

# DEVELOPMENT NEWS

From the Publishers of **TOLEDO BUSINESS JOURNAL**

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# CAI planning new Defiance HQ

## Construction to begin this spring on 32,000 square foot office

Credit Adjustments, Inc. (CAI), a faith-based call center and receivables management company, is planning a new 32,000 square foot headquarters in Defiance.

"We founded our company in Defiance more than 40 years ago," said CAI chairman of the board, Michael Osborne. "Our community supports us, and we strive to support them. As we continue to drive our

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# Downtown Toledo building receives Historic Tax Credit



## Former auto parts factory to be rehabilitated into class A office space with first floor retail

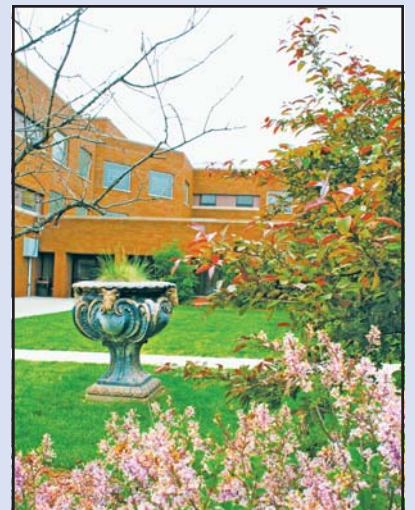
The Ohio Development Services Agency (ODSA) awarded \$250,000 in Ohio Historic Preservation Tax Credits to Matthew Rubin of Crane Development to rehabilitate the Andrus Building, a vacant, historic building at the corner of 10th and Jackson Streets in downtown Toledo.

The distressed, 15,000 square foot, three-story building with a 32-car attached parking lot will be a \$1.5 million project and will be transformed into high-quality Class A

office space with first floor retail, noted officials. The building construction is being managed by Julia Randles of Randles Company. Kate MacPherson, AIA of MacPherson Architects is the designer. Crane Development is currently marketing the space to potential tenants including law firms and business services firms.

Built in the late 1800s, the building was formerly home to Toledo auto parts

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## NOPH undergoing \$10M renovation

Northwest Ohio Psychiatric Hospital (NOPH), a hospital located in Toledo and accredited by The Joint Commission and also certified by the Centers for Medicare and Medicaid Services (CMS), is investing \$10 million to undergo various renovations at its 236,000 square foot facility as part of its normal capital improvement cycle.

Eric R. Wandersleben, director of

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# Camp Invention sets '19 curriculum

## Non-profit program promotes STEM learning



In Camp Invention, children team up with inventor superheroes, explore an island mystery and learn about robots

Camp Invention®, a nationwide non-profit summer program, introduces young innovators to invention and prototyping in a way designed to make them relatable and fun. In the recently announced 2019 program, campers will learn ocean navigation and survival skills on a remote island, conduct mock DNA tests on farm animals, and learn to protect their own ideas and patents. And at the end of the program, each camper will bring home two robots, noted officials.

According to officials, Camp Invention, a program of the National Inventors Hall of Fame (NIHF) in partnership with the United States Patent and Trademark Office, provides a unique experience for children to learn about the importance of intellectual property while exploring, creating, and designing. Using hands-on activities, Camp Invention promotes science, technology, engineering, and mathematics (STEM) learning; builds resourcefulness and problem-solving skills; and encourages entrepreneurship.

Each year, the program features a new curriculum inspired by some of the nation's greatest inventors – the National Inventors Hall of Fame (NIHF) inductees. For 2019, the Supercharged™ curriculum features video challenges from these inductees encouraging children to be confident in their ideas and explore their ability to innovate. The hands-on modules include:

- **Innovation Force®:** Campers team up with the Innovation Force (NIHF inductees who have been transformed into superheroes) to battle the evil Plagiarizer, a supervillain who is out to steal the world's greatest ideas. As children create a device to retrieve the stolen ideas, they learn

about the importance of intellectual property and the US patent system

- **Deep Sea Mystery™:** The children embark on a research adventure at sea to dig up fossils, but they soon find themselves stranded on an island. Using lessons and advice from NIHF inductees, they invent island-survival tools and underwater equipment

- **Farm Tech™:** Campers are put in charge of managing their own farm as they learn the basics of running a business. With the assistance of the Bot-ANN-E robot, they learn fundamental coding techniques to maximize their time and profits. Children also are introduced to DNA syntheses, where they perform their own mock experiment to check the health of their newly purchased cattle

- **DIY Orbot™:** The children will explore frequency, circuit boards, motors, and gears as they use real tools to reverse engineer a remote-control robot. Throughout the week, campers will adapt their DIY Orbot to perform increasingly challenging tasks

"My daughter had an amazing time at Camp Invention," said Laura Cabrera, the parent of a 2018 camper. "She enjoyed the stimulation that camp provided, and she couldn't stop talking about building robots and how things work. She learned so much, but I don't think she realized it because she was so busy creating and having fun."

Local programs are facilitated and taught by certified educators who reside and teach in the community. Annually, Camp Invention programs benefit more than 160,000 children and partner with 2,800 schools and districts across the nation.

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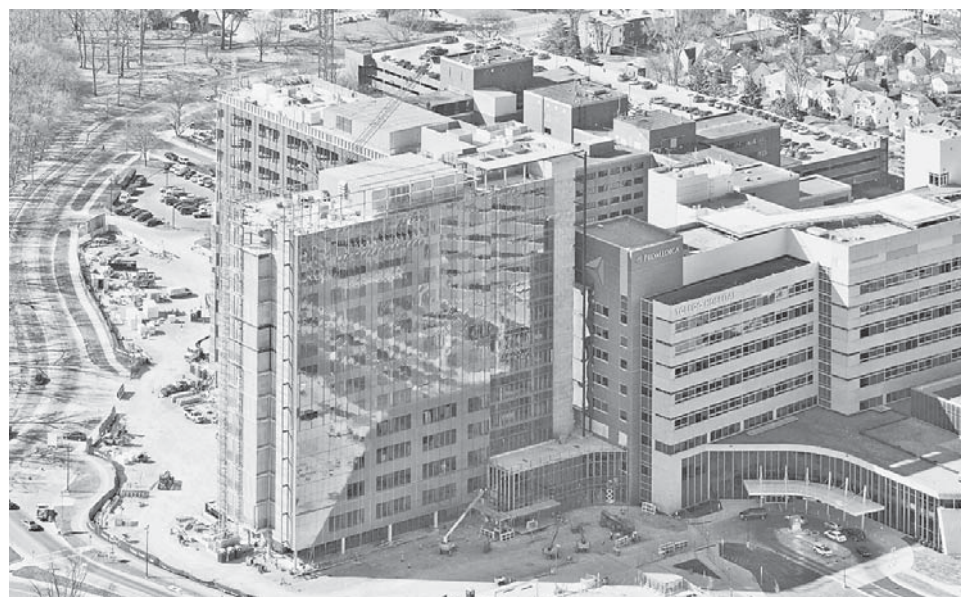
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# CAI

...Continued from page 1

business forward on a national level, we wanted to firmly plant our corporate headquarters in Defiance – our home.”

Hunter Giles, manager, branding and communications for CAI, said, “The driving force for our new corporate headquarters is growth. We’re growing on a national level and as we grow, we want to help our community and team members grow with us.”

In spring 2019, construction will begin on CAI’s new headquarters and call center on Geneva Boulevard near the Latchaw Road intersection. According to CAI, the modern, two-story workplace will include an atrium and training and collaboration spaces. The building will be unique among call centers, with large windows that offer views of nearby wooded areas and make the most of natural light. Giles noted that while it’s still early in the building design, CAI is planning on designing the building with energy efficient glass and HVAC system, and the building will exceed ASHRAE 90.1 standards.

“But we aren’t stopping there,” Osborne continued. “Our new location is perfectly

placed behind Kaitlyn’s Cottage, an organization that we love and support. We hope to create handicap accessible walking and hiking trails in that area for everyone to enjoy. It’s a way for our community to connect

a volunteer-driven non-profit organization that helps individuals realize their dream of reaching their full potential and leading a self-sufficient life.

“Also, as we expand our space, we will be adding approximately 100 new jobs to Defiance,” said Giles.

CAI has over 385 staff with offices in Defiance and Toledo and Manchester, New Hampshire, and sub-contractors across the United States.

“We attribute our growth and success to the passion and visionary leadership team we have at CAI. When God presents us with opportunities, we listen and follow His guidance. This has led our company to valuable partnerships within the communities we operate in and has given us

the ability to create positive lasting change,” said Giles. “We strive to change lives for the better in our communities and with the individuals we serve. That is our driving force that keeps us going, and the larger our company grows, the more we can reinvest in our community and employees.”

Leading the construction team are Beilharz Architects and Rudolph Libbe Inc., of the Rudolph Libbe Group, the construction manager.

“This project would not be possible without our partnerships and community support,” concluded Giles.



even more.”

Giles added, “Everything about this project has purpose – from the location, to the name of our Boulevard, to what our current location will be used for after we move to our new headquarters.”

Since its inception in 1977, CAI has been located at 330 Florence Street in Richland Township. When CAI moves into its new headquarters after the project is complete in 2020, it will be within the City limits, bringing jobs to the community and growth for the City, noted CAI. Its former location will be used by the Defiance Dream Center,

# Andrus

...Continued from page 1

manufacturing companies Landers Brothers, Tillotson Manufacturing, and M.I Wilcox. The building also served as a lodge for the local chapter of the Independent Order of Odd Fellows. The building, according to officials, is significant in terms of both the history of commerce and the history of transportation in Toledo, and at the national level as it relates to the rise of the automobile industry and the Jeep.

The City of Toledo designated the building as a local historic landmark in late July. It is currently in the process of being nominated for the National Register of Historic Places, which will make the project eligible for Federal Historic Tax Credits. Erin Claussen of Toledo Revival serves as the lead historic preservation consultant for the nomination and tax credit application process. Rubin and Claussen were both awarded Emerging Professionals Scholarships by Heritage Ohio in 2017 for their previous redevelopment work in Toledo.

