

**Paul L. Toth, Jr., P.E. President & CEO  
Toledo-Lucas County Port Authority,  
\*\*Principal Investigator\*\***

***Education and Training:***

University of Toledo – College of Business Administration  
Masters of Business Administration (MBA) – Finance

University of Toledo – College of Engineering  
Bachelors of Science (BS) – Mechanical Engineering

Registered Professional Engineer (PE) – State of Ohio, License # PE57337

***Professional Experience:***

**TOLEDO-LUCAS COUNTY PORT AUTHORITY**

***President & CEO, October 2009 – Present:***

Responsible for the overall management and strategic direction of a \$25 million public enterprise charged with the operation and management of strategic transportation assets and regional economic development. Responsibilities include management of the Port of Toledo, Toledo Express Airport, Toledo Metcalf Field, MLK Plaza/Amtrak Station, Toledo Shipyard, and regional development responsibilities including Brownfield acquisition/remediation/redevelopment, project financing through various loan and bond programs including SBA 504 Loan Program, State of Ohio Regional 166 Loan Program, and Northwest Ohio Bond Fund program.

**TOLEDO-LUCAS COUNTY PORT AUTHORITY**

***Vice President of Technical & Financing Services, January 2007 – October 2009:***

Responsible for the oversight and overall management of the Port Authority's innovative financing programs including the Northwest Ohio Bond Fund, SBA 504 Loan Program, and State of Ohio Regional 166 Loan Program. Additionally, served as manager of technical services of the Port Authority to include responsibility for all engineering, construction, grant procurement and management services, environmental oversight for construction related activities and Brownfield site remediation activities.

**TOLEDO-LUCAS COUNTY PORT AUTHORITY**

***Director of Airports, June 2000 – December 2006:***

Responsible for the overall operation, management, and development of Toledo Express Airport and Toledo Metcalf Field. Responsibilities included capital improvement planning, air service development, cargo development, tenant relations, and oversight of airfield, building, and development related construction projects.

**TOLEDO-LUCAS COUNTY PORT AUTHORITY**

***Assistant Vice President, New Project Development and Technical Services, September 1997 – June 2000***

Responsible for the development of various projects associated with the operation of Port Authority owned facilities and Economic Development opportunities in the Toledo and Lucas County area. Responsibilities included planning, financing, project management, design, value engineering, marketing, and supervision of a wide variety of development projects.

**TOLEDO-LUCAS COUNTY PORT AUTHORITY**

***Assistant Director of New Project Development, August 1994 – September 1997***

Responsible for the development of projects at Port Authority owned facilities including Toledo Express Airport, Toledo Metcalf Field, Toledo Shipyard, Port of Toledo, and Central Union Plaza/Amtrak Train Station. Responsibilities include complete project management from planning through design and construction including grants/financial management.

**TOLEDO-LUCAS COUNTY PORT AUTHORITY**

***Project Engineer, June 1988 – August 1994***

Responsibilities included design and project management of construction activities for maintenance and capital projects to support Port Authority owned facilities.

***Synergistic Activities:***

Serve on several local/community boards and committees including:

- Toledo Regional Chamber of Commerce Economic Development Committee
- Toledo Regional Chamber of Commerce Legislative Committee
- Toledo Convention & Visitors Bureau – Regional Branding Committee
- Mayor Elect of The City of Toledo - Transition Team

Managed over \$500 million in projects and grants over a 22 year career with the Toledo-Lucas County Port Authority, with proficiency in managing state and federal grants, state and federal procurement and contracting requirements, DBE program implementation, all aspects of project/construction management from pre-design through project close-out and audit.

**Matt Sapara**  
**Toledo-Lucas County Port Authority**  
**Director of Development**

***Education and Training:***

University of Toledo -	History, Bachelor of Arts	1995
University of Toledo -	Law, Juris Doctorate	1998
Stautzenberger College –	Real Estate	1999
State of Ohio –	Real Estate Sales License	1999
State of Ohio –	Admission to Practice Law	1999

***Professional Experience:***

**Toledo-Lucas County Port Authority**

**December 2008 – Current, Director of Development:**

Responsible for the planning and implementation of the Port Authority's economic development activities. This includes:

- Acquisition, remediation and development of former Brownfield sites.
- Organize and manage the pursuit of federal and state grant funds.
- Project management of commercial and industrial projects
- Liaison between the Port Authority and other public economic development agencies.

**Lucas County Improvement Corporation**

**January 2008-October 2009, Interim President/CEO:**

The Lucas County Improvement Corporation is tasked with the development and management of Lucas County, Ohio's economic development activities. These activities included business retention and attraction of development possibilities. Position included the management of three economic development specialists whose case load included more than thirty development projects.

**Toledo-Lucas County Port Authority**

**December 2005-November 2008, Director of Real Estate Development:**

Responsible for the organization and administration of the Port Authority's real estate portfolio. This portfolio includes more than 2,500 acres of land including the largest land mass seaport on the Great Lakes, two airports, and a train station. Organization of these assets included the compilation of databases that detailed specific development information for more than 450 individual parcels of land. Administration included the collection of fees, submission of tax exemption applications and preparation of land so that it fit into a specific master plan.

**Toledo-Lucas County Port Authority**

**August 2002-November 2005, Property Development Manager:**

Responsible for preparing the Port Authority's vacant real estate assets for sale or lease so as to develop new income streams. This included the site planning, acquisition of funds to install infrastructure, and managing relationships with third parties including real estate Brokers, attorneys and title companies.

**Century 21 Boardwalk Realty, Inc.**

**January 1998-July 2002, Vice President; Operations:**

Responsible for the work product of 30 real estate agents including the management of marketing materials, review of sales agreements and development/training of new agents.

**Canterbury Development**

**January 1998-July 2002, Vice President; Operations:**

Responsible for the management and development of a residential real estate development company. This included the development of inventory, marketing of inventory and management of building contracts with homeowners. Also tasked with the management of subcontractors on job sites to ensure that work was performed in the most efficient and professional manner possible.

**Synergistic Activities:**

**Preparation of Department of Energy Grant Application; Political Subdivisions for LED Lighting:**

Responsible for the preparation of a \$2 million grant application requesting funds to replace existing lighting at Toledo Express Airport. To produce the application, there was a need to become familiar with not only this specific technology but with the installation and maintenance of it. This knowledge had to demonstrate in the application how the improvement would lead to a safer, more cost effective operation.

**Panelist on Presidential Task Force on the Auto Industry:**

In the summer of 2009, President Obama's Task Force on the Auto Industry came to Toledo. As part of their presentation, several, local economic development professionals were asked to sit on a panel along with the Task Force to answer questions from an audience. This panel was provided with a large number of alternative energy solutions for not only the automobile but also the manner in which manufacturing facilities are constructed. This included such technology as LED lighting, rain gardens, geothermal systems to produce heat and cooling and insulation methods that significantly improved efficiency.

**Participant in American Wind Energy Association 2008 National Conference:**

As part of Lucas County's economic development activities, the development of the wind energy supply chain is critical. This conference conveyed the importance of identifying and organizing existing manufacturing assets. This conference also demonstrated the significance of skill transfer. Many manufacturing techniques are applicable whether an automobile is being built or a wind tower.

**Gilda J. Mitchell**  
**Assistant to the Seaport and Development & Property division**  
**Toledo-Lucas County Port Authority**

***Education and Training:***

University of Findlay - 2009  
MBA in Public Administration and Marketing

University of Toledo – 2004  
BBA

***Professional Experience:***

Toledo-Lucas County Port Authority 2007-Present  
Assistant to Seaport and Development/Property Division

- Responsibilities Include: assisting with various projects such as the Energy Efficiency/Alternative Energy Utility Project, the T-LCPA loan/grant program, and manages other administrative duties.
- Member of the EECBG Team

2000-2007

Ms. Mitchell's background prior to her work with The Port Authority was focused on several major non-profits grant programs to improve the community.

***Synergistic Activities:***

Energy Efficiency and Conservation Block Grant team.

**Cynthia M. Yingling  
Grants Manager  
Toledo-Lucas County Port Authority**

***Education and Training:***

Cynthia earned her Associate's Degree from Davis Junior Business College of Toledo, Ohio, in June, 1981.

***Professional Experience:***

1985-Present  
Toledo Lucas County Port Authority

1997-Present  
Grants Manager

The activities that Cynthia performs in regard to grants revolve around applying for, managing and reporting, namely: entitlement and discretionary grants under the Federal Aviation Administration's Airport Improvement Program; State of Ohio Division of Aviation; U.S. Housing and Urban Development; FEMA's Port Security Grant Program; Ohio Department of Development (Job Ready Sites, Clean Ohio Revitalization Grants, State Infrastructure Bank); and the Economic Development Administration.

