a trust and bond, which served as a foundation for moving forward.

This was a competitive site search process for Marelli with locations in Indiana, Michigan, and Canada also being considered. Knowing this, Bills said he worked to really understand the needs of the company, and helped them ultimately decide on a build-to-suit facility in Bowling Green. Marelli stated its need for 50,000 square feet, but Bills chose to instead construct a 100,000 square foot facility.

“We wanted to show Marelli that we’re planning for the future,” Bills said. “We want to help them grow every month ... we believe in them. We’re not just a landlord ... we’re a partner in growth.” For now, Ohio Logistics will use the additional space for warehousing, he added.

Bills then introduced the company to Poggemeyer and Mosser, and Marelli was quick to bring them aboard the team. Poggemeyer provided the initial design services and ultimately final construction documents required for permit approval. Mosser was brought on as the general contractor.

The City of Bowling Green offered a local job creation grant as well as municipal electric for four years. Sue Clark, executive director, Bowling Green Economic Development, worked with the company through the utility issues and getting a better understanding of the local market.

Clark said, “Bowling Green is a municipal electric community. We own the distribution system and maintain it. We are a member of AMP and have a portfolio of power from a wide variety of sources. Currently, 40% of our power is from renewable energy. Marelli was attracted to our electric system because of our large renewable load and because we could predict rates two years out. The dependability of our system was also a major factor due to their production processes.”

According to Clark, the City of Bowling Green offered Marelli a tax break on their real estate taxes, however, the company will be leasing the facility from Ohio Logistics. The City also offered a Job Creation Tax Grant, which is a rebate on the City’s income tax.

For Marelli, the new facility will include manufacturing, assembly, and warehousing operations to support two new bulkhead programs. A bulkhead is a structural portion of the vehicle that provides attachment locations for headlamps, the radiator, and the hood latch. The company continues to quote new customer programs that, if won, would bring additional employment to the area.

“Adding to our industrial community is always very exciting but during these concerning times it is even more exciting as the fu-



Chuck Bills, president and CEO, Ohio Logistics

ture is so unclear. The City continues to invest dollars into infrastructure to expand our industrial areas, and Marelli’s addition to the Woodbridge expansion is certainly testimony to that investment. We are anxious to have Marelli join our growing industrial base and look forward to helping them settle in to Bowling Green,” concluded Clark.

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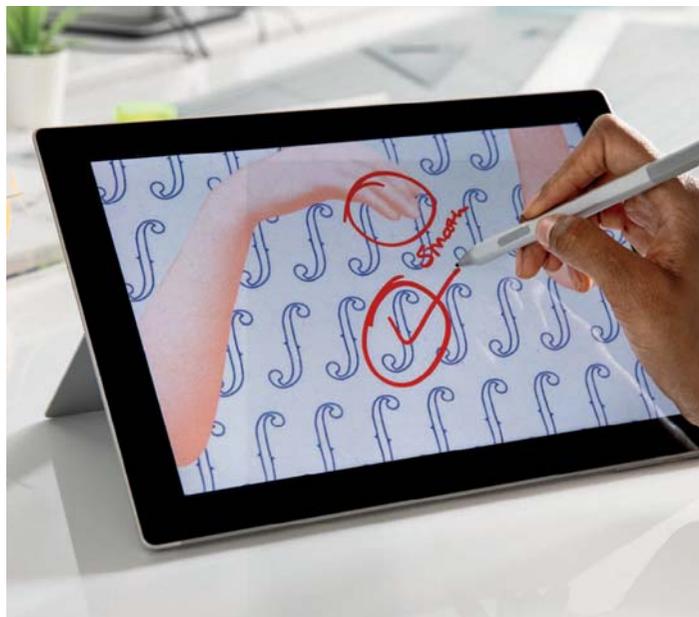
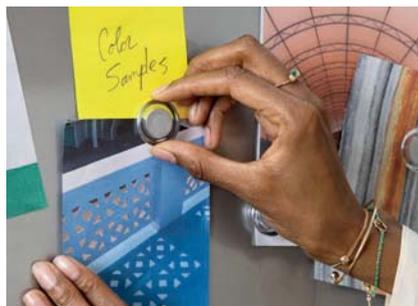
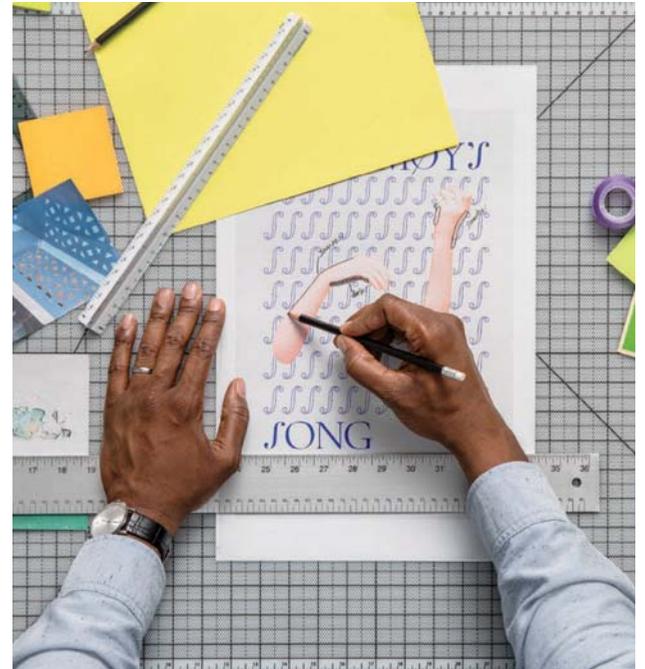
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# Access to Capital

## and SBA/CARES Funding for Small Business

Toledo Business Journal is publishing its annual Access to Capital Guide. It is aimed at showing area professionals and entrepreneurs resources in our region for business funding and alternative financing options.

The Guide will assist early startup endeavors as well as established businesses. Our objective, with time, is to continue to add additional funding resources available to companies in the region, as well as

to share information about financing options that will assist growth.