The Andrus Building project is being supported by many local partners including The City of Toledo, LISC-ProMedica partnership, Toledo-Lucas County Port Authority, ConnecToledo, and the UpTown Association.

“By using historic tax credits, we are bringing more economic opportunity to downtown and preserving a piece of Toledo history from an era of craftsmanship that cannot be recreated,” said Rubin.



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# NOPH

...Continued from page 1

media relations and outreach for Ohio Department of Mental Health & Addiction Services (MHAS), said, “We’re updating patient bathrooms, replacing door hardware, and adopting an open nursing station design. Additional projects will replace the windows and the boilers to improve the energy efficiency and the safety of the building. There is a small addition being planned that will allow for improved patient visitation, as well as the installation of new HVAC controls and boilers that will improve the comfort of the patients and staff.”

Wandersleben also noted that all of the projects are driven by the need to continue to improve the patient and staff environment, including safety, security, and improvements to ensure the long-term viability of the facility itself.

The projects are already in motion, noted Wandersleben, with some in design and some in the initial stages of construction.

“We’ll be focused on climate control projects for the next 9-12 months, and the patient unit renovations will span about two years once construction is started,” said Wandersleben.

On the larger scale renovation project, the construction schedule will include phasing to keep the patients and staff safe and comfortable during the renovation. The renovations are limited to one patient unit at a time and then the contractor will move on to the next unit, noted Wandersleben. Hospital capacity



will be maintained through the creation of a temporary unit to ensure it’s able to continue to meet the needs of the patients and the larger community.

There are several different consultants and contractors already onboard with some projects and others still in the selection process. To name a few, NOPH is working with Toledo-based Duket Architects Planners on the visitation center and window updates, Miamisburg-based John Poe Architects Inc. for patient unit renovations, Sylvania-based JDRM Engineering, Inc. on the HVAC controls work, and Cleveland-based Osborn Engineering for the boiler project. Perrysburg-based Titan Mechanical, Inc. has been hired for a limited scope of HVAC work, and the other projects are in the planning and bidding stages, noted Wandersleben.

“The facility itself is roughly 236,000 square feet and the various projects will touch nearly every inch of it in some capacity. The patient unit renovation project will focus on

the one-story patient unit annex, while the HVAC controls work will impact the entire facility. The boiler project will impact just the boiler plant area, but will improve the long-term viability of the entire hospital,” said Wandersleben.

He also noted that all efforts are being made to use the most up-to-date energy efficient building materials.

“For example, we’ll be using a very durable and energy efficient window that will make a noticeable difference and the climate controls themselves will modernize the way

the building is heated and cooled, which has a huge impact and long-term cost savings. The new boilers are expected to be high-efficiency, which will help the hospital budget, which is a savings for taxpayers,” said Wandersleben.

NOPH has 273 full- and part-time employees and Wandersleben noted that the projects represent its ongoing commitment to NOPH and the staff there who do exemplary work.

“NOPH is a mainstay in the community providing behavioral healthcare to those in need. These updates will create a more modern, energy efficient, safe, and comfortable environment for all current and future residents and staff,” said Wandersleben. “Like every hospital, we are invested in providing high-quality care to the patients who rely on us for their care. As a State hospital, we serve as an important backstop, serving those who need intensive psychiatric care. We are proud of our facility and our staff, and we appreciate the cooperative efforts led by the Lucas County Alcohol, Drug Addiction, and Mental Health Services board and their peers across northwest Ohio to ensure that behavioral healthcare needs are met across the region.”

## OH helping small businesses to hire export interns

Ohio businesses looking to expand their export initiatives can get assistance from the State of Ohio’s Export Internship Program. The Ohio Development Services Agency (ODSA) is accepting applications from companies to take part in the program.

According to ODSA, the Ohio Export Internship Program provides an opportunity to businesses interested in growing exports by matching them with highly motivated college students who have taken export-focused coursework. This year, 52 students from 12 universities across the state have been selected to participate in the program.

“The interns are a tremendous benefit for the businesses,” said David Goodman, director of ODSA. “It’s a great win for Ohio because we’re getting an educated workforce, we’re getting businesses that are productive, and we’re creating jobs.”

ODSA offers participating small to medium-sized businesses a 50% reimbursement for the wages of the intern, up to \$3,600.

This program, according to ODSA, has a track record of success with students increasing export sales for businesses. In the seven years of the program, 231 student-company matches were created, resulting in 63 internship extensions, 44 new job positions, and 303 new international markets, distributors, or customers.

Applications are now under review, so companies should apply soon, noted ODSA. The final deadline to apply is February 1 and the summer internship runs from May 13 through August 9. Ohio companies can apply at [eip.development.ohio.gov](http://eip.development.ohio.gov).

The program is a partnership among ODSA, The Ohio State University (OSU), Youngstown State University (YSU), and Cleveland State University (CSU).

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# Ball Corp adding three new wind turbines in Findlay

Ball Corporation and One Energy Enterprises LLC are planning to build three additional wind turbines to provide power to Ball's Findlay beverage packaging plant. The three new turbines will join three similar turbines that have been in operation since December 2015.

Together, the six turbines will use sustainable wind resources to supply approximately 30% of the Findlay plant's power needs at a fixed cost for 17 more years (the initial three turbines) and 20 years (the three new turbines). The Findlay plant, which employs more than 370 people, makes 100% infinitely recyclable metal containers, according to Ball Corp.

"Ball's sustainability progress is powered by projects throughout our company, and our expansion of the use of wind power in Findlay is yet another example," said Glenn Jost, the company's Findlay plant manager. "By expanding our use of wind turbines to deliver power to our plant, Ball is increasing its support of renewable energy while ensuring a fixed-rate cost for a significant amount of our Findlay power needs for decades. This adds to the sustainability advantage of metal packaging compared to other substrates, like plastics and glass."

The three new turbines, which will



*The existing turbines at Ball Corporation's Findlay beverage packaging plant*

begin construction by the end of 2018, will be 1.5 megawatt (MW) Goldwind model GW87/1500 turbines. The project cost is approximately \$9 million and is being financed by One Energy. The six combined turbines will generate more than 24,000,000 kWh annually.

Angela Deboskey, head of storytelling for One Energy, said, "Companies are looking at both their short-term and long-term benefits for projects like ours. Because there are no capital expenditures, Ball will see cost savings on their electricity their first day of operation. When customers then forecast inflation with their expected cost of power over 10 or 20 years and compare that against our fixed pricing, they see remarkable and

additive cost benefits. It's attractive because it is something they can plan on, budget for, and make accurate predictions on. Additionally, there is a carbon reduction factor that a lot of companies find attractive.

"Some of the area's largest employers are signing 20-year deals. That says something about their commitment to keeping people employed at that location. It says something about their commitment to their towns and cities. For each turbine we install, a company is also saying they are invested, right here, right now, in reducing their carbon footprint. Per turbine, the energy production equivalent of more than 3,000 metric tons of carbon dioxide are eliminated each year. These are large turbines that have large

sustainability capabilities," added Deboskey.

Deboskey also noted that One Energy has seen important growth due to increased number of customers seeing that they can have a sustainability project that actually saves them money while helping reach their environmental goals.

To further increase community impact, Ball and One Energy will create three, additional \$5,000 Megawatt Scholarships in Findlay to be awarded each year the turbines are in operation.

These Ball Corporation / One Energy STEM Scholarships will annually hand out a total of \$30,000 between the six scholarships. The Megawatt Scholarships will be awarded to local high school graduates pursuing a two-year or four-year higher education degree in science, technology, engineering or math (STEM) fields of study.

"Support of STEM education is critical to Ball's ability to provide products that help sustain our planet," said Jost. "The critical importance of STEM learning – particularly for disadvantaged students – will be key to ensuring companies have the talent they need to thrive. That includes our efforts to further develop our Findlay workforce pipeline for engineering positions, and for other STEM roles at Ball."

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# Obesity and drugs impacted health of Ohio and the nation

A report, *America's Health Rankings*, was recently released by United Health Foundation that provides an assessment for the state of health across the US. The report recognizes that determinants of health directly impact health outcomes. Thirty-five markers of health are evaluated in each state, covering behaviors, community and environment, policy, clinical care, and outcomes data.

For 2018, the report finds increases in mortality and chronic disease, like obesity, that continue to impact the nation's health. While the country's ability to address treatment of chronic conditions may improve with increasing numbers of key health providers, intervention and policies at the individual, community, state and national levels are needed to curb these trends, according to the report. Also notable for 2018, the nation's child poverty rate, a key indicator of socioeconomic status and health

throughout the lifespan, has declined nationally. This encouraging development signals there may be a reduction in future adverse health outcomes associated with child poverty, however, stark differences by state show unequal progress, according to the report.

## Obesity

The nation's obesity rate rose 5% in the past year, with one in three adults now experiencing obesity. Subpopulation data show that adults aged 25 and older with a college degree have a lower prevalence of obesity than all other education levels. Obesity continues to be a leading cause of cardiovascular disease and cancer.

In Michigan during 2018, obesity is impacting the senior population especially hard. 32.2% of adults 65 years of age and over are considered obese.

## Drug deaths

The nation's premature death rate, the

number of years lost before an individual reaches age 75, increased for the fourth straight year. It was driven by suicide and drug deaths with 7,432 years lost per 100,000 people in 2018. Drug deaths and occupational fatalities have also increased recently, with drug deaths jumping 25% in the past three years.

In the past five years, drug deaths in Ohio have increased 75% from 14.0 to 24.5 deaths per 100,000 population.

## Cardiovascular and cancer

The cardiovascular death rate nationally has been rising for the past three years, with 112,403 more deaths reported in 2018 than in 2015, according to the report. In the past four years, cardiovascular deaths in Ohio increased 5% from 270.7 to 283.6 deaths per 100,000 population.

Despite a decline in the national cancer death rate since 1990, more than 30 states have experienced increases or have

not seen their cancer death rates improve significantly. Only 19 states have seen significant decreases in cancer deaths during this time.