***Synergistic Activities:***

Energy Efficiency and Conservation Block Grant team.

**Michael J. Beazley**  
**Lucas County Administrator**  
**Board of Lucas County Commissioners**  
**\*Member of Advisory Board\***

***Education and Training:***

University of Toledo  
Bachelors and Law Degree obtained 1980

***Professional Experience:***

Michael J. Beazley has served in leadership positions in government, politics, and public policy for over 30 years, the last five as Lucas County Administrator. He previously served as an Assistant Director of Law and as Clerk of Council for the City of Toledo.

His past Lucas County experience includes service as Director and then as Chair of the Lucas County Board of Elections.

***Synergistic Activities:***

Mr. Beazley is active with the University of Toledo Department of Political Science and teaches courses including "Political Leadership" "Local Government Law" and "State & Local Government"

He currently serves as the Chairman of Sunshine Vocational Services board and as a member of the Board of Directors of Sunshine Communities. Sunshine is the largest non-profit provider of services to the Developmentally Disabled in Northwest Ohio.

He is a member of the Board of Directors of the "Imagination Station," our local Center of Science and Industry museum.

Mr. Beazley played a leadership role in establishing the local governmental energy aggregation coalition for residential and small business consumers and has worked on energy policy legislative initiatives for over 20 years. Mr. Beazley previously worked at Palmer Energy in Toledo working to lower utility costs for large business, governmental, and non-profit consumers.

**Timothy D. Murphy**  
**Commissioner**  
**City of Toledo, Division of Environmental Services**  
**\*Member of Advisory Board\***

***Education and Training:***

University of Toledo  
Bachelors - Environmental Science

University of Toledo  
Masters – Public Administration

Mr. Murphy also holds 10 years of training and experience in environmental protection and all environmental compliance disciplines.

***Professional Experience:***

**City of Toledo**  
**Commissioner – Division of Environmental Services**

Mr. Murphy is responsible for the administration of the City of Toledo's formula Energy Efficiency Conservation Block Grant application of \$3,083,600 from the Department of Energy. The City of Toledo has proposed and been approved to implement a 1 MegaWatt Photovoltaic Electric Generation system at the Water Treatment plant, a 1 MegaWatt Wind Electric Generation System at the Water Treatment Plant, the replacement of traffic signal lamps with LED and a community-wide energy efficiency retrofit plan.

***Synergistic Activities:***

Mr. Murphy is a member of numerous professional organizations including but not limited to the following:

- International City/County Managers Association
- Toledo-Lucas County Sustainability Commission
- Toledo Metropolitan Area Council of Governments
- University of Toledo – Presidents Commission on the River and Leadership Toledo
- Maumee River Basin Partnership of Local Governments

**Thomas B. Kroma**  
**Director of Public Utilities**  
**City of Toledo**  
**\*Member of Advisory Board\***

***Education and Training:***

<b>Bowling Green State University</b> Bowling Green, Ohio Bachelor of Science – Construction Management	1989 – 1991
<b>University of Toledo Community &amp; Technical College</b> Toledo, Ohio Associates in Architectural Technology	1987 – 1989

***Professional Experience:***

**City of Toledo**

**Department of Public Utilities**

May 2009 to Present

- **Director** – Responsibilities include oversight of the Divisions of Utility Administration, Water Treatment, Water Reclamation, Water Distribution, Sewers and Drains, Environmental Services, and Engineering Services. Oversight of 680+ employees and a 150M+ budget. Duties include providing managerial direction over assigned Divisions for all operational activities for the Department.
- **Mayor's Office** Jan 2007 to April 2009
- **Assistant Chief of Staff** – Duties include the oversight of over 1,000 employees in the Department of Public Utilities, Department of Public Service and the Department of Neighborhoods. Coordinate City Services and programs. Assist in the determination and implementation of public policy; represent the Mayor and act as the Chief of Staff in his absence.

**Department of Neighborhoods**

Jan 2006 to Dec 2006

- **Director** – Duties include the direct oversight of the Divisions of Housing, Administrative Services, Program Monitoring, Code Enforcement, and Building Inspection within the Department of Economic and Community Development.
- **Department of Economic and Community Development** Sept 2003 to Dec 2005
- **Deputy Director** – Duties include the direct oversight of the Divisions of Housing, Administrative Services, Program Monitoring, Code Enforcement, and Building Inspection within the Department of Economic and Community Development. Served as the Acting Director of Development in the Director's absence. (Aug 2004 – Dec 2005)

- **Commissioner** – Oversee the Divisions of Building Inspection and Code Enforcement. Responsible for 55 regular employees and 25 seasonal employees. Enforcement arm of the City to address nuisance properties and zoning code violations. Oversee building inspections for residential and commercial projects. Coordinate neighborhood clean up activities with seasonal staffing. (Sept 2003 – Dec 2005)

**Division of Transportation**

Aug 1999 to Sept 2003

- **Manager** – Responsible for 50 employees with an annual budget of over 5 million dollars. Responsible for traffic engineering including signage, traffic signals, pavement markings and maintenance of traffic.

**Department of Neighborhoods**

Sept 1994 to Aug 1999

- **Neighborhood Development Specialist** – Verified and processed project payment requests, evaluated proposals for new housing developments, worked with Developers and Community Development Corporations in the development of projects. (Dec 1998 to Aug 1999)
- **Rehabilitation Technician** – Monitored contract compliance for Federal Wage / Hour rates, conducted lead risk assessments, prepared specifications for lead abatements, issued bid documents, and managed projects. Evaluated buildings to determine violations of local codes and HUD housing quality standards, prepared specifications / drawings to bring structures to code, prepared cost estimates, and oversaw all phases of construction. (Sept 1994 to Dec 1998)

**River East Equipment & Design / River East Construction:**

Dec 1988 to Sept 1994

- Design of nationwide commercial developments and food service facilities. Perform cost analyses, contract negotiations, and feasibility studies. Prepare project cost estimates; supervise construction personnel and subcontractors for multiple projects. Coordinate interior design packages, Coordinate housing rehabilitations with local Community Development Corporations.

**Synergistic Activities:**

- **District Integrating Funding Committee** Oct. 2009 - Present
- **TMACOG – Chair, Commuter Services Council** Jan. 2008 - Present
- **TMACOG Vice-chair Commuter Services Council** Nov. 1999 – Dec 2008
- **Trustee, Toledo Yacht Club** Jan. 2007 – Present

**Jim Moran**  
**Vice President, Neighborhood Funding Resources**

***Education and Training:***

1970 BA Political Science  
Boston College, Chestnut Hill, MA

***Professional Experience:***

2001-Present

***President, Eco-Park Partners, LLC, Ann Arbor, MI***

Environmentally-based Technology Development Company specializing in planning; producing business plans; obtaining start-up funding or financing; and initiating start-up business and production facilities for new 21st Century/Alternative Energy technologies/products. Currently, organizing the EPA testing for and the national roll-out of a diesel-engine retrofit that increases MPGs and reduces environmental emissions; and implementing a scrap tire recovery process that microwaves tires at low heat, and produces pure bio-fuels, carbon black and steel, with NO environmental pollution.

2002-2009

***Vice President, Chief Grant Officer, Neighborhood Funding Resources, Ann Arbor, MI***

Planning, Project Management and Grant-writing Company, mostly for Michigan cities specializing in projects with local environmental and watershed implications as well as sustainable, historic and brownfield development. Since 2006 has become more involved with new developing technology companies, providing services to obtain project financing, as well as state and federal grants, tax credits and other subsidies.

1997-2002

***United Earth Fund, Vice President, Development, Ann Arbor, MI***

Fund Development Director, Director of Regional Projects for a national Environmental News website that sponsored projects in regions of the U.S. Traveled to, helped organize, and created news reports on regional projects – river cleanups and educational programs – undertaken by UEF and its sponsors.