An invitation is extended to area financial services providers to join our efforts to make area business owners and senior

executives aware of sources of funding available to their companies and also to make them aware of additional financing options that will advance business and regional development.

## Commercial lenders critical to small businesses

Small businesses create jobs and spur economic growth even as some of America's biggest corporations streamline operations, according to the American Bankers Association (ABA). A major problem many businesses face is a lack of information: where to seek capital, how to comply with a particular aspect of the tax code, where to find advice on marketing, how to develop the product or service or how to manage growth.

According to ABA, members provide a range of solutions to meet the current and future needs of small business customers.

The nation's commercial bankers, credit unions, and a number of other financial organizations play an important role in financing the growth of small business. Financial professionals know that the future of their communities and regions depends on their support for small business. It's a partnership that works for financial institutions, the business owner, and the community.

### Borrower loan preparation

In any borrower / lender relationship, it is essential that the borrower provide an understanding of the business through an up-to-date set of financial and production records, according to the ABA. Financial statements should include a balance sheet, an income statement, a statement of owner equity, and historical and projected cash flows. If possible, the borrower should provide three to five years of data. The lender generally requires the following financial data and supporting information; however, when approaching a lender, the borrower should ask specifically which types of financial information to provide.

- A current balance sheet with supporting schedules and inventories (essential)
- A record of earnings for three years
- A projected cash flow; if a major change in the business is anticipated, a transitional and normal operating year projected cash flow may be required, with sensitivity analysis concerning price, cost, and capital acquisition investments
- A good set of records showing production plans, short- and long-range goals, and procedures for implementation and evaluation
- Information concerning personal debt, including credit cards
- Information concerning the amount and stability of outside-of-business income

Lenders don't like surprises. Lenders have certain expectations of a desirable borrower. There are four key things that the ABA suggests that a small business owner can do to help build their relationship with their banker.

• Arrange credit in advance. Don't inform a lender of a major decision "after the fact." This destroys trust and credibility and makes future credit more difficult or even impossible to obtain.

• Allow a lender time to review plans and make suggestions. Many major purchase decisions are made on the basis of emotion. A lender can be a source of sound advice and counsel in reviewing a credit request. An explanation of goals and plans builds confidence and trust. It also strengthens the working relationship.

• Inform a lender of problems and changes. Even the best businesses are faced with adversities that reduce their ability to repay. Inform a lender of changes in plans or unforeseen problems that will interfere with making loan payments. Communication is important

not only in the initial request but throughout the whole credit process.

• Maintain a high level of integrity. If the borrower expects a lender to be honest and above-board at all times, then the lender is entitled to the same attribute from the borrower. Inaccurate information and failure to honor commitments will jeopardize the borrower-lender relationship and could do harm that will last a lifetime.

### Key borrower questions

What should a borrower do to be prepared in approaching a lender? The 12 questions listed in the following from the ABA will assist a borrower's preparation.

- How much money will the borrower need?
- What is the money going to be used for?

• How will the loan affect the businesses' financial position?

- How will the loan be secured?
- How will the loan be repaid?
- When will the money be needed and when will be it repaid?
- Are projections reasonable and supported by documented historical information?
- How will alternative possible outcomes affect the ability to repay?
- How will the loan be repaid if the first repayment plan fails?
- How much can the business afford to lose and still maintain a viable operation?
- What risk management measures have been or are to be implemented?
- What have been the trends in the business's key financial position and performance indicators?



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John M. Skeldon



# Equipment leasing benefits to businesses

Information provided by City National Bank

You've heard the adage: You have to spend money to make money. Equipment leasing turns that around with financing that can save a business money and provide more flexibility while keeping a business on the cutting edge.

"Most people think of leasing big-ticket items like million-dollar construction or medical equipment," said John F. Unchester of First American Equipment Finance, a City National Bank-owned equipment leasing company. "But you can lease just about anything your business needs."

Maybe a company needs more trucks to deliver goods to clients. Perhaps older computer equipment needs to be replaced with faster laptops and more networking equipment. Has

the business moved or expanded? A company can lease new office furniture. It can even finally replace that buggy software with a newer version that would enhance productivity.

## Why equipment leasing can be more beneficial than purchasing

Even if a business has the luxury of extra cash reserves, consider the following equipment leasing benefits before writing a big check:

### Save capital

Let's face it, most companies don't have extra cash reserves. If they do, there are plenty of other ways to use it, like hiring new employees, stocking more inventory, or expanding a facility. Avoid the sinkhole of obsolescence: Should a business pay \$1 million in cash for technology that will change in two years? At the end of a lease, a business can

return the equipment and get something more advanced, or buy the equipment if it chooses.

### Remain flexible

A purchase commits a business to one particular technology or business strategy. This is especially relevant for purchases that involve core business offerings. While a company might be able to live with aging printers or copiers, if the business is a healthcare company that invested in machines for therapy protocols that are no longer in demand, the business could be at stake. Leasing that technology lets a company adapt as its industry evolves.

### Reduce tax liability

If a lease is structured correctly, a business may be able to expense 100% of the payment. On a conventional loan, only interest

is deductible. Consider the financing options, but a lease might bring tax advantages, according to Unchester.

### Shift a capital expense to an operating expense

As the year progresses, many companies find their capital budgets bursting at the seams. And yet needs and opportunities arise with little regard for those seams. As Unchester puts it: A lease gives a business a way to get the equipment needed without blowing up the company's budget.

### Gain predictability

Some investments – like complex technology implementations – involve unpredictable costs. A lease gives a business fixed, predictable monthly payments that are spread out over time. This means fewer surprises and better cash flow overall.