## Ohio / Michigan issues

Ohio has significantly improved its ranking of insured residents and now has a relatively low percentage of uninsured. In the past five years, the percentage of uninsured decreased 55% from 13.7% to 6.1% of the population.

The state also has a relatively high number of primary care physicians.

Ohio does have a high prevalence of smoking. In the past two years, smoking increased 7% from 21.0% to 22.5% of adults.

The state also has high levels of air pollution.

In Michigan, an especially high level of hospital readmissions is occurring with 15.4% of the population. The state also has a low level of flu vaccinations.

# Report: Home lending in region impacted by Great Recession

Nearly 10 years into the economic recovery, home mortgage lending in the Fourth Federal Reserve District (Ohio, western Pennsylvania, eastern Kentucky, and the northern panhandle of West Virginia) remains affected by the Great Recession,

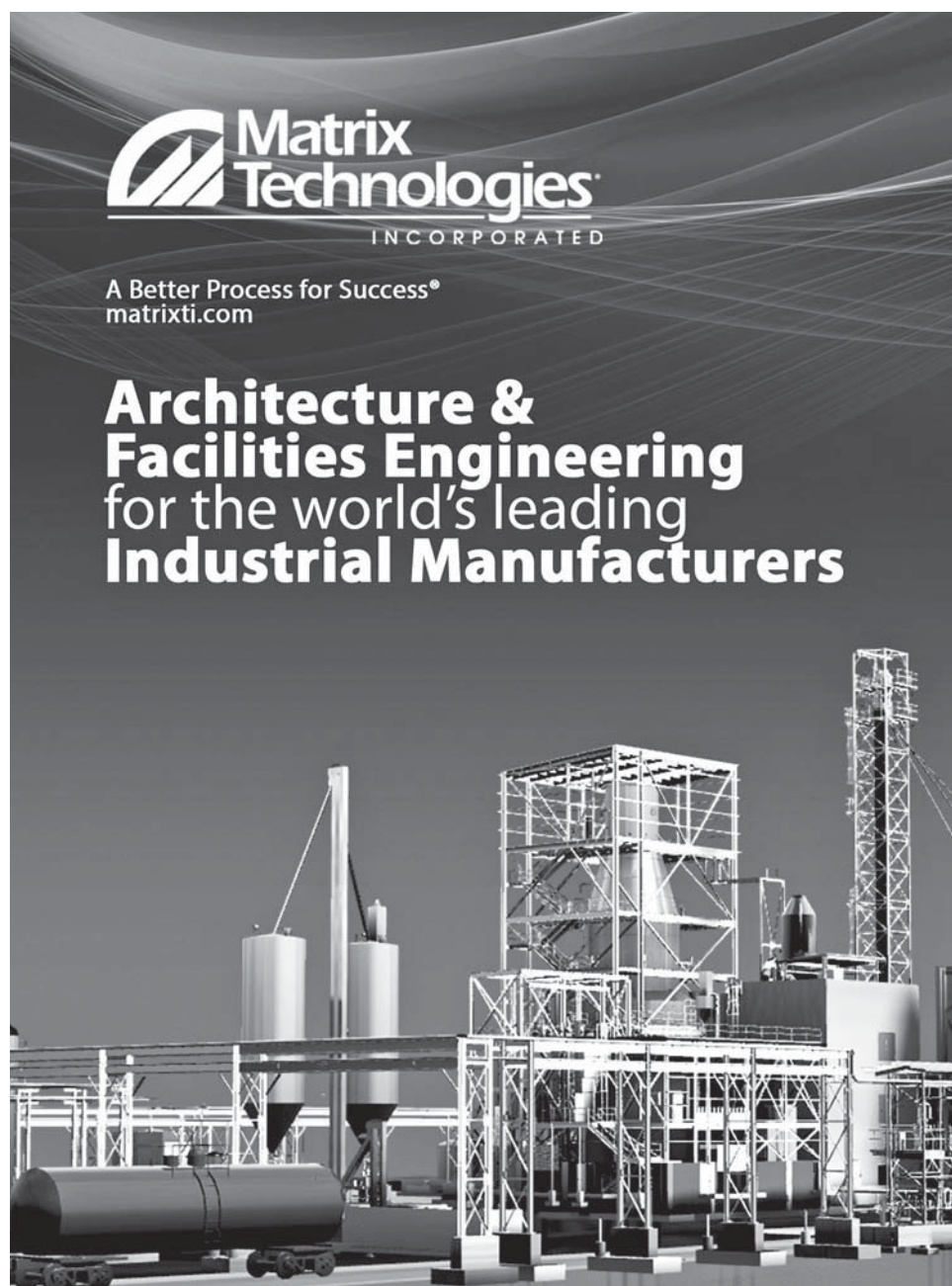
according to a series of analyses of Home Mortgage Disclosure Act (HMDA) data by Federal Reserve Bank of Cleveland researchers Lisa Nelson and Matt Klesta.

Nelson and Klesta examined home lending conditions within and across seven

major counties in the Cleveland Fed's region – Allegheny, Pennsylvania (Pittsburgh); Cuyahoga, Ohio (Cleveland); Fayette, Kentucky (Lexington); Franklin, Ohio (Columbus); Hamilton, Ohio (Cincinnati); Lucas, Ohio (Toledo); and Montgomery,

Ohio (Dayton). Focusing on the economic recovery in low- and moderate-income (LMI) neighborhoods and among white borrowers and black borrowers, the researchers found that:

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# Metroparks to take over Andersons property

Most of the south Toledo property that was originally the Anderson family farm will become part of the Metroparks Toledo system sooner than anticipated, according to the company and the park district.

Metroparks will take ownership of just under 92 acres of land, which represents the culmination of an earlier gift combined with the purchase of additional land. The property will be restored to natural area over the next several years and one day be used for parkland.

"It's an incredible gift to the community," said Dave Zenk, executive director of Metroparks. "This property, along with an adjacent property that was also donated to the park district, will continue to provide ecological benefits, and eventually become a park that families will enjoy for generations."

In 1995, The Andersons, Inc. donated 67.4 acres of land, subject to an easement agreement that allowed both Metroparks and family members limited use of the property. At the same time, The Andersons, Inc. granted Metroparks an option to acquire additional parcels, including a 12 acre pond and 4.34 acres of land fronting Holland-Sylvania Road, noted officials.

The timing of the Metroparks exercise of the option agreement was originally set for 2026 at the earliest, but The Andersons,

Inc. decided to accelerate the gift. The option price paid for the pond and additional acreage on Holland-Sylvania Road was one dollar, according to officials.

"Both the family and the company are excited that the vision for this property becoming a community park asset is coming to fruition," said Mike Anderson, chairman of The Andersons, Inc. "We look forward to the entire community being able to one day create memories on this property as my family has, and as many Anderson employees' families have."

In addition, Metroparks will purchase another 8.023 acres for \$532,000, including a structure known as the Activities Building, a detached garage and additional land along Swan Creek.

According to officials, an adjacent 52 acres donated to Metroparks in the late 1990s by Virginia Belt was recently developed into the Brookwood Area on Swan Creek Drive. That property is open for Metroparks programs and special events, and by reservation for private functions.

Combined, The Andersons and Belt properties total 144 acres along Swan Creek.

There are six parcels of land adjacent to the new South Toledo property that are owned by individual Anderson family members. The ownership of those parcels is unchanged.

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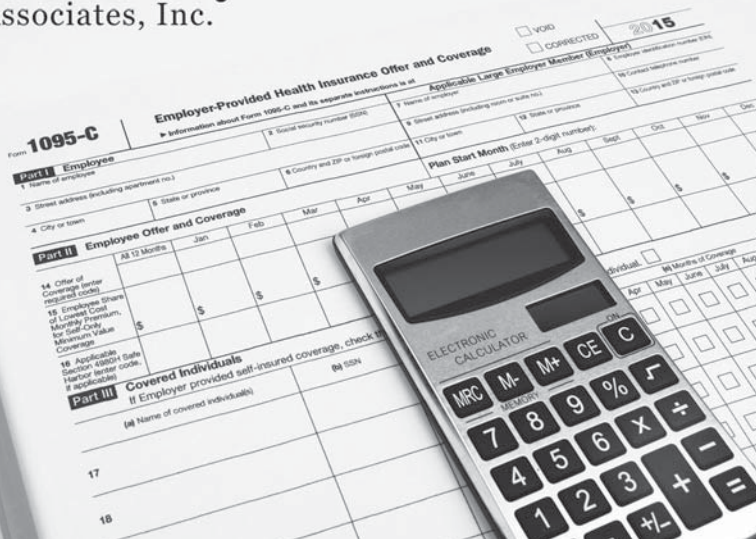
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# Imagination Station adding KeyBank Discovery Theater



## New premium large format theater addition to provide educational entertainment for community

In 2020, residents and visitors to Toledo will have access to a new downtown amenity.

According to officials, Imagination Station is adding a premium large format theater that will offer immersive experiences to engage people of all ages and interests. Premium large format theaters offer significantly larger screens, superior audio quality, and plush, up-close seating.

KeyBank is the sponsor of the new project and will hold naming rights. The theater

will be named KeyBank Discovery Theater, paying homage to the educational opportunities presented in the theater.

"KeyBank is honored to support this exciting addition to our community," said Jim Hoffman, market president at KeyBank. "The KeyBank Discovery Theater will engage people of all ages in an experience unlike any other in our area."