1996-2009

***Attic Theatre Productions, Inc., President, Producing Director, Detroit, MI***

Sponsored touring theatre productions, concerts and televised concerts and events in the Midwest US

1976-2009

***Attic Theatre, Inc., Vice President, Managing Director, Financial Manager, Detroit, MI***

Managed most financial systems for Detroit's leading professional theatre company

***Synergistic Activities:***

- 1) Regularly works with 30-40 Michigan cities on city-wide or individual project planning; obtaining grants and other project financing, and on project management of funded projects.
- 2) Has regularly worked with each of the 5 project cities on planning; obtaining grants and financing, and the project management. Works with key department heads in the 5 project cities that helped set up these projects, and coordinate implementation with relevant city departments and personnel.
- 3) Over 5 years, has developed a regional network of over 20 alternative energy companies, in various segments of the marketplace, to help them take advantage of new developments in federal, state and private subsidies; technical or other development support; grants, tax credits and financing; promotional opportunities and connections with governmental or public/private support systems.
- 4) With staff involvement, has developed extensive contacts with the various State of Michigan governmental departments, to help find the appropriate support mechanisms needed for projects.
- 5) Has developed relations with a growing circle of US Clean Cities programs, that are helping introduce new products and systems (such as Hardin's) to new cities in the Midwest and beyond.

**Jessica Sattler**  
**Business Operations, Neighborhood Funding Resources**

***Education and Training:***

2004 BA in Marketing  
Baker College, Jackson, MI

***Research and Professional Experience:***

2001 – Present

***Business Operations Director***, Neighborhood Funding Resources, Ann Arbor, MI  
Human resources  
Contract preparation, new account acquisition and set up  
Grant research, sales and client follow up  
Formed relationships with several local politicians, granting agencies and press  
Manage grant projects that include: marketing, public relations, community events, hiring consultants, quarterly and final reporting

2005 – 2006

***Support Services Dept Mgr/Marketing, Customer Relations Specialist***, Unival Inc, Ann Arbor, MI  
Managed support services department (6 employees)  
Increased turn around time from 10 business days to same day  
Increased overall customer satisfaction rate by 60 percent  
Created and implemented internal status reports  
Created and maintained marketing proposals

2004

***Membership/Marketing Coordinator*** – University of Michigan, Ann Arbor, MI  
Planned and implemented new membership renewal campaigns  
Increased profit margin and membership renewal for 2006 campaign  
Performed marketing research  
Organized and presented marketing proposals  
Managed and updated website

1999 – 2004

***MFS Coordinator*** - TLC Community CU, Adrian, MI  
Marketing duties  
Organized quarterly marketing themes  
Event planning  
Employee relations  
Universal Teller/Receptionist  
Assisted members  
Dealt with the public  
Worked with marketing promotions

***Synergistic Activities - Professional Associations***

Vice-President, Attic Theatre

**William Streety**  
**Senior Project Manager, Neighborhood Funding Resources**

***Education and Training:***

1986     BS Computer Science  
          Michigan State University

***Research and Professional Experience:***

2009

***Project Manager*** – Neighborhood Funding Resources, Ann Arbor, MI  
Direct and manage project development from beginning to end  
Define project scope, goals, and deliverables  
Develop full scale project plans and associated communication documents  
Liaise with project stakeholders on an ongoing basis  
Delegate tasks and responsibilities to appropriate personnel  
Develop and deliver progress reports, proposals, requirements documentation, and presentations

1996 – Present

***Owner, Licensed Builder*** – Design Build, Inc., Ann Arbor, MI  
Founder  
Pre-construction consultant  
Project and construction management  
Design-build services

2006 – 2008

***Director of Operations*** – Lovell Contractors, Inc., Mason, MI  
Recruited for business development, planning, organizing  
Management of all commercial construction services  
Design and blueprint review  
Project analysis  
Crew Supervisor

2004 – 2006

***Information Technology Director*** – Design Build, Inc., Ann Arbor, MI  
Streamlined technology processes  
Created and implemented IT based efficiency tools and systems  
Streamlined workflow to minimize redundancies  
Established 3 secure WAN networked offices

1991 – 1995

***Financial Advisor*** – American Express, Ann Arbor, MI  
Provided full financial services to 30 clients  
Personalized financial road map based current and future needs  
Served as a training manager

1989 – 1991

**Computer Programmer/Inventory Control** – Ark Electrical Supply, Detroit, MI  
Responsible for the creation and maintenance of bar-coding inventory system  
Hardware support

1968 – 1989

**Systems Installation Coordinator** – Applied Systems, Inc., University Park, IL  
Providing onsite installation of PC based network systems (Stargate and Novell)  
Department coordinator

***Synergistic Activities:***

Professional Photographer

**Jeremy Eckhous**  
**Director, New Century Career Center LLLC**

***Educational and Training:***

Michigan State University - B.A. Broadcast Engineering

Michigan State University - M.Ed, Educational Systems Development

PMP – Project Management Professional (studying now)

***Professional Experience:***

**Director, New Century Career Center, LLLC**, a workforce development and bridge training organization located in Detroit, Michigan

- Coordination of workforce development requirements with MI Works!

- Learning curriculum development and oversight

- Coordination of learning delivery technologies

- Business affairs, licensing, and community integration

**Partner, element-e LLC**, an environmental communications and training firm

- Performance improvement, learning system design and development

- Technical communications design, technical documentation development

- Marketing communications, brand development, product launch support

- interactive web based learning development

**Chrysler LLC**, an automobile manufacturing company

- Interactive marketing and communications management

- Marketing products - language translation and certifications

- Search technology and search marketing

- Brand website development and oversight

**Collaboration Partners, LLC**, a technology focused alternative energy communications firm

GM Electric Vehicle marketing partner – operations oversight

CARB credits – carbon credit registry liaison – Cal DMV, CARB

Interactive and digital marketing program development

Direct and technical communications, operations, oversight

**Campbell Ewald Advertising**

Director, digital marketing/interactive communications division

Communications process analysis and design for General Motors NAO

Marketing and communications asset strategy development

Business management, GM commercial and corporate website

***Synergistic Activities:***

**USGBC** – Detroit Chapter

**SMSBF** – Southeast Michigan Sustainable Business Forum

**MCCA** - Michigan Community College Association

**EcoTuesday** – Michigan Ambassador

**Curt Lalonde**  
**Managing Partner, Element-E**

***Education and Training:***

M.A., Applied Behavior Analysis (psychology) Western Michigan University

B.S., Psychology - University of Michigan.

CPT, Certified Performance Technologist

***Professional Experience:***

**Partner, element-e LLC**, an environmental communications and training firm

Performance improvement, learning system design and development

- Technical communications design, technical documentation development
- Marketing communications, brand development, product launch support
- Interactive web based learning development
- **President, Fishhead Training Services, LLC**, an independent learning design and development supplier to major transportation, consumer products, and hospitality industry clients.
- Interactive learning systems design, development, and evaluation
- □ Brand definition and brand-focused marketing and communications initiatives
- □ Corporate communications program design and orchestration
- □ Corporate learning environment design consultant
- **Director, Carlson Marketing Group**, the leading marketing, communications, and learning services company in North America.
- □ North American director for all client performance improvement activities
- □ Brand-focused learning director for packaged goods clients
- □ New product launch team liaison and director for transportation clients
- □ Learning technology innovation – corporate practice leader

***Synergistic Activities:***

- **Automation Alley**- Southeast Michigan
- **USGBC** – Detroit Chapter
- **SMSBF** – Southeast Michigan Sustainable Business Forum
- **Green Michigan**
- **EcoTuesday** – Michigan Ambassador

**Dave Congdon,  
President & CEO, Mechanical Energy Systems**

***Education:***

- BA in Business Administration - Kentucky University
- Associate Degree in Digital Electronics. - South Macomb Community College

***Professional Experience:***

- Job Carriers with two fortune 100 companies. - General Electric and Chase Bank
- Background experience includes:
- Field Service Engineer,
- Business Analyst,
- Supervisor, and Manager.
- Currently the General Manager for a Renewable Energy company and renewable energy distributor.

**Mark Fye**  
**President, Palmer Energy**

***Professional Experience:***

Prior to purchasing Palmer Energy in 1994, Mark Frye served as energy purchaser for Libbey-Owens Ford Co., where he was honored with LOF's President's Award for extraordinary achievement in energy cost savings. Since acquiring Palmer Energy, Mark has dramatically increased the diversity and size of its customer base through innovative cost savings projects in both natural gas and electricity.

Examples of Mark's direct project experience:

- Pipeline bypass for large industrial user. Savings in excess of \$120,000 per year.
- Switch electric supplier for large industrial consumer saving client \$230,000 per year
- Sold futures for North Carolina industrial user and switched to tariff supplier. One-time savings realized of \$1,300,000
- Initiated Central Utility Plant with Lucas County Facilities Director. Construction to begin in 2007
- Executing and Savings for Northwest Ohio Aggregation Coalition. Savings exceed to date over \$20 million in both natural gas and electric. Contract exceeds over 7 Bcf and 2 Terawatts annually

***Synergistic Activities:***

- Pooled customer choice loads saving in excess of \$175,000 per year against Columbia Gas of Ohio tariff.
- Negotiated multiple electric contracts between companies, municipals, and utilities.
- Assisted multiple customers in NW Ohio in acquiring Market Support Generation (MSG). Resulting in an annual savings of \$500,000.