# Study: Angel investors supporting startups

The American Angel, a comprehensive national study, provides a detailed picture of angel investors, who they are, where they live, and how they make investment decisions. Key findings include:

- Angels are still predominantly men, but the number of women angels has been increasing – 22% of angels are women and 30% of new angels are women
- Angels are based everywhere, not just in Silicon Valley, Boston, and New York

- A majority of angels are experienced entrepreneurs

- Median investment size is \$25,000

- A typical angel has a portfolio of 11 companies, with large variation depending on how long the angel has been investing

"Without angels, most high-growth startups wouldn't start," said Marianne Hudson, founder and executive director emeritus of the Angel Capital Association (ACA). "But until now, there was very little data

on angels and how they make investment decisions."

The American Angel report is based on a comprehensive survey of 1,659 accredited angel investors in the US, led by Laura Huang, assistant professor of management and entrepreneurship at the Wharton School of the University of Pennsylvania, and Andy Wu, assistant professor of business administration at Harvard Business School, where he teaches in the Strategy Unit. Their team

of researchers designed and implemented the study in collaboration with the Angel Capital Association and Rev1 Ventures, which raised the John Huston Fund for Angel Professionalism to fund this research.

Hudson explained that angels play a unique, vital role in business creation. "After tapping family and friends, startups look to angels to provide 90% of outside equity. They invest about \$25 billion in more than

(...continued on page 17)

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# State resources to help credit union member businesses

Credit unions across Ohio are working to help small businesses that need immediate assistance due to COVID-19. Once the state of emergency is eased or lifted, businesses will still need low-cost capital. Credit unions are offering two linked deposit programs, Business-Link and Ag-Link, administered by the Ohio Treasurer's office. Both programs give credit unions the ability to hold State funds at below market rate and pass the savings on to the member business through lower rates or new loan terms.

## Business-Link

This program, being set up for credit unions, is modeled after the GrowNow program administered by the Ohio Treasurer's office. It is expected to begin operation in July.

GrowNOW is a program that enables small business owners to receive up to a 3% interest rate reduction on new or existing small business loans for two years, with the opportunity for renewals. Small business owners must commit to the creation or retention of at least one full-time job or two part-time jobs in the State of Ohio for every \$50,000 borrowed, up to \$400,000. GrowNOW broadly serves as a catalyst for Ohio's economic development by supporting the small businesses that drive it, according to officials.

## How is the GrowNOW rate reduction determined?

The GrowNOW interest rate reduction of up to 3% is calculated by the Ohio Treasury using current market investment indicators and the negotiated business loan rate.

What is the goal for GrowNOW?

GrowNOW is designed to make borrowing more affordable for Ohio's small businesses,



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enabling them to remain financially stable, retain or hire additional employees, and become more productive.

## What are the benefits of GrowNOW?

The benefits of GrowNOW are three-fold, according to officials:

- The Treasury strategically invests a portion of its portfolio in local economies
- Credit Unions and banks form critical partnerships with local businesses
- Small businesses grow jobs in Ohio's communities.

## Does my business qualify?

Eligible business owners must meet the following criteria:

1. Have less than 150 employees
2. Have headquarters in Ohio

3. Maintain offices and operating facilities exclusively in Ohio

4. Must have a majority of employees be Ohio residents

5. Must be organized for profit

6. Must be able to save or create one full-time or two part-time jobs in Ohio for every \$50,000 borrowed

GrowNOW gives approval preference to veterans through the Veteran's Preference Program.

## Ag-Link

### How does Ag-LINK work?

Through Ag-LINK, Ohio farm operators

and other agriculture businesses can apply for an interest rate reduction on a new or existing loan or line of credit up to \$150,000. Applications are accepted each year between January and March. The actual application must be completed online through a participating financial institution.

Lenders must complete and submit applications on behalf of their borrowers. When an eligible participant's application is accepted, the Ohio Treasurer's office places an investment with the financial institution for one year. In turn, the lender lowers the interest rate on the farmer's loan according to the rate reduction established annually by the Treasurer's office.

## What is the process?

1. Business seeks approval for a loan or line of credit from a participating financial institution or farm credit lender

2. After the lender and borrower agree on the loan terms, the lender submits an online application to the Ohio Treasurer's office

3. Economic development officers at the Ohio Treasurer's office evaluate the applications and approve funds based on economic need

4. The Ohio Treasurer's office negotiates the Ag-LINK interest rate reduction with the participating financial institutions

5. Lenders accept funding terms for each application and lower the loan interest rate for one year

6. Borrowers can receive interest rate reductions as early as mid-April of each year

# Angel investors

...Continued from page 16

70,000 companies every year. Angels invest their own money and support startups very early in their development."

"Angels are a particularly important group of investors that provide critical early-stage funding, and yet they are understudied compared with venture capitalists and other later-stage investors. We knew little about how angels in the US made their investments and who they are, and our study sheds light on these important questions," said Huang.

Highlights of The American Angel include:

• **Angels are everywhere:** Most angel investors (63%) don't live in Silicon Valley, New York, or Boston, the traditional homes of venture capital. The American Angel reports that angels in those three communities write smaller checks than angels elsewhere (average of \$32,000 vs. \$37,000).

• **Entrepreneurs become angels and are especially active:** More than half of angels (54.8%) have experience as entrepreneurs and often advise the startups they invest in, informally or as board members. Angel investors with entrepreneurial experience write bigger checks, an average of \$39,000 vs. an average of \$28,000 for angels without entrepreneurial experience. They also have more companies in their angel portfolios and see better returns.

• **More women are becoming angels:**

Women comprise 22% of angel investors in the study. The American Angel results indicate that number is growing. Among respondents who began investing since 2015, 30% are women. In comparison, other studies have shown 5 to 8% of venture capitalists are women.

• **Women invest differently than men:** 51% of women respondents consider gender of business founders to be important when making investment decisions (compared to 6% of men). "This indicates that women are seeking to support women entrepreneurs," said Huang.

• **Another gender difference:** Twice as many women as men reported they strongly consider social impact of a startup when making investment decisions (33% for women vs. 16% for men.) Both men and women angels agree that the quality of the founding team is the most important consideration when investing.