According to officials, the theater will feature 8-10 films per year that span a variety of topics, such as science, adventure,

art, wildlife, nature, sports, geography, and more. In addition, Imagination Station will host special events at KeyBank Discovery Theater, such as:

- Educational events for people of all ages
  - ◊ Guest lectures combined with an immersive film
  - ◊ Live connections with the Space Center
  - ◊ Educational films from sources such as National Geographic and NASA
  - ◊ Live feeds from major national and international events
- Fun with family and friends
  - ◊ Video gaming tournaments
  - ◊ Movie marathons featuring popular movie series
  - ◊ Feature film night for young adults
  - ◊ Seasonal family movie nights
- Business and community uses
  - ◊ Public meetings
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  - ◊ Professional development events

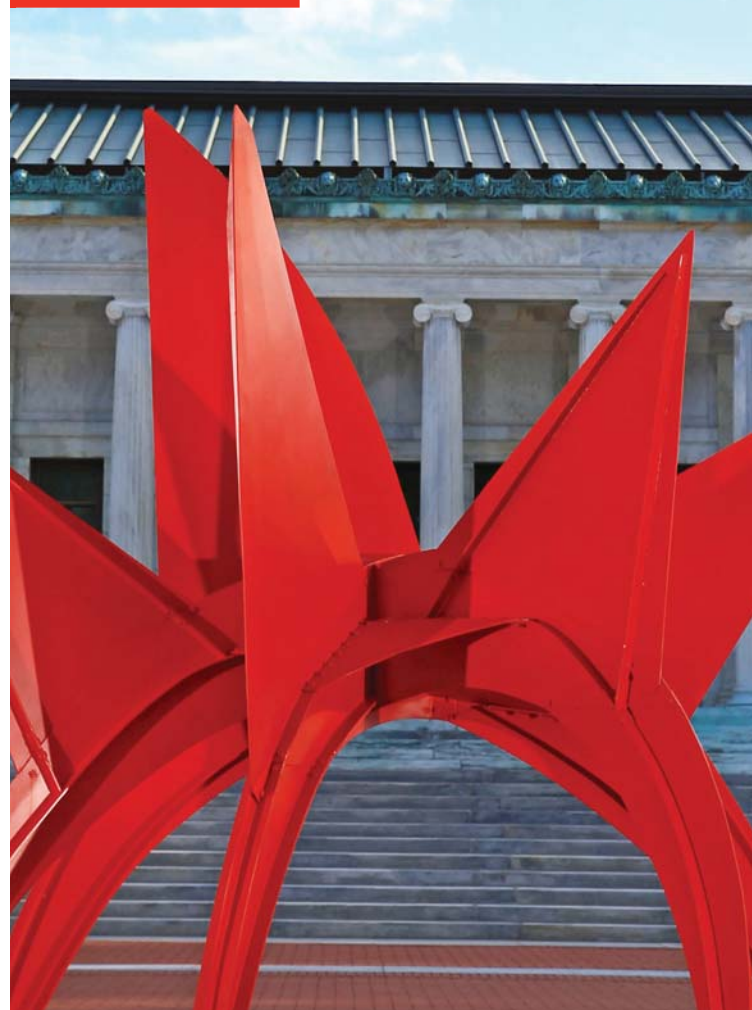
KeyBank, according to officials, is also making a gift to the science center to fund special access for local kids and third-graders in the Toledo Public Schools (TPS) system. This

gift is expected to provide free field trips to the theater for third-grade students and supplemental curriculum guides; science, technology, engineering and math (STEM) and reading-focused professional development for teachers; science festivals at TPS schools; and family nights at Imagination Station for families of third graders.

Moviegoers will have the option to purchase a ticket for only the theater, only Imagination Station, or both. Thanks to KeyBank, Lucas County kids will receive half-price theater admission on Saturdays with a paid adult. KeyBank Discovery Theater will have extended hours into the evenings. And, it will be available for rentals by private parties.

According to officials, the KeyBank Discovery Theater will be a 10,000 square foot addition and will change Imagination Station's Summit Street façade. The facility will

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# Toledo REALTOR® recognized for service Home lending



Stephanie Kuhlman

Stephanie Kuhlman of the NAI Harmon Group has been awarded the National Association of Realtors® (NAR) National Commercial Award and is northwest Ohio's regional recipient. Award recipients are REALTOR® members of NAR and nominated by their state, local board, or commercial group for recognition of their professional achievements at the national level.

"NAR is proud of these members who have made significant contributions and give substantial time to further our industry or assist in community programs. This is our way to acknowledge their efforts and the recognition they've earned," according to Jean Maday, NAR's director for commercial development and services.

Dallas Paul, principal broker of NAI Harmon Group said, "This national recognition is a

testament to Stephanie's dedication to commercial real estate and strengthening the community."

Kuhlman was also recently awarded the 2018 Pinnacle of Performance from the Ohio Association of REALTORS® which is only awarded to the top real estate producers in the state of Ohio. She was also awarded the 2017 REALTOR® Community Service Award for her multiple personal contributions to the Red Cross of Northwest Ohio as well as many other facets of the community.

Kuhlman has been recognized in the current issue of NAR's *Commercial Connections Magazine*.

According to the National Association of Realtors®, it is America's largest trade association, and represents 1.3 million members involved in all aspects of the residential and commercial real estate industries.

...Continued from page 6

- Home mortgage loan application rates in LMI neighborhoods in the seven counties plummeted as the Great Recession took hold, and they remain well below prerecession application rates. However, the rate of loans moving from application to origination in LMI neighborhoods has broadly increased since the recession and now exceeds prerecession rates

- In every county examined, black borrowers experienced larger declines in home purchase rates than did white borrowers from 2005 to 2010. While home purchase rates increased from 2010 to 2016 for both races, the gains were lower among black borrowers when compared to their white counterparts. The researchers note that the race disparity persists regardless of borrower income

According to Nelson, coauthor (with Logan Herman) of a report that summarizes the researchers' findings, "It is important to note the data used in these analyses do not include all of the factors lenders use to determine the creditworthiness of the borrower. Also, each household must evaluate whether it is better off renting or buying." Nelson said she and Klesta are highlighting mortgage patterns in the region's major counties so that policymakers and regulators are aware of home lending disparities and may use the data when examining the effects of the Great Recession.

## KeyBank Discovery Theater

...Continued from page 8

feature space for the science center's "Science 2 Go" retail operations at street level. The theater will seat up to 300 people and feature a 4K, 58 foot-wide, premium large format screen with capability to project nearly any kind of video and audio, including traditional and 3D films, presentations, television, and more.

The theater adds to the redevelopment of downtown Toledo, noted officials, as large-screen theaters attract families, young adults, lifelong learners, school groups,

travelers, and businesses. Imagination Station's theater expansion will be the only one of its kind in the region, attracting visitors and giving residents one more reason to experience Toledo's downtown, its restaurants, and other cultural assets.

"Our vision is a theater that will inspire and influence everyone in our community and powerfully impact economic growth in the Toledo area," said Lori Hauser, CEO at Imagination Station.

No Imagination Station levy dollars will

be used for the development of this project. Construction of the theater is possible due to funding from the State of Ohio and a large number of private donors, most notably KeyBank as the marquee donor.

Local firms are managing the theater's design and construction. The Collaborative is handling architecture and design, while The Lathrop Company will oversee construction. The project is expected to break ground in the second quarter of 2019, and the theater is expected to open in 2020.

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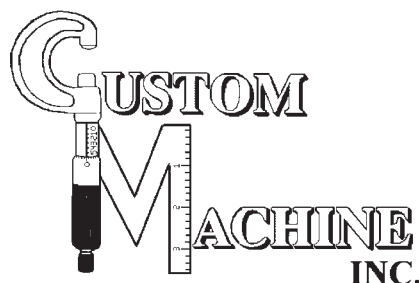


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# NEWS in BRIEF

## Bard Manufacturing Company



Bill Steel

Bill Steel, president and CEO of Bard Manufacturing Company, was recently installed as the 2019 Chairman of the Air Conditioning, Heating and Refrigeration Institute (AHRI) trade association.

AHRI represents over 300 HVACR industry member companies across the globe, with its membership accounting for more than 90% of the residential and commercial HVACR equipment manufactured and sold in North America. It is estimated over 1.3 million people are employed in the manufacturing, distribution, installation, and maintenance of HVACR and water heating products, and the annual economic activity resulting from HVACR and water heating related manufacturing amounts to \$256 billion.

Upon his appointment at the 2018 AHRI annual meeting in Tucson, Arizona, Steel

addressed the membership, identifying the importance of engaging Congressional representatives with the local manufacturing climate and encouraging members to take an active role in the upcoming "reinvention" of the AHRI trade association.

## Rudolph Libbe Inc.



Rob Henson

Rob Henson has joined Rudolph Libbe Inc., of the Rudolph Libbe Group, as a senior preconstruction leader in the Walbridge office.

With more than 33 years experience in construction, Henson previously served as director of preconstruction services with Touchstone Construction in Lima.

He holds a bachelor's degree in science, industrial education / technology, and construction management from Iowa State University (ISU) and a master's degree in construction management from the NewSchool of Architecture & Design in San Diego.

He is a LEED Accredited Professional Building Design + Construction (AP BD+C) and holds an Associated General Contractors (AGC) Certificate of Management-Building Information Modeling (CM-BIM).

## Marco's Pizza

Ron Stilwell has been promoted to chief development officer of Marco's Pizza. According to the company, the announcement comes at an essential time as the brand ramps up development efforts in markets across the nation and approaches the opening of its 1,000th store.

Stilwell will oversee all of the brand's franchise sales, real estate, and construction for all new locations – a role that will be vital for those who look to join the brand. Prior to joining Marco's Pizza, he spent the last 35 years in the restaurant and franchise industry helping brands like Taco Bell, Kahala Corp., Peter Piper Pizza, and Red Robin drive growth and improve profitability, noted officials.

Stilwell is expected to help drive the company's focus on people, product, and process to uphold the brand promise.

Most recently, Stilwell spent the last two years as an area representative and franchisee for Marco's Pizza. He built six locations and learned the ins and outs of the brand while learning more about the people who help make the brand successful. According to the company, after becoming impressed with the leadership team, the area representatives in the system, and the quality of the product, Stilwell was hooked on Marco's and was confident he could help take the popular pizza restaurant to the next level by re-entering corporate America.

## Shultz Huber & Associates



Tyson Stuckey

move away from an executive committee model of governance.