**Kirkland Mizerek**  
**Vice President, Palmer Energy**

***Professional Experience:***

As the Vice President for Palmer Energy, Kirkland Mizerek is responsible for establishing new customers and managing key relationships. He has over ten years experience working with commercial, institutional, and industrial customers. Prior to his current position, Kirk was Major Accounts Manager for Columbia Gas of Ohio, where he managed 70 customers with natural gas usage in excess of 25 Bcf. Kirk is a graduate of Lourdes College with a Bachelor of Arts in business. He earned his MBA at Heidelberg College, and has passed the Certified Energy Managers (CEM) Test.

- Created an integrated network of greenhouses and pooled their collective resources for approximately \$120,000 in annual savings.
- Negotiated flex rate with utility for customer wanting to increase service. Annual savings equal to \$30,000.
- Negotiated multi-year contract between utility and consumer resulting in a win-win proposition for both parties. Annual contract amount exceeded \$1,250,000 a year for ten years.
- Reasonably raised consumers' rate to fit appropriate compensation level for current volume. Additional monies received in excess of \$50,000 per year.
- Negotiated additional resources for company resulting in higher quality and reliability with minimal impact on operations or accounting. Savings exceeded \$50,000.

**John S. Witte, President/Partner  
Advanced Distributed Generation**

***Education and Training:***

1994 - University of Toledo, BS Mechanical Engineering

1976 - Bowling Green State University, BS Construction Tech.

***Professional Experience:***

***Teaching Experience:***

**GLREA PV advanced integrator training program**

Ann Arbor, MI, Jul. 2009

Lansing, MI, Jun. 2005, and Jul. 2006

**GLREA PV system integrator/installer training program**

Toledo, OH, Feb. 2004, Mar 2005, Mar. 2006, Mar. 2007, and Mar. 2008

Traverse City, MI, Feb. 2003

Westerville, OH, Jun. 2002

Westerville, OH, Feb. 2002

Lansing, MI, Jan. 2002

Cleveland, OH, Nov. 2001

**PV system design "Train the Trainers" workshop**

Columbus, OH, 1999

Cleveland, OH, 1998

***Professional Certifications & Affiliations:***

NABCEP Certified PV System Installer

NABCEP Certified Solar Thermal System Installer

GLREA Certified PV System Integrator

ISPQ Certified Instructor PV Installation Courses

Member of the GLREA Professional Certification Board

Member of the Green Energy Ohio Board of Trustees

Ohio Advanced Energy Business Association

American Solar Energy Society

***Synergistic Activities:***

- John is a member of Great Lakes Renewable Energy Association's Professional Certification Board, and is an ISPQ Certified Instructor for Photovoltaic Classes. He is NABCEP certified for PV and Thermal installations.
- John Witte is a partner in Advanced Distributed Generation (ADG), specializing in the design and installation of photovoltaic systems. ADG has installed over 130 PV systems with a total rated capacity of over 1.5 megawatts. John's company is one of 13 industry partners of the Center for Photovoltaic Innovation and

Commercialization at the University of Toledo and a member of the Ohio Advanced Energy Business Council. Through these professional affiliations, ADG is working toward lowering the cost of installed PV by standardizing design and construction practices.

- ADG has design & operation experience with various data-logger based systems, including Campbell Scientific, HP, and PC-based logging equipment. Expertise includes the specification and installation of sensors and associated signal-conditioning equipment for various measurements, such as ambient and module temperature, wind speed & direction, irradiance, AC and DC current, AC and DC voltage, power, etc. ADG also has programming experience with the Campbell and HP data-logger systems. PC-based data collection programming experience includes National Instruments LabView and Visual Basic.
- Other ADG Expertise: Data reduction and reporting of long-term system performance, including the use of popular database packages (SQL Server, Microsoft Access) to store and analyze performance data. Expertise includes automated data uploading from remote loggers using modem or TCP/IP communications, automated database record generation and data checking routines, development of algorithms to correct data for temperature, spectrum, irradiance, etc., and coding of standard report formats.

**KARL A. PARKER**  
**Board Director – Edward M. Parker Electrical Academy**

***Education and Training:***

**MBA**, Global Business Development and Entrepreneurship, University of Toledo, Toledo, OH  
**BS**, Electrical Engineering, University of Toledo, Toledo, OH

***Professional Experience:***

**PARKER ENTERPRISES, LLC.** Toledo, OH, 2008 – Present  
21<sup>st</sup> Century Electrical Solutions, Electrical Engineering, Construction & Consulting Services.

**President & CEO:** Responsible for the overall business performance: including capital, strategic growth, organizational structure, customer/supplier management, engineering & contract administration.

**L&L PRODUCTS, INC.** Romeo, MI, 2008 – 2009  
Worldwide leader of sealing and structural products for the aerospace and automotive industry.

***Operations Director:***

P&L Leader for a 279 person, \$60M, business reporting to the Pres. & COO. Responsible for the overall business, incl. capital, strategic growth, logistics, transportation, organizational structure, customer/supplier mgmt, manufacturing engineering and contract administration.

- Led the transformation and restructuring of the batch mixing, extrusion and assembly organizations to reposition the business for the new realities of the market.
- Created a metrics driven (KPIs) Business Y Structure focused on exceeding all performance objectives including revenue, operating costs, SG&A, EBITDA, EH&S, capital and cash flow.
- Established a new Lean Six Sigma team that is on track to reduce total cost of operations by 11%; increase on time delivery to 99.8%, reduce inventory DOH by 65% and decrease customer quality issues below 25ppm
- Championed performance and talent management processes to improve organizational capability and flexibility.

**PENTAIR**, Water Pump Division, Delavan, WI, 2007 – 2008, Product Category Director – Water Well Pumps, Tanks and Motors & Control Systems

Business Leader of a \$240,000,000 Product Category P&L, that designed/manufactured submersible, jet centrifugal water well pumps; tanks, motors and associated controls.

- Deployed LEAN strategies, to add \$13,500,000 of new revenue, reduce cost by 6.5%, improve warranty rate by 20% and remove 70% of excess & obsolete inventory.

**GENERAL ELECTRIC**, Cincinnati, OH, 2000 – 2007

***Growth Leader /Program Manager***

Catalyze business expansion/optimize operations performance with diversified products & services including aircraft engines & medical imaging equipment and systems. Perform analyses; manage finances; devise strategic plans and deliver vital leadership in areas of marketing, sales, program/contract mgmt, customer support, human resources, process improvement, Lean/Six Sigma initiatives & special projects in US and worldwide.

- Manager & Growth Leader for GE Aviation Military Systems. Led a \$150,000,000 Military Aviation Aftermarket business. Led Growth Playbook and SII activities for new Services.
- Selected to plan, schedule and orchestrate the merger of a \$55,000,000 division into the GE Aviation organizational structure.

- Director of Service of a \$58,700,000 Healthcare Service Business, Diagnostic Imaging & IT systems. Directed field service personnel & managed 100+ customer accounts, delivered 6% over year contract revenue growth; reduced overtime by 11%; aged inventory by 80%. Achieved Omega ranking #3 amongst 25 business teams.
- Global Growth and ACFC Six Sigma Project Leader, successfully utilized Six Sigma DMAIC and DMADV, DFSS, Change Acceleration Process, Work Out and other tools; Mentored over 200 projects in US, Europe, the Middle East, Africa, South America, Asia and Canada that delivered \$20,000,000 operating margin improvement. Implemented a Six Sigma initiative for a \$3,000,000,000 South American airline and produced \$10,000,000 in cost savings; developed 10 Director Level Champions, 4 Black Belts and 80 Green Belts.

**OWENS CORNING**, Toledo, OH, 1993 – 2000

***Plant Manager :***

Spearheaded operations at a newly acquired Ft Lauderdale, FL manufacturing facility. Made financial forecasts, market analyses & formulated annual business plans to achieve target goals. Developed & controlled capital & operating budgets. Conducted workforce planning, managed the performance of non-union employees.

- Aligned new plant with corporate business model; established excellent customer relations: introduced practices that grew sales by 10%, increased throughput by 33% and boosted gross margin to 24%. Recognized for outstanding environmental management with Broward County Division of Air & Water Quality's "Green Award."
- Lead electrical engineer on multiple capital projects valued up to \$30,000,000 at 4% below budget; designed elec. power/control systems for the Roofing & Asphalt division's 35 plants.
- Served on the Corporate Diversity Council

**ORION ENGINEERING**, Jackson, Michigan 1990 – 1993

***Project Electrical Engineer :***

Provided project management/scheduling, electrical engineering, systems design, cost analysis, and specification preparation support for this engineering firm that provided services to Fortune 500 clients.