• **Eyes-open risk takers:** Angels said an average of 11% of their portfolio yielded a positive return. "That number is consistent with other studies that have shown 5 to 10% of angel investments yield a positive return for angels," said Huang. "A deeper dive shows that where startups have been sold or gone public, 39% yielded positive returns for the angel investor."



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# US venture capital reaches \$136.5B in 2019

By the end of 2019, the venture industry deployed \$136.5 billion in US-based companies, surpassing the \$130 billion mark for the second consecutive year, according to the *PitchBook-NVCA Venture Monitor*, a quarterly report on venture capital (VC) activity in the entrepreneurial ecosystem jointly produced by PitchBook and the National Venture Capital Association (NVCA), with support from Silicon Valley Bank and Carta.

Vast amounts of capital resources available continued to drive growth in deal sizes and valuations across all stages. Although venture-backed exit activity cooled off in Q4, 2019 recorded the annual record for US VC exit value at \$256.4 billion across 882 liquidity events. This unprecedented flow of capital back to general partners (GPs) and limited partners (LPs) should drive impressive return metrics, encourage more fundraising, and increase allocations to VC. Similarly, deal-making activity should see sustained support from the newly raised funds, as well as nontraditional VC investors attracted by the substantial cash flows. Nontraditional investors, such as sovereign wealth funds and family offices, are more involved in the venture industry than ever before, participating in 85% of the 252 mega-deals (deals over \$100 million) recorded in 2019. Female-founded companies saw record activity on both a capital and count basis, and their share of VC deal-making climbed to an all-time high. On the

fundraising side, robust exit activity and increased fund sizes have contributed to drive fundraising to the second-highest annual total in the past decade, with \$46.3 billion raised for US venture funds.

“2019 showed that industry trends from the historic 2018 are the new normal for the venture industry, with mega-rounds and mega-funds becoming increasingly common trends in the startup ecosystem,” said Bobby Franklin, president and CEO of NVCA. “While there are lingering uncertainties surrounding global macroeconomic trends, US public policies, and the 2020 election that could impact the industry, the flood of exit dollars going back to LPs, the robust fundraising environment, and large amounts of dry powder available at many venture firms should allow the industry to sustain this new level of investment activity in 2020.”

“Despite uncertainties about the sustainability of the unprecedented activity seen in 2018, this year kept pace and will undoubtedly leave its mark on the venture ecosystem,” said John Gabbert, founder and CEO of PitchBook. “In 2019, we saw the highest exit value ever tracked, record capital deployed to female-founded startups and the most late-stage deals ever closed, to name a few. The continued proliferation of non-traditional investors participating in VC and the need for LPs to recycle distributed capital back into new VC funds should keep venture momentum strong heading

into 2020.”

## Investment Activity

Venture capital deal activity in 2019 kept pace with record levels seen in 2018 for both count and value. Q4 2019 saw \$34.2 billion invested across 2,215 deals, totaling \$136.5 billion across 10,777 deals in 2019. One factor contributing to the record deal value seen in recent years is the increasing maturity of companies at all stages, underscored by a rise in early-stage mega deals. These transactions – 53 completed in total – represented nearly 25% of all VC mega-deals raised in the year. Another factor underpinning the strong deal value numbers is that investors still appear willing to deploy large sums when attractive opportunities are presented, despite fallout from disappointing IPOs and increased scrutiny of profitability for late-stage companies. Late-stage deal count surpassed 2,500 for the first time ever in 2019, with nearly 2,600 deals totaling more than \$85 billion invested. This year also registered the new high for mega-deals at the late stage with 181 deals completed, up roughly 10% year-over-year. Investments with at least one non-traditional investor (hedge funds, sovereign wealth funds, family offices, and pensions) nearly surpassed \$100 billion for the second consecutive year, helping drive deal value further.

## Exit Activity

Exit activity in Q4 2019 posted quarter-over-quarter declines for the second

consecutive quarter on both a count and value basis, recording 174 exits totaling \$18.8 billion. Despite the decline in activity during the back half of the year, 2019 now stands as the annual record for US VC exit value at \$256.4 billion across 882 liquidity events. The largest exit in Q4 was PayPal’s \$4.0 billion acquisition of Honey Science, a successful exit for backers given the online shopping coupon platform raised only \$37.7 million over five rounds prior. IPO activity has been the primary driver behind this record year of exit value, but this liquidity option had an especially tepid Q4. Lackluster post-IPO performance of many newly listed technology companies over the past six months likely put a damper on potential debutantes. Following the aftermarket price performance struggles from 2019 technology listings, healthcare IPOs dominated the Q4 roster. Nine of the 13 VC-backed IPOs from Q4 were healthcare IPOs, representing 69.2% of the total. Amidst scrutiny over the traditional IPO process, the direct listing option gained momentum in 2019 amongst VC investors and founders alike. Looking to 2020, many unicorns pursuing a transition to the public market will likely consider a direct listing.

## Fundraising Activity

US venture funds raised \$46.3 billion across 259 vehicles in 2019, reaching the second highest annual total in the past decade but posting well below the \$58 billion (...continued on page 21)



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# Small Business Administration (SBA) loans

In early April, the Small Business Administration's (SBA) Payroll Protection Program (PPP) began accepting applications for its first round of funding in the amount of \$349 billion. This was followed by a second round of funding for \$310 billion in late April. By the end of the first week in May, the SBA had approved close to four million PPP loan applications for more than \$500 billion.

While the PPP loans will dominate 2020 small business lending, it is important for companies to understand traditional SBA loan options.

The Small Business Administration (SBA) provides an important funding option to small companies. A summary of two of these loan programs has been provided by the SBA.

## General Small Business Loans: 7(a)

The 7(a) Loan Program, SBA's most common loan program, includes financial help for businesses with special requirements.

### • 7(a) Loan Program Eligibility

SBA provides loans to businesses; so the requirements of eligibility are based on specific aspects of the business and its principals.

### • Use of 7(a) Loan Proceeds

If an individual is awarded a 7(a) loan, the loan proceeds may be used to establish a new business or to assist in the acquisition, operation, or expansion of an existing business.