Tyson L. Stuckey, CPA, CVA, MAFM, was recently elected by the board of directors of Shultz Huber & Associates to serve as the firm's managing partner. This appointment comes after the shareholders voted to restructure the firm's governance model and

As managing partner, Stuckey is responsible for the firm's strategic direction and operations. This includes working with the shareholder group to set long-term and short-term goals and implement strategies and initiatives as they relate to these goals. Stuckey will report to the board of directors.

In addition to his responsibilities as managing partner, Stuckey will continue to serve clients of the firm. As a shareholder himself, Stuckey provides accounting, auditing, and taxation services. He also assists business owners with determining a value for their company, succession planning, gifting, estate values, sales, and mergers.

Stuckey's education includes a bachelor's degree in accounting, business information systems, and mathematics from Goshen College. He also holds a master's degree in accounting and financial management from DeVry University's Keller Graduate School of Management.

A CPA in both Ohio and Indiana, Stuckey is also a certified valuation analyst. He stays current in the industry with involvement in several professional organizations, including the American Institute of Certified Public Accountants (AICPA), Ohio Society of Certified Public Accountants (OSCPA), and the National Association of Certified Valuation Analysts (NACVA).

## Lucas County Job and Family Services

Michelle Niedermier, director of Lucas County Job and Family Services, resigned, effective December 14, to take a position with a similar agency in another county in Ohio.

Niedermier joined the agency in July 2005 and served as JFS deputy director of finance and operations prior to being named interim director in September 2016. She was made director

...continued on page 11

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...Continued from page 10

the following January.

Upon Niedermier's departure, JFS deputy director Breda Osburn will serve as interim director while the Lucas County Commissioners conduct a search for a replacement.

#### First Federal Bank



Michele Rice

Michele Rice has been named trust officer of First Federal Bank.

Rice joins First Federal Bank with over 30 years of experience in guiding clients through significant life events and crafting solutions that align with their complex financial

priorities. In her role, she collaborates with high net-worth individuals and their advisors to articulate their goals and needs; develops a comprehensive, understandable wealth plan; and coordinates both internal and external advisors to implement the plan.

As an active member of her community, Rice currently serves as a member of the advisory board for Susan G. Komen Northwest Ohio. In addition, Rice has served as a board member and past board president for Susan G. Komen Northwest Ohio; former board member and past board president for The Aurora Project, Inc.; past community advisory committee member for the United Way of Northwest Ohio;

and past member of the development committee for the Toledo Zoo.

She earned her bachelor's degree from Bowling Green State University (BGSU) and earned the designation of Certified Wealth Strategist® from the Cannon Financial Institute.

#### Weber Clark Ltd



Debbie Szajna

Debbie J. Szajna, CPA has been promoted to partner of Weber Clark Ltd. She has been a member of the firm for 23 years and brings extensive experience to the team by providing quality assurance and performing technical reviews of the firm's client financial statements and other reports.

Szajna will continue to advise the firm on quality and technical matters along with providing support in the areas of operations and technology.

Szajna graduated from Siena Heights College with a bachelor degree in accounting and her associates in commerce from Monroe Community College. She is a certified public accountant (CPA) and began her career at Weber Clark as a staff accountant. Szajna is a member of the American Institute of Certified Public Accountants (AICPA), Michigan Association of Certified Public Accountants (MACPA), and The Ohio Society of Certified Public Accountants (OSCPA).

#### Tiffin-Seneca Economic Partnership

Nick Dutro has been hired for the position of development manager for the Tiffin-Seneca Economic Partnership (TSEP). Dutro brings



Nick Dutro

10 years of experience working with community members, leaders, and companies. The selection was the result of an extensive three-month recruitment process, noted TSEP officials.

Dutro has been employed as an award-winning journalist and editor with The Advertiser-Tribune and The Northern Review since 2005, with additional experience in online and in-person sales.

In his role at The Advertiser-Tribune, Dutro developed strong working relationships with government officials and business leaders. He is a graduate of Ohio Northern University and successfully participated in Leadership Seneca County in 2011.

#### Frame Family Chiropractic and Acupuncture

Toledo Chiropractor Dr. Mickey E. Frame was named "2018 Chiropractor of the Year" by the Ohio State Chiropractic Association (OSCA) for his commitment to chiropractic, advocacy, advancing care integration, and community service.

Frame is a certified chiropractic physician with over 20 years of experience, serving as official chiropractor for the Toledo Walleye hockey team, and the Toledo Villa FC men's and women's semi-professional soccer teams. He has also served as the official chiropractor for the Marathon Classic LPGA event, the Toledo Storm hockey team, and various local and other professional events.

Frame offers a variety of services, including



Dr. Mickey E. Frame (R) accepts the Chiropractor of the Year Award from Ohio State Chiropractic Association president, Dr. Jerrold Simon Bill Steel (L)

sports chiropractic care, acupuncture, nutritional counseling, and rehabilitative exercise programs.

Locally, he has served as a board member for Make-A-Wish Foundation and has provided support to numerous community programs and youth sports. He provides sports physicals for students in area high schools, scoliosis screenings to junior high schools, and provides education about backpack safety, opioid use, proper lifting techniques, and avoiding injuries in the workplace.

Frame received his Doctor of Chiropractic degree in 1988 from Palmer College of Chiropractic, located in Davenport, Iowa, and has since become certified / licensed with advanced training in acupuncture, sports medicine, and manipulation under anesthesia. He is licensed to practice in three states and is a member of the Ohio State Chiropractic Association (OSCA) – serving as president in 2017, and in the current role as past president for 2018 – Northwest Ohio Chiropractic Association (NWOCA), and Palmer Alumni Association.



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Source: U.S. Small Business Administration (SBA) from October 1, 2008 through September 30, 2018.

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# Perrysburg-based Frozen Specialties, Inc. acquired



Bellisio Foods, Inc., part of the CP Foods worldwide family of companies, has entered into a definitive agreement with Swander Pace Capital to acquire Frozen Specialties, Inc. (FSI), a producer of frozen pizza and Pizza Bites® based in Perrysburg, Ohio. The acquisition closed recently and FSI will be folded into Bellisio's Overhill Farms, Inc. subsidiary, a value-added producer of high quality,

frozen food products for foodservice, brand retail, and private label customers.

"This acquisition of FSI brings together our vibrant, growing companies who share an expertise in delivering delicious, exciting brands and private label products to retail customers that delight consumers," said Ken Stickevers, president and CEO at Bellisio Foods, Inc.

FSI is a producer of private label and co-

manufactured frozen value pizza and Pizza Bites and supports nearly every major retailer across the United States, Canada, Puerto Rico, and the Caribbean. Through its production facility in Archbold, FSI is an Organic Certified Manufacturer, and also offers products certified under the Gluten-Free Certification Organization.

"We're excited by the innovation and national plant network we can now bring to our private label, co-manufacturing, and foodservice customers. The complementary product portfolios and product expertise across our company will benefit our North American and Asian customers," stated Terry O'Brien, president of Overhill Farms, Inc.

Bellisio Foods, along with Overhill Farms, is a large and fast-growing national frozen food company with a history of providing quality, innovative food tailored to consumer tastes and lifestyles, according to the company. Bellisio Foods and Overhill Farms are owned by Charoen Pokphand Group

based in Bangkok, Thailand.

It produces more than 400 products spanning a wide variety of frozen food categories, including single and multi-serve entrees, snacks, side dishes, and a range of foodservice foods. Bellisio Foods markets products under its Michelina's, Boston Market, and Authentic Asia brands, as well as under licensed brands EatingWell and Atkins. Overhill Farms has a 33-year history as a leading co-manufacturing, private label, and foodservice supplier with operations in both California and Ohio.



## UNDER CONSTRUCTION

A LOOK AT CONSTRUCTION PROJECTS IN OUR REGION



### Sandusky County Park District

**Thomas Porter Architects** is providing architectural services on a \$2.1 million, 2,850 square foot project for the Sandusky County Park District, which includes new water and sewer service from the Village of Gibsonburg to White Star Park, the construction of three new buildings—Beach, Camp, and Scuba, and an addition to the park's existing Barn facility for new restrooms, shower rooms, and concessions at

four strategic sites within the park.

**Roma Designs Construction, LLC** is providing construction services and **Jones & Henry Engineers** and **JDRM Engineering, Inc.** are providing engineering services. Other contractors on the project include **Tri-County Block & Brick**, **Westfield Electric**, **Spear Brothers**, **Henson Plumbing & Heating**, and **Integrity Floors**.

Construction began last April and completion is scheduled for May.

**For info on submitting your company's major projects to Under Construction, email [ahintz@toledobiz.com](mailto:ahintz@toledobiz.com).**

Deadline is the 10th of the month preceeding publication.

All projects received by deadline will be considered.

### Blanchard Valley Health System

**ACI Construction Co. Inc.** is working on a new \$3.3 million advanced medical office building—Carey Medical Center—for Blanchard Valley Health System (BVHS). Upon completion, the 15,801 square foot facility will provide space for a specialty clinic and allow services such as cardiology, OB/GYN, orthopaedics, pain management, urology, and x-rays on-site to be provided. According to BVHS, there will be an opportunity to expand in the future for mammography, ultrasound, mobile PET, MRI, and CT, with space also available for a pharmacy and other possible services. Completion is scheduled for August.

### City of Monroe, Michigan

**Redstone Architects** of Bloomfield Hills, Michigan, and construction management firm **AUCH Construction** of Pontiac, Michigan are constructing a new fire station for the City of Monroe, Michigan. The 15,561 square foot facility will consist of a single story structure with an attached

two-story apparatus bay. Completion is scheduled by fall 2019.

### Ottawa County

**Bergmann** is providing services on a 90-foot bridge replacement near the intersection of Billman Road and State Route 163 over Packer Creek in Genoa, Ohio in Ottawa County. **Garcia Surveyors** and **ASC Group** are providing additional services on the project. Completion is scheduled for fall 2022.

### Hancock County Agricultural Society

**Clouse Construction Corp.** worked with the Hancock County Agricultural Society on the construction of a new \$1.5 million, 15,000 square foot Events Building for receptions, meetings, and training at the Hancock County Fair Grounds in Findlay. **RCM Architects** provided architectural services and **JDRM Engineering, Inc.** provided engineering services on the project.