- Met with senior-level decision makers from companies such as General Motors, Ford, UpJohn, Kellogg, University of Michigan, and The City of Jackson to identify needs and establish project specifications.
- Directed the conception, design, installation, and start-up of commercial and industrial power and lighting, AC drive and PLC, motor control, and fire and smoke alarm systems.
- Performed short circuit and load flow power system analysis data acquisition.
- Served as a liaison between the company, crew members, clients, and inspection teams.

**PARKER CONSTRUCTION**, Toledo, Ohio, Prior to 1990

***VP & Director of Water Systems:***

- Held multi-faceted roles for systems/instrumentation design & new business development
- Established a proven record of project management and design engineering experience that led to promotion to Vice-President and Director of water Systems.
- Designed electrical systems and instrumentation, developed estimates and directed 90 employees in the execution of projects valued to \$750,000.
- Developed an Electrical Training Program for Apprentice and Journeyman Electricians

***Synergistic Activities :***

Six Sigma Black Belt, Licensed Electrical Engineer, Electrical Contractor Ohio, Advisory Board Member, University of Toledo Clean & Alternative Energy Incubator, Institute of Electrical and Electronics Engineers, National Black MBA Association, National Society Black of Engineers.

## FORD P. WEBER

108 East Grace Street, #500  
Richmond, Virginia 23219  
(804) 386-4496  
fordweber@gmail.com

**EDUCATION** University of Toledo  
College of Law  
Juris Doctor

University of Toledo  
Bachelor of Arts in History

**EXPERIENCE** Virginia Local Initiatives Support Corporation November 2006-March 2009  
*Executive Director* Richmond, VA

- Established strategic direction of LISC by managing program implementation, fund development, donor stewardship, and external relations with an operating budget of \$1 million and program budget of \$430,000
- Raised over \$2.1 million with \$1.75 for comprehensive redevelopment initiatives specific to Petersburg and Martinsville
- Led Virginia LISC to a historical lending year in 2007 -- \$5.567 million
- Managed and coached a team of 7 staff members to generate approximately \$14 million in loans and tax credit equity to facilitate urban revitalization projects
- Developed tactical partnerships with both government and non-profit leaders throughout the state of Virginia

City of Roanoke October 2005-October 2006  
*Director of Housing and Neighborhoods Services* Roanoke, VA

- Oversaw allocation of approximately \$3,000,000 in HUD program funds for housing and urban revitalization activities
- Initiated a Brownfield Redevelopment Program that has earned over \$1.9 million in Brownfield Redevelopment grants from U.S. EPA
- Formed an inter-departmental, cross-functional code enforcement team that successfully abated dilapidated buildings and high-profile nuisance properties

City of Toledo November 2000-September 2005  
Positions Toledo, OH

*Commissioner of Real Estate*  
*Commissioner of Utilities & Environmental Services*  
*Deputy Director, Department of Economic & Community Development*  
*Acting Director, Department of Neighborhoods*  
*Manager of Real Estate, Department of Neighborhoods*  
*Senior Attorney, Department of Law*

- Created and implemented a strategic brownfield redevelopment initiative that generated more US EPA grants (\$4.8 million) than any other community in the nation from 2003-2006, and also earned \$2.9 million in grants from the State of Ohio
- Earned a US EPA, Smart Growth Grant in 2003, for the Brownfield Community Grant --1 of 5 grants selected nationally, out of 35 competing proposals
- Effectively led and managed commercial real estate, neighborhoods, brownfield redevelopment and utilities administration for City of Toledo

**City of Toledo**

**November 2000-September 2005**

Continued

Toledo, OH

- Conceptualized and drafted an innovative City of Toledo program coordinating the expenditure of the City's HUD, brownfield redevelopment, and business development incentives to leverage a broader range of funding programs in focused revitalization efforts
- Managed an \$11 million budget as Commissioner of Utilities Administration
- Assisted in coordinating the City of Toledo's merging of the Department of Neighborhoods and the Department of Economic Development into the newly formed Department of Economic and Community Development.
- Devised central-city redevelopment strategy to create vibrant mixed-use urban neighborhoods by coordinating brownfield redevelopment with new school construction and other community development projects

**Frederickson & Heintschel Co., LPA**

**March 1996-November 2000**

**The Zeller Corporation**

**January 1991-March 1996**

**Assistant Prosecuting Attorney**

**November 1987-January 1991**

**EXTRA**

**CURRICULAR**

Leadership Metro Richmond Class of 2009

Board of Directors Virginia Housing Coalition

Board of Directors Housing Virginia

Greater Richmond Chamber of Commerce/Richmond Association of Realtors Committee on Housing Affordability

Governor Timothy Kaine's Virginia Foreclosure Prevention Task Force

**Project Impact Table**

Project Impact Metrics	During Project Period			Post Project Period, years 4-6		
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
Number of buildings retrofitted	247	91	1170	343	87	417
Total Square footage of buildings retrofitted	6,175,066	11,863,307	2,691,400	7,112,004	5,214,663	4,132,015
Average utilities savings (e.g. cost and fuel savings) achieved per unit retrofitted	30%	35%	40%	37%	35%	33%
Jobs created or retained	859	2554	2879	1361	1211	1534
Average emissions reductions (MMT Co2 <sup>1</sup> ) per unit	868	868	1047	898	941	912
EECBG Funds Expended	40,000	15,545,000	3,605,000	0	0	0
Leveraged Funds and in-kind resources expended	320,000	219,920,000	96,760,000	81,431,000	55,241,000	71,450,000

<sup>1</sup>MMT CO2 is million metric tons carbon dioxide equivalent

Take the total of 12 months of energy bills and divide by the approximate square footage of the conditioned space. A good average number is \$1.25 per square foot. If you are over \$2.00 per square foot you should consider energy efficiency.

### Budget Information - Non Construction Programs

Section A - Budget Summary		Estimated Unobligated Funds			New or Revised Budget		Total (g)
Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)		
1. AEU District Program		\$40,000,000	\$320,000,000			\$360,000,000	
2.						\$0	
3.						\$0	
4.						\$0	
5. Totals		\$40,000,000	\$320,000,000	\$0	\$0	\$360,000,000	
Section B - Budget Categories							
6. Object Class Categories		Grant Program, Function or Activity			Total (5)		
		(1)	(2)	(3)		(4)	
a. Personnel		\$1,200,000				\$1,200,000	
b. Fringe Benefits		\$350,000				\$350,000	
c. Travel		\$10,000				\$10,000	
d. Equipment		\$400,000				\$400,000	
e. Supplies		\$300,000				\$300,000	
f. Contractual		\$116,500,000				\$116,500,000	
g. Construction		\$4,800,000				\$4,800,000	
h. Other		\$325,000				\$325,000	
i. Total Direct Charges (sum of 6a-6h)		\$123,885,000	\$0	\$0	\$0	\$123,885,000	
j. Indirect Charges		\$650,000				\$650,000	
k. Totals (sum of 6i-6j)		\$124,535,000	\$0	\$0	\$0	\$124,535,000	
7. Program Income		\$100,080,000				\$100,080,000	

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Section C - Non-Federal Resources				
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals

8.	Advanced Energy Utility District Program		\$58,800,000	\$10,000,000	\$31,280,000	\$100,080,000
9.						\$0
10.						\$0
11.						\$0
12.	<b>Total (sum of lines 8 - 11)</b>		\$58,800,000	\$10,000,000	\$31,280,000	\$100,080,000
<b>Section D - Forecasted Cash Needs</b>						
		Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
13.	Federal	\$24,455,000	\$6,876,000	\$5,752,000	\$5,862,000	\$5,965,000
14.	Non-Federal	\$100,080,000	\$10,215,000	\$26,045,000	\$31,910,000	\$31,910,000
15.	<b>Total (sum of lines 13 and 14)</b>	\$124,535,000	\$17,091,000	\$31,797,000	\$37,772,000	\$37,875,000
<b>Section E - Budget Estimates of Federal Funds Needed for Balance of the Project</b>						
	(a) Grant Program		(b) First	(c) Second	(d) Third	(e) Fourth
16.	Advanced Energy Utility District Program		\$24,455,000	\$11,940,000	\$3,605,000	
17.						
18.						
19.						
20.	<b>Total (sum of lines 16-19)</b>		\$24,455,000	\$11,940,000	\$3,605,000	\$0
<b>Section F - Other Budget Information</b>						
21.	Direct Charges	123885000	22. Indirect Charges	650000		

23. Remarks Yr 1: All retrofits performed by Port Authority will be contracted out; and are included under Contractual (See Budget Justification) Tax Credits to owners are listed under Other All Retrofits done by the City of Toledo may be performed by City Personnel, and so are included under Construction, supplies and Equipment. The City may contract some or all of this work at a later date. Personnel is based on hiring all new positions as salaried employees; some may be filled by contractors at about the same fee, with Benefits. Indirect Cost based on 5/10ths of a percent, only to cover overhead.