### • 7(a) Loan Amounts, Fees & Interest Rates

The specific terms of SBA loans are negotiated between a borrower and an SBA-approved lender.

### • 7(a) Loan Application Checklist

The specific terms of SBA loans are negotiated between a borrower and an SBA-approved lender.

### • 7(a) Loan Processing Time

There are two 7(a) loan process options with different timeframes. In addition to standard procedures, SBA Express processing offers an expedited turnaround.

### • Special Types of 7(a) Loans

SBA offers several special purpose 7(a) loans to aid businesses that have been impacted by NAFTA, provide financial assistance to Employee Stock Ownership Plans (ESOP), and help implement pollution controls.

## Certified Development Companies - 504 Loan Program

### What is the 504 Loan Program?

The SBA 504 Loan program is an economic development loan program that offers small businesses another avenue for business financing, while promoting business growth and job creation.

The 504 Loan Program provides approved small businesses with long-term, fixed-rate financing used to acquire fixed assets for expansion or modernization. 504 loans are made available through Certified Development Companies (CDCs), SBA's community-based partners for providing 504 Loans.

### About CDCs

A Certified Development Company (CDC) is a non-profit corporation that promotes economic development within its community through 504 Loans. CDCs are certified and regulated by the SBA, and work with SBA and participating lenders (typically banks) to provide financing to small businesses, which in turn, accomplishes the goal of community economic development.

There are over 260 CDCs nationwide each

having a defined Area of Operations covering a specific geographic area. The area of operation for most CDCs is the state in which they are incorporated.

### 504 Loan Structure

504 Loans are typically structured with SBA providing 40% of the total project costs, a participating lender covering up to 50% of the total project costs, and the borrower contributing 10% of the project costs. Under certain circumstances, a borrower may be required to contribute up to 20% of the total project costs.

### How 504 Loan Funds May Be Used

The use of proceeds from 504 Loans must be used for fixed assets (and certain soft costs), including:

- The purchase of existing buildings;
- The purchase of land and land improvements, including grading, street improvements, utilities, parking lots, and landscaping;
- The construction of new facilities or modernizing, renovating, or converting existing facilities;
- The purchase of long-term machinery\* ; or
- The refinancing of debt in connection with an expansion of the business through new or renovated facilities or equipment\*.

\*Note: The 504 Program cannot be used for working capital or inventory, consolidating or repaying debt, or refinancing (except for projects with an expansion component or that meet the temporary refinancing provisions of the Small Business Jobs Act of 2010).

### 504 Loan Benefits for the Small Business

The 504 Loan program offers small businesses both immediate and long-term benefits, so business

owners can focus on growing their business. Some of the top-level benefits include:

- 90% financing;
- Longer loan amortizations, no balloon payments;
- Fixed-rate interest rates; and
- Savings that result in improved cash flow for small businesses.

### 504 Loan Eligibility

To be eligible for a 504 Loan, a business must be operated for profit and fall within the size standards set by the SBA. Under the 504 Program, a business qualifies if it has a tangible net worth not more than \$15 million, and an average net income of \$5 million or less after federal income taxes for the preceding two years prior to application.

Loans cannot be made to businesses engaged in non-profit, passive, or speculative activities. For additional information on eligibility criteria and loan application requirements, small business and lenders are encouraged to contact a Certified Development Company in their area.

### 504 Loan Specifics

- Maximum Loan Amount (Debenture)

While there is no maximum project size, the maximum SBA loan amount (debenture) is \$5 million. Small manufacturers or specific types of energy projects (as described in the energy project section) may qualify for a \$5.5 million debenture. Generally, a business must create or retain one job for every \$65,000 guaranteed by the SBA. Small manufacturers must create or retain a ratio of one job for every \$100,000. As an alternative to job creation or retention, a business may qualify if it meets a community development or public policy goal.

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# Owens-Brockway Glass launches \$500M bond offering

Owens-Brockway Glass Container Inc. (OB Glass), an indirect wholly owned subsidiary of O-I Glass, Inc., intends to offer, subject to market and other conditions, \$500 million aggregate principal amount of senior notes due 2027 in a private offering to eligible purchasers under Rule 144A and Regulation S of the US Securities Act of 1933, as amended. OB Glass's obligations under the senior notes will be guaranteed on a joint and several basis by Owens-Illinois Group, Inc. and certain US

domestic subsidiaries of OI Group that are guarantors under OI Group's credit agreement.

OB Glass intends to use the net proceeds received from this offering to (i) redeem the remaining €118 million aggregate principal amount (approximately \$130 million based on the March 31, 2020 exchange rate of €1.00 = \$1.101) of the outstanding 4.875% Senior Notes due 2021 issued by OI European Group B.V., and (ii) repay \$105 million of outstanding borrowings

under a bilateral term loan due 2021, with the remaining net proceeds to be used to redeem a portion of OB Glass's outstanding 5.000% Senior Notes due 2022.

The senior notes and the guarantees have not been registered under the Securities Act, or applicable State securities laws, and will be offered only to qualified institutional buyers in reliance on Rule 144A under the Securities Act and to certain non-US persons in transactions outside the United States in reliance on Regulation S

under the Securities Act. Unless so registered, the senior notes and the guarantees may not be offered or sold in the United States except pursuant to an exemption from the registration requirements of the Securities Act and applicable State securities laws. Prospective purchasers that are qualified institutional buyers are hereby notified that the seller of the senior notes may be relying on the exemption from the provisions of Section 5 of the Securities Act provided by Rule 144A.

## MBDS

...Continued from page 3

location of our third campus and completing our Trinity Project," said Robertson. "The workforce and local support helped us make the decision to open in Seneca County."

Tiffin Mayor Aaron Montz commented, "I'm proud that Brian Robertson has chosen Tiffin as the new campus for



MBDS, LLC expects to hire 29 employees and invest \$100,000 in the facility

MBDS and that our manufacturing community continues to grow in Tiffin. This is a further result of all the great things in our community."