### Tri County Veterinary Clinic

**Clouse Construction Corp.** recently completed a 4,500 square foot addition and 10,500 square foot renovation for Tri County Veterinary Clinic / Stacy's Place in Fostoria. Work included a canopy vestibule, dog runs, a waiting area, exam rooms, a grooming room, and a room with a separate entrance / exit for euthanasia. **Poggemeyer Design Group** provided architectural services for the project.



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# REAL ESTATE

## Eidi Properties acquires Crossroads Centre and Rossford Pointe

Eidi Properties has acquired Crossroads Retail Development and Rossford Pointe Retail Development located along a significant growth corridor in northwest Ohio.

Crossroads Centre is a 470,225 square foot power center consisting of retail space – including five separate shopping centers and a Home Depot. Eidi Properties simultaneously acquired Rossford Pointe, comprised of 47,477 square feet of retail space along the Route 20 Corridor in Rossford. Combined, the properties make up more than 500,000 square feet of retail space.

Both shopping centers are located near the highly traveled intersection of I-75 and US Highway 20. The two developments total 33 tenant-occupied businesses as well as several out-parcels available for development, noted officials.

Eidi Properties quickly recognized the opportunities available with these properties



and moved quickly to acquire the developments, according to officials. Eidi Properties was able to complete the acquisition in

only 24 days.

The company's CEO, Ramy Eidi, said, "We were able to complete this transaction

in an impressively short time due to the great banking relationships we've developed over the years – as well as the amazing and dedicated team at Eidi Properties."

These transactions increase Eidi Properties holdings to 40 shopping centers with over 400 commercial tenants; Eidi Properties portfolio now totals in excess of 1.5 million square feet of prime retail space.

Eidi Properties is a privately held company owned by a local Toledo family. Established in 1998 and headquartered in Toledo, according to the company, Eidi Properties always strives to create a good tenant mix in the company's plazas as well as to maximize the plaza synergy for the benefit of all retailers within the shopping centers. The company specializes in commercial real estate acquisitions and they manage its own properties, with the vast majority of their portfolio consisting of retail shopping centers.



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5950 AIRPORT HWY, TOLEDO ..... 1000 SF

500 LEHMAN AVE, BG (OR OFFICE) ..... 1695 SF

### WAREHOUSE/FLEX - FOR LEASE

428 CLOUGH ST, BG ..... 5,000 – 27,000 SF  
(Possible Student Labor)

420 INDUSTRIAL PKWY, BG ..... 20,000 SF (2 Docks)

546 SANDRIDGE RD, BG ..... Office & 2 Warehouses

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**Greg Sullivan**  
419.466.1404 c  
gsullivan@rkcommercial.com

**Reichle | Klein Group** RK  
Commercial Property Brokers, Managers & Investment Advisors

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(419) 960-4410 ext 315  
skuhlman@naiharmon.com



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Page Ahead to View our **PROPERTY LISTINGS** ▶



# RETAIL REAL ESTATE REPORT

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

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



Mike Abernathy



Alex Adamshick



Ryan Ball



Ned Coyle, CCIM

Firm / Listing Agent: **Miller-Danberry Commercial Realty, LLC** / Jerry Miller, CCIM  
Represented: Tanen, Ltd. (Seller)  
Firm / Buyer's Agent: i.n.a.  
Represented: i.n.a.  
Location / Property Size: 1679 Lance Pointe, Maumee / 5,450 sf  
Transaction Type: Sale

**Group** / Peter S. Shawaker, CCIM, SIOR;  
Mike Abernathy  
Represented: Dabish Group LLC (Lessor)  
Firm / Leasing Agent: i.n.a.  
Represented: i.n.a.  
Location / Property Size: 121 S Fifth St, Ste 2, Fremont / 1,120 sf  
Transaction Type: Lease



Mike Fisher



Marty Gallagher, SIOR



Aaron Lewandowski



Kevin McCarthy

Firm / Listing Agent: **Miller-Danberry Commercial Realty, LLC** / Alex Adamshick  
Represented: Joan L. Peake (Seller)  
Firm / Buyer's Agent: **Miller-Danberry Commercial Realty, LLC** / Ryan Ball  
Represented: Sheppard Performance Group, Inc. (Buyer)  
Location / Property Size: 5517 Lewis Ave, Toledo / 1,231 sf  
Transaction Type: Sale

Firm / Listing Agent: **Reichle Klein Group** / Mike Fisher  
Represented: ALAA LLC (Lessor)  
Firm / Leasing Agent: i.n.a.  
Represented: i.n.a.  
Location / Property Size: 4332 Monroe St, Toledo / 1,500 sf  
Transaction Type: Lease



Jerry Miller, CCIM



Hunt Sears



Peter S. Shawaker, CCIM, SIOR



Sam Zyndorf

Firm / Listing and Leasing Agent: **Miller-Danberry Commercial Realty, LLC** / Hunt Sears  
Represented: TIMS Enterprises (Lessor) and Allied Eagle Corp. (Lessee)  
Location / Property Size: 3151 Hill Ave, Toledo / 9,000 sf  
Transaction Type: Lease

Firm / Listing Agent: **Reichle Klein Group** / Peter S. Shawaker, CCIM, SIOR  
Represented: Hecklinger Properties LLC (Seller)  
Firm / Buyer's Agent: **Reichle Klein Group** / Ned Coyle, CCIM  
Represented: MVAH Holding LLC (Buyer)  
Location / Property Size: 4436, 4440, 4448, and 4452 Navarre Ave, Oregon / 2.3 acres  
Transaction Type: Sale

Firm / Listing Agent: **Reichle Klein**  
...continued on page 15



# ENGINEERS WEEK 2019

FOR ADVERTISING INFO, CALL  
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A SPECIAL SECTION IN THE NEXT

**LAKE ERIE WEST**  
**MANUFACTURING**  
**& CONSTRUCTION**  
NEWS

SPACE RESERVATION DEADLINE: **01.18.19**



# RETAIL REAL ESTATE REPORT

...Continued from page 14

**Group /** Marty Gallagher, SIOR  
Represented: MBKG Properties, LLC  
(Lessor)

**Firm / Leasing Agent:** i.n.a  
Represented: i.n.a

**Location / Property Size:** 1707-1717  
Monroe St, Toledo / 14,970 sf  
**Transaction Type:** Lease

**Firm / Listing Agent:** Outside Broker  
Represented: Louisville Title Agency  
(Lessor)

**Firm / Leasing Agent:** Signature  
Associates / Sam Zyndorf  
Represented: Poco Downtown, LLC  
(Lessee)

**Location / Property Size:** 329 Huron,  
Toledo / 6,200 sf

**Transaction Type:** Lease

**Firm / Listing Agents:** Signature  
Associates / Aaron Lewandowski; Kevin  
McCarthy

Represented: Rimelspach Farms (Seller)

**Firm / Buyer's Agent:** None

Represented: Russel Pfeiffer (Buyer)

**Location / Property Size:** 1160 Co Rd 201,  
Fremont / 10,416 sf

**Transaction Type:** Sale

**FOR LEASE**  
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**2544 N Reynolds.** Up to 14,000 SF available. Former Banner Mattress space just a block from Promedica Wildwood. Will split. \$6.00 per SF NNN.



**2111 N Reynolds, at Bancroft.**  
Retail/office space. 1200 SF, \$6.50 per SF NNN. Next to Schmuckers, great traffic. Join Vito's Pizza, Riley's Flooring & Royal Cravings in a well maintained retail center.



**440 S Reynolds, at corner of South.**  
500 to 7,000 SF. LOW rate of \$3.60 per SF NNN. Professional, well maintained building.



**4730 W Bancroft, unit 17.** Flex space. 1200 SF, \$6.00 per SF NNN. Just West of Ottawa Hills. One office, bathroom & open space with OH door. Join Patron Saints Brewery, Valle Homes, McGowan Properties, Advanced Home Medical, Rentech, Sean Patrick Builders in an active location.



**New West Lots.** These 7 available lots can be combined to create parcels sized to your needs. Commercial or Industrial. Located in a CRA-50% real estate tax reduction for up to 15 years. No income tax in Sylvania Township!



**5800 Park Center.** Located 1/10 mile North of Central at Holland-Sylvania. 4,700 SF finished medical office. Ready to go in a professional setting. \$14.95 per SF NNN. No income tax in Sylvania Township.



**5822 Park Center.** Located 1/10 mile North of Central at Holland-Sylvania. Last lot in existing office park. 1.38 acres, \$160,000. No income tax in Sylvania Township!