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**General Instructions**  
This form is designed so that application can be made for funds from one or more grant programs. In preparing the budget, adhere to any existing Federal grantor agency guidelines which prescribe how and whether budgeted amounts should be separately shown for different functions or activities within the program. For some programs, grantor agencies may require budgets to be separately shown by function or activity. For other

**For continuing grant program applications**, submit these forms before the end of each funding period as required by the grantor agency. Enter in Columns (c) and (d) the estimated amounts of funds which will remain unobligated at the end of the grant funding period only if the Federal grantor agency instructions provide for this. Otherwise, leave these columns blank. Enter in columns (e) and (f) the amounts of funds needed for the upcoming period. The amount(s) in Column (g) should be the sum of amounts in

programs, grantor agencies may require a breakdown by function or activity. Sections A, B, C, and D should include budget estimates for the whole project except when applying for assistance which requires Federal authorization in annual or other funding period increments. In the later case, Sections A, B, C, and D should provide the budget for the first budget period (usually a year) and Section E should present the need for Federal assistance in the subsequent budget periods. All applications should contain a breakdown by the object class categories shown in Lines a-k of Section B.

#### **Section A. Budget Summary Lines 1-4 Columns (a) and (b)**

For applications pertaining to a single Federal grant program (Federal Domestic Assistance Catalog number) and not requiring a functional or activity breakdown, enter on Line 1 under Column (a) the catalog program title and the catalog number in Column (b).

For applications pertaining to a single program requiring budget amounts by multiple functions or activities, enter the name of each activity or function on each line in Column (a), and enter the catalog number in Column (b). For applications pertaining to multiple programs where none of the programs require a breakdown by function or activity, enter the catalog program title on each line in Column (a) and the respective catalog number on each line in Column (b).

For applications pertaining to multiple programs where one or more programs require a breakdown by function or activity, prepare a separate sheet for each program requiring the breakdown. Additional sheets should be used when one form does not provide adequate space for all breakdown of data required. However, when more than one sheet is used, the first page should provide the summary totals by programs.

#### **Lines 1-4, Columns (c) through (g)**

For new applications, leave Columns (c) and (d) blank. For each line entry in Columns (a) and (b), enter in Columns (e), (f), and (g) the appropriate amounts of funds needed to support the project for the first funding period (usually a year).

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Columns (e) and (f).

For supplemental grants and changes to existing grants, do not use Columns (c) and (d). Enter in Column (e) the amount of the increase or decrease of Federal funds and enter in Column (f) the amount of the increase or decrease of non-Federal funds. In Column (g) enter the new total budgeted amount (Federal and non-Federal) which includes the total previous authorized budgeted amounts plus or minus, as appropriate, the amounts shown in Columns (e) and (f). The amount(s) in Column (g) should not equal the sum of amounts in Columns (e) and (f).

Line 5—Show the totals for all columns used.

#### **Section B. Budget Categories**

In the column headings (a) through (4), enter the titles of the same programs, functions, and activities shown on Lines 1-4, Column (a), Section A. When additional sheets are prepared for Section A, provide similar column headings on each sheet. For each program, function or activity, fill in the total requirements for funds (both Federal and non-Federal) by object class categories.

Lines 6a-i—Show the totals of Lines 6a to 6h in each column.

Line 6j—Show the amount of indirect cost.

Line 6k—Enter the total of amounts on Lines 6i and 6j. For all applications for new grants and continuation grants the total amount in column (5), Line 6k, should be the same as the total amount shown in Section A, Column (g), Line 5. For supplemental grants and changes to grants, the total amount of the increase or decrease as shown in Columns (1)-(4), Line 6k should be the same as the sum of the amounts in Section A, Columns (e) and (f) on Line 5.

Line 7—Enter the estimated amount of income, if any, expected to be generated from this project. Do not add or subtract this amount from the total project amount. Show under the program narrative statement the nature and source of income. The estimated amount of program income may be considered by the federal grantor agency in determining the total amount of the grant.

#### **Section C. Non-Federal Resources**

Lines 8-11—Enter amounts of non-Federal resources that will be used on the grant. If in-kind contributions are included, provide a brief explanation on a separate sheet.

Column (a)—Enter the program titles identical to Column (a), Section A. A breakdown by function or activity is not necessary.

Column (b)—Enter the contribution to be made by the applicant.

Column (c)—Enter the amount of the State's cash and in-kind contribution if the applicant is not a State or State agency. Applicants which are a State or State agencies should leave this column blank.

Column (d)—Enter the amount of cash and in-kind contributions to be made from all other sources.

#### **Section E. Budget Estimates of Federal Funds Needed for Balance of the Project**

Lines 16-19—Enter in Column (a) the same grant program titles shown in Column

(a), Section A. A breakdown by function or activity is not necessary. For new applications and continuation grant applications, enter in the proper columns amounts of Federal funds which will be needed to complete the program or project over the succeeding funding periods (usually in years). This section need not be completed for revisions (amendments, changes, or supplements) to funds for the current year of existing grants.

If more than four lines are needed to list the program titles, submit additional schedules as necessary.

Page 3 of 6

Line 20—Enter the total for each of the Columns (b)-(e). When additional schedules are prepared for this Section, annotate accordingly and show the overall totals on this line.

**Column (e)**—Enter totals of Columns (b), (c), and (d).

**Line 12**—Enter the total for each of Columns (b)-(e). The amount in Column (e) should be equal to the amount on Line 5, Column (f) Section A.

**Section D. Forecasted Cash Needs**

**Line 13**—Enter the amount of cash needed by quarter from the grantor agency during the first year.

**Line 14**—Enter the amount of cash from all other sources needed by quarter during the first year.

**Line 15**—Enter the totals of amounts on Lines 13 and 14.

**Section F. Other Budget Information**

**Line 21**—Use this space to explain amounts for individual direct object-class cost categories that may appear to be out of the ordinary or to explain the details as required by the Federal grantor agency.

**Line 22**—Enter the type of indirect rate (provisional, predetermined, final or fixed) that will be in effect during the funding period, the estimated amount of the base to which the rate is applied, and the total indirect expense.

**Line 23**—Provide any other explanations or comments deemed necessary.





Applicant Name: Toledo-Lucas County Port Authority - Year 2 Award Number: \_\_\_\_\_

**Budget Information - Non Construction Programs**

OMB Approval No. 0348-0044

Section A - Budget Summary		Estimated Unobligated Funds		New or Revised Budget		
Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	Total (g)
1. AEU District Program		\$15,545,000	\$219,920,000			\$235,465,000
2.						\$0
3.						\$0
4.						\$0
5. Totals		\$15,545,000	\$219,920,000	\$0	\$0	\$235,465,000
Section B - Budget Categories						
6. Object Class Categories		Grant Program, Function or Activity		(3)	(4)	Total (5)
		(1)	(2)			
a. Personnel		\$1,600,000				\$1,600,000
b. Fringe Benefits		\$480,000				\$480,000
c. Travel		\$20,000				\$20,000
d. Equipment		\$600,000				\$600,000
e. Supplies		\$1,700,000				\$1,700,000
f. Contractual		\$94,500,000				\$94,500,000
g. Construction		\$15,200,000				\$15,200,000
h. Other		\$20,600,000				\$20,600,000
i. Total Direct Charges (sum of 6a-6h)		\$134,700,000	\$0	\$0	\$0	\$134,700,000
j. Indirect Charges		\$400,000				\$400,000
k. Totals (sum of 6i-6j)		\$135,100,000	\$0	\$0	\$0	\$135,100,000
7. Program Income		\$123,160,000				\$123,160,000