"As Tier-One's look to meet increased industry cost reduction demands, MBDS's experience continues to be an avenue to help current and future customers compete at a time when there are only two types of companies: winners and losers. We are hopeful that our efforts will help create win/win solutions step-by-step through kaizen," concluded Robertson.

## US venture

...Continued from page 18

raised in 2018. Despite fund count also seeing a decline from 2018 levels, VC funds have grown larger with the annual median

fund size reaching \$78.5 million in 2019. Strong distributions and lackluster contributions in the first quarter of 2019 resulted in elevated net cash flows, effectively pooling cash with LPs that are likely to recommit. This pattern could then push 2020 VC fundraising totals near 2018's historic figures. As the funding environment

continues to shift, micro-funds (funds under \$50 million) have become less desirable given the struggle to compete or maintain equity stakes, falling to their lowest annual levels in terms of value and volume since 2011. Larger funds allow GPs to write bigger checks and ultimately remain competitive when it comes to deal-making. There

was a notable increase in the volume of funds sized between \$50 million and \$250 million, commanding 43% of overall fund count in 2019. Twenty mega-funds closed in 2019 with the largest fund of the year being TCV's 10th Fund, a \$3.2 billion vehicle that aims to invest in IT infrastructure and consumer internet companies.

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# Area IT Services Providers

Listed by Year Locally Established

	# Local Employees	Est.	Top Local Officer	Services Offered*	Operating Systems
Virtual Technologies Group Maumee & Lima	60	1962	Tom Allen	App Dev; DR; Cloud Svcs; INTG; Virtualization/VDI; Security; Design/Build Network Solutions; Software Design/Dev; Web Maint; Remote/Onsite; VoIP; Merchant Svcs/CC Processing; Surveillance Monitoring	Win; Chrome OS; Unix; VMware; Linux
Buckeye Broadband Toledo	500+	1965	Geoff Shook	INTG; Security; DR; Cloud Svcs; Design/Build Network; Remote/Onsite Svcs; VOIP; Telephony; Merchant Svcs/CC Processing; Computer Repair/Upgrade; Virus/Malware Removal; Managed Networking; Wifi	Mac; Win
Aktion Associates, Inc. Maumee	85	1979	Scott Irwin	App Dev; Integration, Virtualization; DR; Cloud Svcs; Design/Build Network Solutions; Software Design/Dev; Security; Remote/Onsite Svcs; Merchant Svcs/CC Processing; eCommerce Solutions	Win; Unix; Linux
Comprehensive Data Services Toledo	5	1986	Mike Weaner	DR; Cloud Svcs; Virtualization/VDI; Security; Design/Build Network Solutions; Remote/Onsite; VoIP; Social Media Mktg Assistance	Win; Mac; VMware
Computer Programming Unlimited, Inc. Maumee	35	1986	Jeanne DeWitt	App Dev; DR; Cloud Svcs; INTG; Virtualization/VDI; Security; Design/Build Network Solutions; Software Design/Dev; Web Maint; Remote/Onsite; VoIP; eCommerce Solutions	Mac; Win; VMware; Citrix
Applied Imagination, Inc. Bowling Green	4	1989	Ken Robie	App Dev; INTG; Virtualization; Security; DR; Design/Build Network; Design/Build Software; Design/Build Web; Web Maint; Remote/Onsite Svcs; VOIP	Mac; Win; Unix; Linux
Meyer Hill Lynch, a New Era Tech. Co. Maumee	40	1989	Jeff Klar	Strategic Consulting; Outsourcing & IT Staffing; Preventative Maint; Cloud Migration Svcs; Virtualization; Wired & Wireless Networks; VOIP Phone Sys; Network, Server & PC Support; Office 365; Data Analysis, Visualization & Reporting (PowerBI)	Win; Linux; VMware; Citrix
PERRY proTECH Perrysburg	75	1990	Perry Carfagna	INTG; Virtualization; VDI; Security; DR; Cloud Svcs; Design/Build Web; Remote/Onsite Svcs; VOIP Telephony	Win
DCT Telecom Group, Inc. Cleveland & Toledo	52	1993	Todd Walsh	DR; Cloud Svcs; Design/Build Network; VOIP Telephony	Mac; Win; Linux; Unix;
DMC Technology Group, Inc. Toledo	28	1993	Pat Sheehan	App Dev/INTG; Virtualization; Security; DR; Cloud Svcs; Design/Build Network Solutions; Software Design/Dev; Remote/Onsite Svcs	Win; IBM Power; VMware
Toast.net Internet Toledo	18	1996	Kevin David	Integration; Virtualization; Security; Cloud Services; Design/Build Websites	Mac; Win; Linux; Unix
Amplex Internet Lucky	40	1997	Mark Radabaugh	Fixed-Position Wireless; Fiber Optics; Streaming TV; Enhanced Wi-F; VoIP; Web Hosting; Managed IT	Win; Mac; Linux
Modern Data, Inc. Toledo	20	1998	Jeff Boersma	Virtualization/VDI; Security; DR; Cloud Svcs; Design/Build Network Solutions; Software Design/Dev; Design/Build Web/Mobile Apps; Web Maint; VoIP; eCommerce; Social Media Mktg Assistance	Mac; Win; Unix; Linux

...continued on page 23

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# Area IT Services Providers