**Jim McGowan**  
Broker/Sales

**419.654.4343**  
jim@mcgowanproperties.com  
www.mcgowanproperties.com



# OFFICE REAL ESTATE REPORT

To submit your company's transactions,  
email them to [editor@toledobiz.com](mailto:editor@toledobiz.com)  
or fax to 419-865-2429  
*Submission deadline is the 10th of the month  
prior to publication*



Ryan Ball



Brian Downey



Keenan Fields



Marty Gallagher, SIOR



John Healey



Ron Jurgenson, CCIM, SIOR



Rob Keleghan



Aaron Lewandowski



Robert P. Mack, CCIM, SIOR

Firm / Listing Agents: **Miller-Danberry Commercial Realty, LLC** / Brian Downey; Ryan Ball  
Represented: Ohio Building Co., Ltd. (Lessor)  
Firm / Leasing Agent: **Miller-Danberry Commercial Realty, LLC** / Brian Downey  
Represented: The Chester Law Group (Lessee)  
Location / Property Size: 420 Madison Ave, Toledo / 540 sf  
Transaction Type: Lease

Firm / Listing Agent: i.n.a.  
Represented: i.n.a.  
Firm / Leasing Agent: **Miller-Danberry Commercial Realty, LLC** / Jerry Miller, CCIM  
Represented: Edward D. Jones & Co., L.P. (Lessee)  
Location / Property Size: 519 Wooster, Bowling Green / 1,100 sf  
Transaction Type: Lease

Firm / Listing and Leasing Agent: **Miller-Danberry Commercial Realty, LLC** / John Healey  
Represented: Liberty Square Partners (Lessor) and Kerger Law (Lessee)  
Location / Property Size: 4159

Holland Sylvania, Sylvania / 1,072 sf  
Transaction Type: Lease

Firm / Listing Agent: i.n.a.  
Represented: i.n.a.  
Firm / Leasing Agent: **Reichle Klein Group** / Marty Gallagher, SIOR  
Represented: Toledo Clinic, Inc. (Lessee)  
Location / Property Size: 3922 Woodley Ct, Toledo / 6,042 sf  
Transaction Type: Lease

Firm / Listing Agents: **Reichle Klein Group** / Ryan Miller; Duke Wheeler, CLS  
Represented: James House, Trustee (Seller)  
Firm / Buyer's Agent: i.n.a.  
Represented: i.n.a.  
Location / Property Size: 323 20th St, Toledo / 8,000 sf  
Transaction Type: Sale

Firm / Listing Agent: i.n.a.  
Represented: i.n.a.  
Firm / Buyer's Agent: **Reichle Klein Group** / Jason Westendorf  
Represented: ALMI Enterprises, LLC (Buyer)  
Location / Property Size: 5121

Whiteford Rd, Sylvania / 19,838 sf  
Transaction Type: Sale


Firm / Listing Agent: **Reichle Klein Group** / Peter S. Shawaker, CCIM, SIOR  
Represented: 617 Adams Investment Ltd (Lessor)  
Firm / Leasing Agent: **Reichle Klein Group** / Christian Zaciewski  
Represented: Vista PCS LLC (Lessee)  
Location / Property Size: 617-621 Adams St (619), Toledo / 1,300 sf  
Transaction Type: Lease

Firm / Listing Agent: **Reichle Klein Group** / John Sluhan  
Represented: Croak Properties, Ltd. (Lessor)  
Firm / Leasing Agent: i.n.a.  
Represented: i.n.a.  
Location / Property Size: 129 Clinton St, Maumee / 4,000 sf  
Transaction Type: Lease

Firm / Listing Agent: **Signature Associates** / Ken Marciniak  
Represented: William J. Mattoni (Seller)  
Firm / Buyer's Agent: **Reichle Klein**  
...continued on page 18


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| SBA LOANS APPROVED IN NORTHWEST OHIO COUNTIES             |             |                      |
|---|-------------|----------------------|
| Sorted by Loan Amount                                     |             | N/A = NOT APPLICABLE |
| TRADE NAME  | LOAN        | JOBS                 |
| OHIO EASTERN INVESTMENT CO.<br>SANDUSKY, ERIE COUNTY      | \$3,061,500 | N/A                  |
| RAINMAKER HOLDINGS V LLC<br>MAUMEE, LUCAS COUNTY          | \$2,321,000 | 15                   |
| DWM ENTERPRISES LLC<br>TOLEDO, LUCAS COUNTY               | \$652,500   | N/A                  |
| CWO HOLDINGS LLC<br>TOLEDO, LUCAS COUNTY                  | \$412,000   | 10                   |
| 5411 BLACK ROAD, LLC<br>WATERVILLE, LUCAS COUNTY          | \$355,000   | N/A                  |
| OHIO EASTERN INVESTMENT CO.<br>SANDUSKY, ERIE COUNTY      | \$350,000   | N/A                  |
| DWM ENTERPRISES LLC<br>TOLEDO, LUCAS COUNTY               | \$270,000   | N/A                  |
| KCD VENTURES, LLC<br>FREMONT, SANDUSKY COUNTY             | \$247,500   | 2                    |
| PADMNABH, INC.<br>PERRYSBURG, WOOD COUNTY                 | \$245,000   | N/A                  |
| 5411 BLACK ROAD, LLC<br>WATERVILLE, LUCAS COUNTY          | \$115,000   | 2                    |
| GRADUATE ROOFING COMPANY, LLC<br>HOLLAND, LUCAS COUNTY    | \$50,000    | 1                    |
| GREAT LAKES TURBINES INC<br>TOLEDO, LUCAS COUNTY          | \$50,000    | N/A                  |
| AIR EXTREME OHIO LLC<br>GRAND RAPIDS, WOOD COUNTY         | \$25,000    | N/A                  |
| TRACK SOURCE LLC<br>TOLEDO, LUCAS COUNTY                  | \$25,000    | N/A                  |
| PEOWI LLC<br>WHITEHOUSE, LUCAS COUNTY                     | \$23,000    | 1                    |
| NAVA HOME IMPROVEMENTS LLC<br>MONTPELIER, WILLIAMS COUNTY | \$16,500    | 1                    |
| A CUT ABOVE TOLEDO<br>TOLEDO, LUCAS COUNTY                | \$15,000    | N/A                  |



# DiSalle Commercial

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## INDUSTRIAL / STORAGE / RETAIL FOR SALE



**FOR SALE: 2236 & 2248 Tedrow Road - S Toledo** 2 parcels, 17,500+ sq.ft. zoned industrial. Asking \$374,900. **Contact Dan DiSalle 419-261-4010 or dandisalle@disallerealestate.com.**

## RETAIL SPACE FOR SALE OR LEASE



**FOR SALE OR LEASE: 3565 Libbey Road- Perrysburg, OH** At I-280 & the Ohio Truck stop area 2906 square feet former Wendy's w/ 2 drive through windows, some equipment remains. **Contact Dan DiSalle 419-261-4010 or dandisalle@disallerealestate.com.**

## OFFICE SPACE FOR SALE OR LEASE



**FOR SALE: 2805 Tremainsville Rd.** 2500+ sq. ft. sharp all brick office building, plenty of exposure & plenty of parking, 11 offices conference & reception room – fantastic buy @ \$139,900. **Contact: Dan DiSalle, 419-261-4010 or dandisalle@disallerealestate.com.**

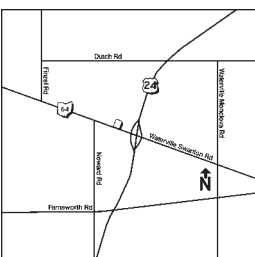


**1613 H – BT – SPRINGFIELD TWP.** 3,000 sq.ft. available. Great Access to Interstate. Many Opportunities. **Contact: Bill Thees, 419-893-4415.**



**8040 SUMMERFIELD RD, LANSING, MI.** 9 offices, 1 training area with sink and smart counter area. 2 separate doors from outside and 2 separate doors from inside building. 2 separate furnaces and A/C for area. The whole area is 29' x 32'. **Call 419-351-4484.**

## DEVELOPMENT PROPERTIES



**WATERVILLE / WHITEHOUSE AREA.** Many Possibilities for Development! Over 400' of Frontage; 5+ Acres. \$490,000. Located between Waterville & Whitehouse on St. Rt. 64. Just across the new St Rt 24 Overpass from Kroger. Per DOT, traffic count per day 10,000+. **Contact JUD Mathewson. Call 419-261-8894 jmathewson@disallerealestate.com**

## JANUARY SPOTLIGHT



**SWAN CREEK NEAR ARROWHEAD.**  
**21,000 SF. FOR SALE OR LEASE**



**9,040 SF – SYLVANIA TWP**  
**OWNER WILL EXPAND OR DIVIDE. FOR SALE OR LEASE**

**Contact: Bill Thees**  
**DiSalle Real Estate Co.**  
**Commercial & Investment Division**  
**419-893-4415**

## ACREAGE FOR SALE

**3468 DORR ST RIGHT @ BYRNE RD.** – Roughly 80x250 **HIGH** visibility & traffic counts just off U of Toledo campus! asking \$299,900. **Contact: Dan DiSalle 419-261-4010 or dandisalle@disallerealestate.com.**

**1/2 ACRE LOT – PERRYSBURG TOWNSHIP.** 180 ft of frontage on Oregon Road just north of St Rt 795, only \$49,900. **Contact: Dan DiSalle, Jr., 419-874-2231 or Joe DiSalle, 419-460-5253.**

**SYLVANIA TWP – ZONE RD.** 2 Commercial lots. **Contact: Bill Thees, 419-893-4415.**

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

Visit ***www.DiSalleRealEstate.com*** for more information on these properties!



OFFICE

REAL ESTATE REPORT

...Continued from page 16

**Group** / Ron Jurgenson, CCIM, SIOR  
Represented: I.B.C., Inc. (Buyer)  
Location / Property Size: 14 11th, Toledo / 0.11 acres  
Transaction Type: Sale

**Firm / Listing Agent: Signature Associates** / Rob Keleghan  
Represented: Schoen Builders (Lessor)  
**Firm / Leasing Agent: Signature Associates** / Megan Malczewski, CCIM  
Represented: Home Care Network (Lessee)  
Location / Property Size: 134 W South Boundary, Ste G, Perrysburg / 818 sf  
Transaction Type: Lease



Megan Malczewski, CCIM



Ken Marciniak



Jerry Miller, CCIM



Ryan Miller



Peter S. Shawaker, CCIM, SIOR

**Firm / Listing Agent: None**  
Represented: Carentmon (Lessor)  
**Firm / Leasing Agents: Signature Associates** / Robert P. Mack, CCIM, SIOR;  
Megan Malczewski, CCIM  
Represented: AAA Club Alliance, Inc. (Lessee)  
Location / Property Size: 480 Dussel, Ste 155, Maumee / 4,383 sf  
Transaction Type: Lease

**Firm / Listing and Leasing Agent: Signature Associates** / Rob Keleghan  
Represented: Arrowhead Investments (Lessor) and Tracy Moffo Zetzer (Lessee)

Location / Property Size: 3409 Holland Sylvania, Toledo / 100 sf  
Transaction Type: Lease

**Firm / Listing Agent: None**  
Represented: Carentmon (Lessor)  
**Firm / Leasing Agent: Signature Associates** / Keenan Fields  
Represented: Assignment America, LLC (Lessee)  
Location / Property Size: 480 Dussel, Ste 140, Maumee / 1,845 sf  
Transaction Type: Lease

**Firm / Listing Agents: Signature Associates** / Aaron Lewandowski; Sam Zyndorf  
Represented: Indian Wood, LLC (Seller)  
**Firm / Buyer's Agent: Outside Broker**  
Represented: GJM Arrowhead Building Partners, LLC (Buyer)  
Location / Property Size: 1785 Indian Wood Cir, Maumee / 23,664 sf  
Transaction Type: Sale



John Sluhan



Jason Westendorf



Duke Wheeler, CLS



Christian Zaczewski



Sam Zyndorf

Coast Guard law contains new ballast rules

Key protections to safeguard Great Lakes from invasive species are preserved

Recently, US President Donald Trump signed into law the US Coast Guard Authorization Act of 2018, which includes the Vessel Incidental Discharge Act (VIDA). The legislation will change how ballast water and incidental discharges from ships are regulated. According to officials, ballast water discharged from ocean-going ships is the most common pathway for aquatic invasive species to enter the lakes. And vessels that operate solely within the Great Lakes, known as Lakers, move aquatic invasive species around the lakes once they arrive.