Section C - Non-Federal Resources					
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals	
8. Advanced Energy Utility District Program	\$66,000,000	\$12,000,000	\$45,160,000	\$123,160,000	
9.				\$0	
10.				\$0	
11.				\$0	
12. Total (sum of lines 8 - 11)	\$66,000,000	\$12,000,000	\$45,160,000	\$123,160,000	
Section D - Forecasted Cash Needs					
	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th quarter
13. Federal	\$11,940,000	\$4,360,000	\$860,000	\$860,000	\$5,965,000
14. Non-Federal	\$123,160,000	\$39,265,000	\$39,265,000	\$21,265,000	\$23,365,000
15. Total (sum of lines 13 and 14)	\$135,100,000	\$43,625,000	\$40,125,000	\$22,125,000	\$29,330,000
Section E - Budget Estimates of Federal Funds Needed for Balance of the Project					
	Future Funding Periods (Years)				
(a) Grant Program	(b) First	(c) Second	(d) Third	(e) Fourth	
16. Advanced Energy Utility District Program	\$24,455,000	\$11,940,000	\$3,605,000		
17.					
18.					
19.					
20. Total (sum of lines 16-19)	\$24,455,000	\$11,940,000	\$3,605,000	\$0	
Section F - Other Budget Information					
21. Direct Charges	134700000				
22. Indirect Charges	400000				

23. Remarks Yr 2: All retrofits performed by Port Authority will be contracted out; and are included under Contractual (See Budget Justification) Tax Credits to owners are listed under Other All Retrofits done by the City of Toledo may be performed by City Personnel; and so are included under Construction; supplies and Equipment. The City may contract some or all of this work at a later date. Personnel is based on hiring all new positions as salaried employees; some may be filled by contractors at about the same fee, with Benefits. Indirect Cost based on 5/10ths of a percent, only to cover overhead.

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**General Instructions**

This form is designed so that application can be made for funds from one or more grant programs. In preparing the budget, adhere to any existing Federal grantor agency guidelines which prescribe how and whether budgeted amounts should be separately shown for different functions or activities within the program. For some programs, grantor agencies may require budgets to be separately shown by function or activity. For other programs, grantor agencies may require a breakdown by function or activity. Sections A, B, C, and D should include budget estimates for the whole project except when applying for assistance which requires Federal authorization in annual or other funding period increments. In the later case, Sections A, B, C, and D should provide the budget for the first budget period (usually a year) and Section E should present the need for Federal assistance in the subsequent budget periods. All applications should contain a breakdown by the object class categories shown in Lines a-k of Section B.

**Section A. Budget Summary Lines 1-4 Columns (a) and (b)**

For applications pertaining to a **single** Federal grant program (Federal Domestic Assistance Catalog number) and **not requiring** a functional or activity breakdown, enter on Line 1 under Column (a) the catalog program title and the catalog number in Column (b).

For applications pertaining to a **single** program **requiring** budget amounts by multiple functions or activities, enter the name of each activity or function on each line in Column (a), and enter the catalog number in Column (b). For applications pertaining to multiple programs where none of the programs require a breakdown by function or activity, enter the catalog program title on each line in Column (a) and the respective catalog number on each line in Column (b).

For applications pertaining to **multiple** programs where one or more programs **require** a breakdown by function or activity, prepare a separate sheet for each program requiring the breakdown. Additional sheets should be used when one form does not provide adequate space for all breakdown of data required. However, when more than one sheet is used, the first page should provide the summary totals by programs.

**Lines 1-4, Columns (c) through (g)**

For **new applications**, leave Columns (c) and (d) blank. For each line entry in Columns (a) and (b), enter in Columns (e), (f), and (g) the appropriate amounts of funds needed to support the project for the first funding period (usually a year).

For **continuing grant program applications**, submit these forms before the end of each funding period as required by the grantor agency. Enter in Columns (c) and (d) the estimated amounts of funds which will remain unobligated at the end of the grant funding period only if the Federal grantor agency instructions provide for this. Otherwise, leave these columns blank. Enter in columns (e) and (f) the amounts of funds needed for the upcoming period. The amount(s) in Column (g) should be the sum of amounts in Columns (e) and (f).

For **supplemental grants and changes** to existing grants, do not use Columns (c) and (d). Enter in Column (e) the amount of the increase or decrease of Federal funds and enter in Column (f) the amount of the increase or decrease of non-Federal funds. In Column (g) enter the new total budgeted amount (Federal and non-Federal) which includes the total previous authorized budgeted amounts plus or minus, as appropriate, the amounts shown in Columns (e) and (f). The amount(s) in Column (g) should not equal the sum of amounts in Columns (e) and (f).

**Line 5**—Show the totals for all columns used.

**Section B. Budget Categories**

In the column headings (a) through (4), enter the titles of the same programs, functions, and activities shown on Lines 1-4, Column (a), Section A. When additional sheets are prepared for Section A, provide similar column headings on each sheet. For each program, function or activity, fill in the total requirements for funds (both Federal and non-Federal) by object class categories.

**Lines 6a-i**—Show the totals of Lines 6a to 6h in each column.

**Line 6j**—Show the amount of indirect cost.

**Line 6k**—Enter the total of amounts on Lines 6i and 6j. For all applications for new grants and continuation grants the total amount in column (5), Line 6k, should be the same as the total amount shown in Section A, Column (g), Line 5. For supplemental grants and changes to grants, the total amount of the increase or decrease as shown in Columns (1)-(4), Line 6k should be the same as the sum of the amounts in Section A, Columns (e) and (f) on Line 5.

**Line 7**—Enter the estimated amount of income, if any, expected to be generated from this project. Do not add or subtract this amount from the total project amount. Show under the program narrative statement the nature and source of income. The estimated amount of program income may be considered by the federal grantor agency in determining the total amount of the grant.

**Section C. Non-Federal Resources**

**Lines 8-11**—Enter amounts of non-Federal resources that will be used on the grant. If in-kind contributions are included, provide a brief explanation on a separate sheet.

**Column (a)**—Enter the program titles identical to Column (a), Section A. A breakdown by function or activity is not necessary.

**Column (b)**—Enter the contribution to be made by the applicant.

**Column (c)**—Enter the amount of the State's cash and in-kind contribution if the applicant is not a State or State agency. Applicants which are a State or State agencies should leave this column blank.

**Column (d)**—Enter the amount of cash and in-kind contributions to be made from all other sources.

**Column (e)**—Enter totals of Columns (b), (c), and (d).

**Line 12**—Enter the total for each of Columns (b)-(e). The amount in Column (e) should be equal to the amount on Line 5, Column (f) Section A.

**Section D. Forecasted Cash Needs**

**Line 13**—Enter the amount of cash needed by quarter from the grantor agency during the first year.

**Line 14**—Enter the amount of cash from all other sources needed by quarter during the first year.

**Line 15**—Enter the totals of amounts on Lines 13 and 14.

**Section E. Budget Estimates of Federal Funds Needed for Balance of the Project**

**Lines 16-19**—Enter in Column (a) the same grant program titles shown in Column

(a), Section A. A breakdown by function or activity is not necessary. For new applications and continuation grant applications, enter in the proper columns amounts of Federal funds which will be needed to complete the program or project over the succeeding funding periods (usually in years). This section need not be completed for revisions (amendments, changes, or supplements) to funds for the current year of existing grants.

If more than four lines are needed to list the program titles, submit additional schedules as necessary.

**Line 20**—Enter the total for each of the Columns (b)-(e). When additional schedules are prepared for this Section, annotate accordingly and show the overall totals on this line.

**Section F. Other Budget Information**

**Line 21**—Use this space to explain amounts for individual direct object-class cost categories that may appear to be out of the ordinary or to explain the details as required by the Federal grantor agency.

**Line 22**—Enter the type of indirect rate (provisional, predetermined, final or fixed) that will be in effect during the funding period, the estimated amount of the base to which the rate is applied, and the total indirect expense.