...continued from page 22

	# Local Employees	Est.	Top Local Officer	Services Offered*	Operating Systems
BizTech Maumee	20	1999	Michael Brown	INTG; Virtualization; Subscription Svcs; Modern Infrastructure; Security; DR; Cloud Svcs; Network Solutions; Remote/Onsite; VoIP	Mac; Win; VMware; RDS
CentraComm Findlay	35	2001	Lynn Child	Security; Design/Build Network; Remote/Onsite Svcs; Cloud Svcs	Mac; Win; Linux; Unix
Mann Technologies, Inc. Williston	7	2001	Joel Mann	Cloud Svcs; Design/Build Network; Design/Build Web; Web Maint; Remote/Onsite Svcs	Win; Mac; ChromeOS
Sonit Systems Archbold	17	2001	Josh Von Lehmden	App Dev; INTG; Virtualization; VDI; Security; DR; Cloud Svcs; Design/Build Web; Mobile Apps; Web Maint; Remote/Onsite Svcs; VOIP Telephony	Mac; Win; Unix; Linux
Virtual PC's Secor Toledo	3	2001	Derek Overly	INTG; Virtualization; VDI; Security; DR; Cloud Svcs; Design/Build Network; Remote/Onsite Svcs; Social Media Mktg	Win; Mac; Linux
MetalINK Technologies, Inc. Defiance	52	2006	Phil Maag	Web Maint; Remote/Onsite; VoIP; Wireless Internet; Hosted Phone Sys; Premium Support; VOIP; Internet Provider	Mac; Win; Linux
Frogtown Computers Sylvania	1	2009	Erik Russell	Mac & PC Repair	Mac; Win
Argyle IT SOLUTIONS Perrysburg	13	2011	Justin Lenkey	INTG; Virtualization; VDI; Security; DR; Cloud Svcs; Design/Build Network Solutions; Design/Dev Software; Mobile Apps; Web Maint; Remote/Onsite Svcs; VoIP; Merch Svcs/CC Processing; eCommerce; Copiers/Printers	Mac; Win; Unix; Linux/VMware; Citrix; iOS
Clark Schaefer Hackett Toledo	9	2012	Lee Wunschel	App Dev; Integration; Virtualization; Security; Disaster Recovery; Cloud Services; Design/Develop Software; Design/Build Websites; Mobile Apps; Web Maintenance; Remote/On Site Services; eCommerce Solutions; Social Media Marketing;	Mac; Win; Azur; AWS; Android, iOS
Advanced Billing & Computing Solutions Sylvania	3	2014	Josh Weinstein	INTG; Virtualization; Security; Design/Build Network; Web Maint.; Remote/Onsite Svcs; VOIP Telephony; eCommerce Solutions; DR	Mac; Win; Linux

Published 06-20; List includes only those IT Services Providers that responded by deadline;

\* VDI = Virtual Desktop Interface; VoIP = Voice over Internet Protocol Telephony; CC = Credit Card; VAR = Value-Added Retailer; ERP = Enterprise Resource Planning; POS = Point of Sale; App Dev- Application Dev INTG; Integration = INTG; Disaster Recovery= DR



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# Conagra

...Continued from page 1

Pinnacle Foods last year. He also credited the plant's current workforce as one of the key reasons for Conagra's decision to expand in Archbold.

"Without question, our employees are a driving force in the success of this plant," Corkins said. "Their continuous improvement and commitment to the growth of this company are major assets that we don't take for granted."

With headquarters in Chicago, Conagra employs more than 18,000 people at 50 locations across the country, and in Canada and Mexico. Guided by an entrepreneurial spirit, Conagra Brands combines a rich heritage of making great food with a sharpened focus on innovation, noted the

company.

The company's portfolio is evolving to satisfy people's changing food preferences, noted the company. Conagra's iconic brands, such as Birds Eye®, Marie Callender's®, Banquet®, Healthy Choice®, Slim Jim®, Reddi-wip®, and Vlasic®, as well as emerging brands, including Angie's® BOOMCHICKAPOP®, Duke's®, Earth Balance®, Gardein®, and Frontera®, offer choices for every occasion, noted the company.

The Conagra Brands facility in Archbold makes La Choy and Libby's products, Healthy Choice soup, and Wolf Brand Chili. Most of Conagra's consumer base is in North America, through stores geographically dispersed, noted the company.

With a rich tradition in packaged food, northwest Ohio is one of the leading manufacturing regions of food, equipment, and agricultural products in the United States,

according to the Regional Growth Partnership (RGP). In just the last three years, companies tied to the food processing industry have invested more than \$500 million into their operations, while creating nearly 1,000 new jobs.

"We and our partners at RGP welcome Conagra's decision to choose Archbold for its new production line, which will bring 100 additional jobs to the facility," said Dana Saucier, JobsOhio vice president and head of economic development. "Conagra processes some of the world's most recognizable food brands, and we appreciate the company's ongoing partnership as it expands with talent from Ohio."

Along with JobsOhio, RGP and the Fulton County Economic Development Corporation (FCEDC) worked collaboratively in moving this project forward. Conagra is expected to begin production on the new line in the spring of 2021.

The Ohio Tax Credit Authority (OTCA) approved a 1.121%, six-year tax credit to Conagra for the creation of \$5,421,600 in new annual payroll.

According to OTCA, the company was comparing operating costs between moving production to its Archbold facility or reinvesting in its Missouri facility where current production is located. State support helped ensure the project moved forward in Ohio, noted OTCA.

The proposed project, according to OTCA, involves increasing food production capacity, and the company's fixed-asset investment is towards expanding and renovating the existing building, on-site infrastructure improvements, and new machinery / equipment.

In addition, Conagra will claim the tax credit on Ohio employee payroll generated at the expanded plant in excess of the company's baseline payroll at the location.

# UToledo

...Continued from page 6

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 students, faculty, technology, and tech experts, as well as companion startups 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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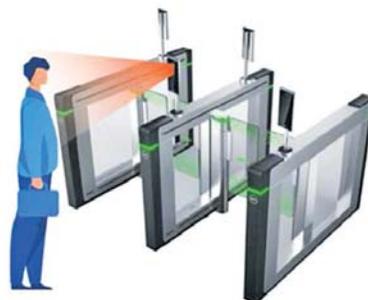
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# Allied Plastics

...Continued from page 1

them with treatment. We've made around 150 boxes so far for UPMC and ProMedica, and are now working diligently to fulfill orders for Mercy Health facilities and other hospitals around the country," said Hood. "We're extremely proud and grateful to be able to serve our local and outlying communities in the battle against the COVID-19 virus."