Previous versions of VIDA, championed by the shipping industry, would have significantly weakened ballast water regulations, noted officials. The version of the bill passed by the House and Senate includes several important improvements that protect the Great Lakes, including the continued regulation of ballast water and incidental discharges under the Clean Water Act. However, the bill preempts States from adopting standards that are stronger than federal law, which in the past has been an important tool for States in the Great Lakes region. Current regulations and State rules will remain in place until the new federal rules are implemented under this legislation.

In reaction to the recent action by the US House of Representatives, Alliance for the Great Lakes vice president for policy Molly Flanagan released the following statement:

“The vote by the US House of Representatives on the US Coast Guard Authorization Act of 2017, which included the Vessel Incidental Discharge Act (VIDA), was the culmination of years of discussion and debate on ballast water regulations. Ballast water discharged from ships is the primary pathway for new aquatic invasive species to enter the Great Lakes. These harmful critters have caused significant ecological damage to the lakes and cost Great Lakes communities more than \$200 million each year.

“The shipping industry’s proposals included in prior versions of VIDA would have significantly weakened ballast water regulations and put the Great Lakes at risk. Great Lakes champions in Congress worked tirelessly to substantially improve the bill and protect the lakes. We applaud their work to protect the Great Lakes.

“After the President signs this bill, we will keep a close eye on the US Environmental Protection Agency and the Coast Guard as they develop and implement new standards for ballast water under the provisions of this legislation. We will fight to ensure the new rules are fully enacted and that the Great Lakes are protected.”

Lucas County Commercial & Industrial Sales

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

| SELLER  | BUYER  | ADDRESS                               | AMOUNT       |
|---|--|---------------------------------------|--------------|
| STORE SPE AVF I 2017-1, LLC                           | SBV-HOLLAND LLC                                    | 1301 EAST MALL DR · HOLLAND           | \$16,500,000 |
| SMITH DONALD P & ROSEMARY B ETAL                      | OAK HILL MANAGEMENT INC                            | 1355 ARROWHEAD CIR · MAUMEE           | \$3,554,202  |
| SWANSON INVESTMENT LTD III                            | 7010 SPRING MEADOWS LLC                            | 7010 SPRING MEADOWS WEST DR · HOLLAND | \$1,757,793  |
| 4500 DORR STREET HOLDINGSLLC                          | INVERNESS CLUB                                     | 0 DORR ST · TOLEDO                    | \$1,128,000  |
| RIALTO PROPERTIES LLC                                 | GREEN PROPERTIES LLC                               | 5942 RENAISSANCE PL · TOLEDO          | \$590,000    |
| DFG WATERVILLE LANDINGS LLC                           | CLIMB INVESTMENTS INC                              | 0 PRAY BLVD · WATERVILLE              | \$310,000    |
| MHMC PROPERTY MANAGEMENT LLC                          | GARRITY ROBERT                                     | 2624 VALLEY BROOK DR · TOLEDO         | \$280,000    |
| WEAVER DAVID S SUCC TRUSTEE UNDER THE DAWN L WEAVER T | OH EVERGREEN PROPERTY II LLC                       | 2139 EVERGREEN RD · TOLEDO            | \$263,000    |
| FORGACH MARK L & JULIE A                              | 4312 BANCROFT LLC                                  | 4312 W BANCROFT ST · TOLEDO           | \$260,000    |
| LAZARUS SP LTD  | SCHUSTER KURT W & MARY ANN                         | 4842 DORR ST · TOLEDO                 | \$230,000    |
| 2271 PARKWOOD AVE, LLC                                | APLOCATIONS LLC                                    | 3935 W SYLVANIA AVE · TOLEDO          | \$215,000    |
| ROCKWELL TOLEDO LLC                                   | SMITH DONALD P & ROSEMARY B ETAL                   | 1355 ARROWHEAD CIR · MAUMEE           | \$204,457    |
| MS BUILDERS LLC                                       | BHATTACHARJEE BISWARUP & DIBYAVA GHOSH (OR SURVTC) | 2103 FIELDBROOK DR · TOLEDO           | \$200,850    |
| J.C. PENNEY CORPORATION INC                           | STAR WEST FRANKLIN PARK MALL LLC                   | 5001 MONROE ST · TOLEDO               | \$180,000    |
| E R HOLDING CO  | LAKER HOLDINGS I LLC                               | 1142 YONDOTA ST · TOLEDO              | \$168,000    |
| KOTT ENTERPRISES LTD                                  | GREENBELT LEASING LLC                              | 5330 STICKNEY AVE · TOLEDO            | \$156,000    |
| DARAH INVESTMENTS INC                                 | SNACK CITY LLC                                     | 45 W ALEXIS RD · TOLEDO               | \$120,000    |
| TOLEDO WOMAN'S CLUB                                   | WINN MANAGEMENT COMPANY LLC                        | 3829 WOODLEY RD · TOLEDO              | \$108,900    |
| HOUSE JAMES TRUSTEE                                   | JAMES HOUSE TRUSTEE OF THE JAMES HOUSE TRUST       | 323 20TH ST · TOLEDO                  | \$100,000    |
| LAPLANTE ASSETS LLC                                   | MUMWE LLC  | 4022 WALKER AVE · TOLEDO              | \$85,000     |
| QCB PROPERTIES LLC#4 SERIES                           | GRAVES & ASSOCIATES REAL ESTATE SERVICES LLC       | 3135 131ST ST · TOLEDO                | \$79,000     |
| BAKER COLLEEN A TRUSTEE                               | INDEPENDENT INVESTMENTS INC                        | 5773 YARMOUTH AVE · TOLEDO            | \$56,000     |
| MGW RENTALS LLC                                       | HISSA ELMER J                                      | 404 PHILLIPS AVE · TOLEDO             | \$30,000     |
| MATTONI WILLIAM J (TRUSTEE) OF THE WILLIAM J & EILEEN | I.B.C. INC.  | 14 11TH ST · TOLEDO                   | \$20,000     |
| FALLEN TIMBERS FAIRWAYS                               | SOELLNER ROBERT A & CARRIE G (OR SURVTC)           | 7550 STITT RD · WATERVILLE            | \$14,000     |



# CLASSIFIEDS

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### FOR LEASE

2717 N. REYNOLDS RD.  
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ON LAND 70 X 315  
419-531-6543

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## HELP WANTED



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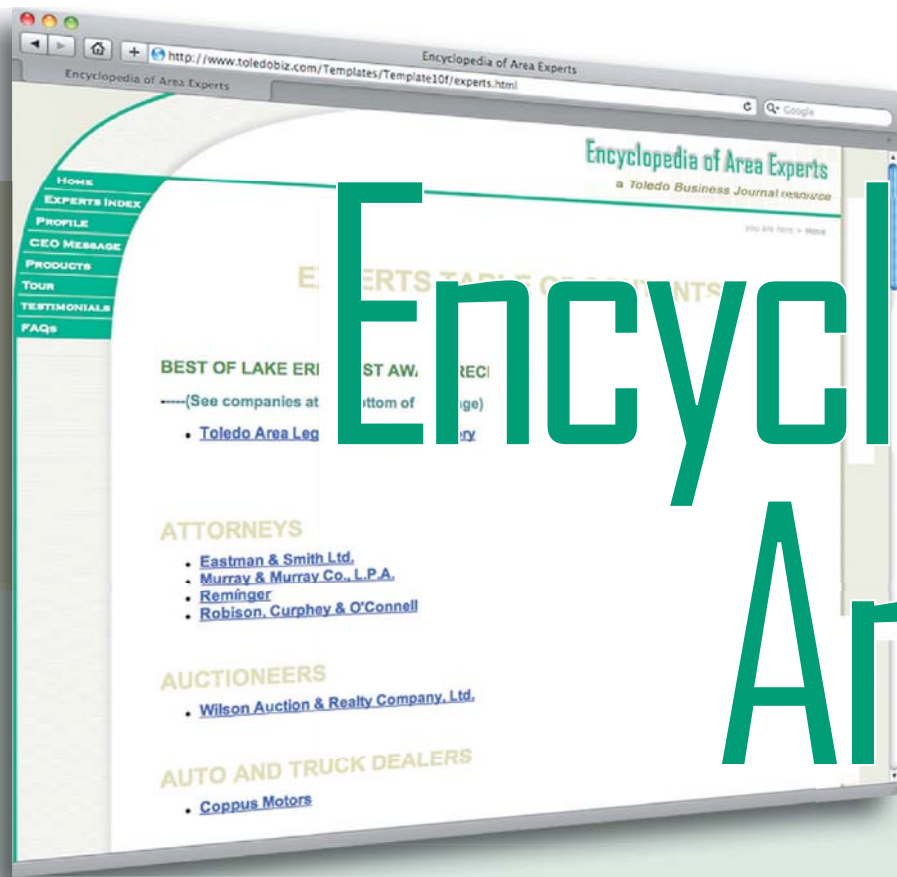
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