



Lucas County Improvement Corporation  
 Manufacturers' Roundtable  
 MEETING NOTES for November 30, 2010

Name & Company Present	Hosts / Visitors
Mike Reser - Maumee Valley Fabricators	Bill Wersell - Chamber of Commerce
Gary Johnson - AFI, Install Flooring	Ford P. Weber, LCIC
Curtis Bowers - Woodsage Holding	Ricci Gardner, LCIC
Richard Wilhelm - Helm Instrument	Brian Bilger, LCIC
Sanford Lubin - Toledo Business Journal	Shad Williams, LCIC
Craig LaHote - Lockrey	Theo Foreman, LCIC
Joe Gerber - Innovative Controls	Kristy Davis, LCIC
Mark Connor Sr. - Mac II	Rae Lynn McDonald, LCIC
Mark Connor Jr. - Mac II	
Hans Rosebrock - First Energy	
Michael Bankey - Owens Community College	
Ted Barth - BNW Manufacturing Associates	
Greg Allen - First Federal Bank	

The meeting began at 7:58 a.m. with introductions by Ford Weber. After thanking everyone for coming with expressed enthusiasm of the survey results, he asked the participants to begin introducing themselves. Ford then asked Ricci Gardner to lead us into the meeting.

Ricci welcomed a guest speaker, Greg Allen, the President of First Federal Bank, Southern Market Area to the roundtable meeting. Greg introduced himself, and announced that he had 22 years experience in commercial lending. He mentioned that he felt that the economy was doing well and that his clients are making money. Resident development was not so good and worse in Michigan. He explained that in the past, getting deposits were banks biggest problem but that it is just the opposite now. Banks don't want deposits right now. He also mentioned that the balances of big banks have shrunk dramatically. He is seeing up-terms in the manufacturing business and still sees a tight lending environment. It is a tough time to get money from banks because they require personal guarantees and want no risks. Greg also went on to announce that there are high vacancy rates in the Northwest Ohio and Southern Michigan areas. With no lease, vacant buildings are worth nothing. He explained what the SPA 504 program works. He stated that First Federal has export lending and lines of credit up to 5 million. A few questions were asked during Greg's banking explaining and after answering, he continued with information that banks need earning assets from businesses looking to lend. Greg also stated that farm land has not declined in value over the last three years.

Greg handed the discussion back to Ford and Ford asked the participants for dates to meet in January for the next meeting. Hans Rosebrock, with First Energy spoke up and offered to host in January and also give a tour of the facility.

Ford then adjourned the meeting.

\*Minutes recorded and submitted respectfully by Rae Lynn McDonald, LCIC Executive Assistant to Ford P. Weber.