In recent weeks, Hood noted that the demand and need for separation shields found at carryout stores, office spaces, salons, dentists, etc., has grown tremendously, and Allied Plastics has turned its focus to that.

"We've really changed up our operations now to make all these shields for desks, restaurants and any other place that needs them. It's really changing now. At first, it was all medical, but now it seems like it's going a lot more and more commercial," said Hood.

Although the demand is increasing, Hood noted that the accessibility to plastic from the company's distributor is running low.

"Some of the plastic now is out until August or September at some point. Matter of fact, a lot of the manufacturers can't even keep up with the demand right now. For instance, with our distributor in town, as soon as we get something in – it's gone. I would never think there would be such a run on plastic, but right now, even things that are normally a stock item that you could get easily, they are out. It's just crazy," said Hood.

He went onto explain that Allied Plastics has probably bought five times the amount

of plastic that the company usually does in a month.

"The nice thing about doing this is it's what we've always done. We've always been a plastic fabricator, from acrylics and high-density materials, so this hasn't been a huge transition for us. The problem is just in the supply and demand. We just reprogram the CNC and that cuts things out," said Hood. "Every time my distributor said, 'This just came in, do you want it?' I would say yes. You buy it right away because in a day it's gone. It's almost like you feel like a high-pressure salesman because I'll tell my customer that this is what we have today, but tomorrow is going to be totally different. And that's the truth. People want to buy 500 sheets from me, but there aren't 500 sheets to be had right now," explained Hood.

According to Hood, Allied Plastics of Toledo offers custom plastics machining and fabrication services in both plastics and metals. By using advanced technology and quality standards in its facility, the company can ensure on-time delivery, whether the order is a single prototype or requires high-volume production. Hood noted that the company's staff has extensive experience in supplying quality custom-crafted plastics products for all types of commercial, industrial, and retail applications.

The company's machining and fabrication services include:

- Computer aided design assistance – CAD/CAM
- Precision multicam CNC machining and routing
- Precision, close-tolerance cutting of all materials
- Annealing

- Fly-cutting
- Strip heat bending
- Assembly
- Drape forming
- Solvent and adhesive bonding
- Decal application
- Polishing / buffing
- Welding
- Custom molding / casting of various plastic materials
- Drilling
- Quality inspections on all parts
- Rapid response team for fast turn-around of prototype and sample fabricated parts

Allied Plastics has five employees and operates out of a 5,000 square foot facility in Toledo. He noted that the company has worked 11 weeks straight and hasn't seen any signs of

slowing down due to COVID-19.

"I haven't seen it slow down at all yet. I really haven't. I think we are going to get busier because the more things open up, the more they want the shield," said Hood.

Hood also noted that Allied Plastics' normal customers have also been understanding and patient due to COVID-19, but also want to get back to work. He explained that the company currently has a backlog of orders, but will be working to complete the backlog.

"Our customers have been very understanding, but now being summertime, they are getting a little anxious about getting their things worked on. They've been waiting on that, but it's time to start going back and making things for our regular customers too," concluded Hood.

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# Mannik & Smith Group names new leadership

The Mannik & Smith Group, Inc. (MSG) has named Dean M. Niese, PE, as president and chief executive officer (CEO) of the firm, and Brian P. Geer, PE, as chief operations officer (COO). Niese previously served as COO and chairman of the firm's board of directors. He is replacing president and CEO Richard F. Bertz, PE, PS, who is transitioning into retirement.

Niese joined MSG in 1984 and became a principal in 1992. He was named COO in 2005 and chairman of the board in 2018. Working with staff and shareholders, Niese helped MSG grow from a single office in Toledo with 15 employees to a regional engineering leader with more than 350 employees. He is credited with spearheading the firm's environmental business, which is now



Dean Niese, PE,  
CEO and president, Mannik & Smith Group



Brian Geer, PE,  
COO, Mannik & Smith Group

MSG's largest operating unit.

Geer joined MSG in 1998 and was named

a principal and vice president in 2005 and senior vice president in 2012. Geer also

serves as an officer with the US Naval Reserves, Civil Engineering Corps. A Lieutenant Commander, he received his commission in 2009, deploying to Afghanistan in 2013-2014. Geer's leadership abilities and team-building skills have helped MSG expand into new markets and support the operations of the firm's 14 offices throughout Ohio, Michigan, and West Virginia.

As one of *Engineering News-Record's* Top 500 Design Firms and an industry partner for 65 years, MSG provides civil, structural, geotechnical, and transportation engineering; environmental services; comprehensive planning, permitting, and funding strategy assistance; landscape architecture; surveying services; and construction engineering, inspection, and materials testing.

# Civista Bancshares sets share repurchase program

Civista Bancshares, Inc.'s board of directors has approved a stock repurchase program for Civista. The program authorizes the repurchase by Civista of a maximum aggregate value of \$13,500,000 at such prices that management shall determine to be advantageous to Civista. This authorization to repurchase shares will continue until April 20, 2021.

Dennis G. Shaffer, Civista's president and CEO commented, "We remain committed to our strategy of growing our

franchise. Given the COVID-19 situation, I think it is more important than ever to understand current market conditions and the potential impact on the company. Provided we have a level of comfort, the repurchase program will allow us to be opportunistic and further deliver value to our shareholders."

According to the bank, under the share repurchase program, shares may be repurchased from time to time in the open market or through negotiated transactions at

prevailing market rates, or by other means in accordance with federal securities laws. The board's action authorizes Civista to execute one or more 10b5-1 trading plans. The trading plans would allow Civista to repurchase shares of its common stock at times when it otherwise might be prevented from doing so under insider trading laws by requiring that an agent selected by Civista repurchase shares of common stock on Civista's behalf.

There is no guarantee as to the exact

number or value of shares that will be repurchased by Civista, and Civista may discontinue repurchases at any time that management determines additional repurchases are not warranted, noted officials. The timing and amount of share repurchases under the stock repurchase program will depend on a number of factors, including Civista's stock price performance, ongoing capital planning considerations, general market conditions, and applicable legal requirements.

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