**Line 23**—Provide any other explanations or comments deemed necessary.

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Applicant Name: Toledo-Lucas County Port Authority - Year 3

Award Number:

### Budget Information - Non Construction Programs

OMB Approval No. 0348-0044

Section A - Budget Summary		Estimated Unobligated Funds				New or Revised Budget	
Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	Total (g)	
1. AEU District Program		\$3,605,000	\$96,760,000			\$100,365,000	
2.						\$0	
3.						\$0	
4.						\$0	
5. Totals		\$3,605,000	\$96,760,000	\$0	\$0	\$100,365,000	
Section B - Budget Categories							
6. Object Class Categories		Grant Program, Function or Activity		(3)	(4)	Total (5)	
		(1)	(2)				
a. Personnel		\$1,400,000				\$1,400,000	
b. Fringe Benefits		\$420,000				\$420,000	
c. Travel		\$20,000				\$20,000	
d. Equipment		\$1,000,000				\$1,000,000	
e. Supplies		\$1,000,000				\$1,000,000	
f. Contractual		\$60,000,000				\$60,000,000	
g. Construction		\$15,000,000				\$15,000,000	
h. Other		\$20,825,000				\$20,825,000	
i. Total Direct Charges (sum of 6a-6h)		\$99,665,000	\$0	\$0	\$0	\$99,665,000	
j. Indirect Charges		\$700,000				\$700,000	
k. Totals (sum of 6i-6j)		\$100,365,000	\$0	\$0	\$0	\$100,365,000	
7. Program Income		\$96,760,000				\$96,760,000	

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Section C - Non-Federal Resources					
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) Totals	
8. Advanced Energy Utility District Program	\$80,000,000	\$6,000,000	\$10,760,000	\$96,760,000	
9.				\$0	
10.				\$0	
11.				\$0	
12. Total (sum of lines 8 - 11)	\$80,000,000	\$6,000,000	\$10,760,000	\$96,760,000	
Section D - Forecasted Cash Needs					
	Total for 3rd Year	1st Quarter	2nd Quarter	3rd Quarter	4th quarter
13. Federal	\$3,605,000	\$960,000	\$965,000	\$835,555	\$845,000
14. Non-Federal	\$96,760,000	\$24,415,000	\$24,415,000	\$24,465,000	\$23,465,000
15. Total (sum of lines 13 and 14)	\$100,365,000	\$25,375,000	\$25,380,000	\$25,300,555	\$24,310,000
Section E - Budget Estimates of Federal Funds Needed for Balance of the Project					
	(a) Grant Program	(b) First	(c) Second	(d) Third	(e) Fourth
16. Advanced Energy Utility District Program	Final year of Program				
17.					
18.					
19.					
20. Total (sum of lines 16-19)					
Section F - Other Budget Information					
21. Direct Charges	99665000				
22. Indirect Charges		700000			
23. Remarks	Yr 3: All retrofits performed by Port Authority will be contracted out; and are included under Contractual (See Budget Justification) Tax Credits to owners are listed uner Other All Retrofits done by the City of Toledo may be performed by City Personnel; and so are included under Construction; supplies and Equipment. The City may contract some or all of this work at a later date. Personnel is based on hiring all new positions as salaried employees; some may be filled by contractors at about the same fee, with Benefits. Indirect Cost based on 5/10ths of a percent, only to cover overhead.				

**Instructions for the SF-424A**

Public Reporting Burden for this collection of information is estimated to average 3.0 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Please do not return your completed form to the Office of Management and Budget; send it to the address provided by the sponsoring agency.

**General Instructions**

This form is designed so that application can be made for funds from one or more grant programs. In preparing the budget, adhere to any existing Federal grantor agency guidelines which prescribe how and whether budgeted amounts should be separately shown for different functions or activities within the program. For some programs, grantor agencies may require budgets to be separately shown by function or activity. For other programs, grantor agencies may require a breakdown by function or activity. Sections A, B, C, and D should include budget estimates for the whole project except when applying for assistance which requires Federal authorization in annual or other funding period increments. In the later case, Sections A, B, C, and D should provide the budget for the first budget period (usually a year) and Section E should present the need for Federal assistance in the subsequent budget periods. All applications should contain a breakdown by the object class categories shown in Lines a-k of Section B.

**Section A. Budget Summary Lines 1-4 Columns (a) and (b)**

For applications pertaining to a **single** Federal grant program (Federal Domestic Assistance Catalog number) and **not requiring** a functional or activity breakdown, enter on Line 1 under Column (a) the catalog program title and the catalog number in Column (b).

For applications pertaining to a **single** program **requiring** budget amounts by multiple functions or activities, enter the name of each activity or function on each line in Column (a), and enter the catalog number in Column (b). For applications pertaining to multiple programs where none of the programs require a breakdown by function or activity, enter the catalog program title on each line in **Column (a)** and the respective catalog number on each line in Column (b).

For applications pertaining to **multiple** programs where one or more programs **require** a breakdown by function or activity, prepare a separate sheet for each program requiring the breakdown. Additional sheets should be used when one form does not provide adequate space for all breakdown of data required. However, when more than one sheet is used, the first page should provide the summary totals by programs.

**Lines 1-4, Columns (c) through (g)**

For **new** applications, leave Columns (c) and (d) blank. For each line entry in Columns (a) and (b), enter in Columns (e), (f), and (g) the appropriate amounts of funds needed to support the project for the first funding period (usually a year).

For **continuing grant program applications**, submit these forms before the end of each funding period as required by the grantor agency. Enter in Columns (c) and (d) the estimated amounts of funds which will remain unobligated at the end of the grant funding period only if the Federal grantor agency instructions provide for this. Otherwise, leave these columns blank. Enter in columns (e) and (f) the amounts of funds needed for the upcoming period. The amount(s) in Column (g) should be the sum of amounts in Columns (e) and (f).

For **supplemental grants and changes** to existing grants, do not use Columns (c) and (d). Enter in Column (e) the amount of the increase or decrease of Federal funds and enter in Column (f) the amount of the increase or decrease of non-Federal funds. In Column (g) enter the new total budgeted amount (Federal and non-Federal) which includes the total previous authorized budgeted amounts plus or minus, as appropriate, the amounts shown in Columns (e) and (f). The amount(s) in Column (g) should not equal the sum of amounts in Columns (e) and (f).

**Line 5**—Show the totals for all columns used.

**Section B. Budget Categories**

In the column headings (a) through (4), enter the titles of the same programs, functions, and activities shown on Lines 1-4, Column (a), Section A. When additional sheets are prepared for Section A, provide similar column headings on each sheet. For each program, function or activity, fill in the total requirements for funds (both Federal and non-Federal) by object class categories.

**Lines 6a-i**—Show the totals of Lines 6a to 6h in each column.

**Line 6j**—Show the amount of indirect cost.

**Line 6k**—Enter the total of amounts on Lines 6i and 6j. For all applications for new grants and continuation grants the total amount in column (5). Line 6k should be the same as the total amount shown in Section A, Column (g), Line 5. For supplemental grants and changes to grants, the total amount of the increase or decrease as shown in Columns (1)-(4), Line 6k should be the same as the sum of the amounts in Section A, Columns (e) and (f) on Line 5.

**Line 7**—Enter the estimated amount of income, if any, expected to be generated from this project. Do not add or subtract this amount from the total project amount. Show under the program narrative statement the nature and source of income. The estimated amount of program income may be considered by the federal grantor agency in determining the total amount of the grant.

**Section C. Non-Federal Resources**

**Lines 8-11**—Enter amounts of non-Federal resources that will be used on the grant. If in-kind contributions are included, provide a brief explanation on a separate sheet.

**Column (a)**—Enter the program titles identical to Column (a), Section A. A breakdown by function or activity is not necessary.

**Column (b)**—Enter the contribution to be made by the applicant.

**Column (c)**—Enter the amount of the State's cash and in-kind contribution if the applicant is not a State or State agency. Applicants which are a State or State agencies should leave this column blank.

**Column (d)**—Enter the amount of cash and in-kind contributions to be made from all other sources.

**Column (e)**—Enter totals of Columns (b), (c), and (d).

**Line 12**—Enter the total for each of Columns (b)-(e). The amount in Column (e) should be equal to the amount on Line 5, Column (f) Section A.

**Section D. Forecasted Cash Needs**

**Line 13**—Enter the amount of cash needed by quarter from the grantor agency during the first year.

**Line 14**—Enter the amount of cash from all other sources needed by quarter during the first year.

**Line 15**—Enter the totals of amounts on Lines 13 and 14.

**Section E. Budget Estimates of Federal Funds Needed for Balance of the Project**

**Lines 16-19**—Enter in Column (a) the same grant program titles shown in Column

(a), Section A. A breakdown by function or activity is not necessary. For new applications and continuation grant applications, enter in the proper columns amounts of Federal funds which will be needed to complete the program or project over the succeeding funding periods (usually in years). This section need not be completed for revisions (amendments, changes, or supplements) to funds for the current year of existing grants.

If more than four lines are needed to list the program titles, submit additional schedules as necessary.

**Line 20**—Enter the total for each of the Columns (b)-(e). When additional schedules are prepared for this Section, annotate accordingly and show the overall totals on this line.

**Section F. Other Budget Information**

**Line 21**—Use this space to explain amounts for individual direct object-class cost categories that may appear to be out of the ordinary or to explain the details as required by the Federal grantor agency.

**Line 22**—Enter the type of indirect rate (provisional, predetermined, final or fixed) that will be in effect during the funding period, the estimated amount of the base to which the rate is applied, and the total indirect expense.

**Line 23**—Provide any other explanations or comments deemed necessary.

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