

To: Matt Cherry, President and Members of City Council

From: Wade Kapszukiewicz, Mayor

Subject: Appointment to the Toledo Express Airports JEDD Board

10/27/2020

I Recommend the Following Appointment to the Toledo Express Airports JEDD Board

New Appointee	Appointee Replaced	Proposed Term of Office	Section 61 waiver as a special engagement	Reserved Slot / Type	Recommended by (if applicable)	Attendance Record	Resume attached
Brian McMahon	VACANT	3 years, expiring 11/3/2023	No		Mayor		Yes



Wade Kapszukiewicz
Mayor

The Danberry National Difference

Danberry National Ltd. is a full-service Commercial/Industrial Real Estate Brokerage company headquartered in Perrysburg, Ohio. We provide real estate brokerage services throughout NW Ohio. We specialize in land sales and site selection for retail, industrial, and office clients, with an extensive expertise in acquisition and disposition of existing buildings and facilities, as well as land development. Danberry National Ltd. has served the market for approximately 45+ years. Although our core business is real estate brokerage, we have extensive experience in participating as a partner/developer in numerous retail and industrial projects throughout the area.

“In economic development, as in life, there are thinkers and there are doers. Then there are a select group of people who are both thinkers and doers. We have been very lucky to have Brian as one of those who has contributed his time and energy to the WCEDC.” – Tom Blaha, former WCEDC Executive Director

“I greatly respect your ethics and professionalism and I respect you as a true gentleman, noting that there are few people that I call a true gentleman!” - The Rev. Darlene Fugate, pastor of RiverPoint Ministries said of Brian W. McMahon, President, Danberry National, Ltd.

Shaping Northwest Ohio

Danberry National Ltd. has participated in assembling sites for some of the larger developments in the area such as the General Growth/Fallen Timbers project consisting of a 1.3 million square foot Towne Center; Spring Meadows Place Shopping Center development comprising a 160 AC mixed-use project at Airport Highway and I-475 in Springfield Township that was one of the first “power centers” in the market; North Towne Commons Shopping Center – a large retail development at Alexis Road and Lewis Avenue in Toledo, OH; a 225 AC assembly for Bass Pro Shops in the “Crossroads of America” development in Rossford, OH; a 1,200 AC site assembled on behalf of the City of Toledo in Monclova Township; a 1,500 AC “Crossroads of America” development at I-75 & the Ohio Turnpike 80/90 in Rossford, OH; a 400 AC mixed use development called The Villages at Waterville Landing. Danberry National Ltd. was also joint venture partner with some of the nation’s largest retail developers that resulted in over three million square feet of retail space.

DANBERRY NATIONAL, LTD.
624 W. South Boundary, Ste. B
Perrysburg, Ohio 43551
www.danberrynational.com
419.874.2800



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Affiliates

Bowling Green State University
City of Maumee
City of Northwood
City of Oregon Development Foundation
City of Perrysburg
City of Port Clinton
City of Rossford
City of Sandusky
City of Toledo
City of Waterville
Defiance County Economic Development
Lake Township
Lucas County Sherriff's Office
Middleton Township
Monclova Township
Northwest Ohio Region Economic Development
Perkins Township
Regional Growth Partnership
Springfield Township
Swanton Township
Toledo Lucas County Port Authority
Toledo Metropolitan Area Council of Governments
Troy Township
University of Toledo
University of Toledo Medical College
Wood County Economic Development Commission
Wood County Port Authority
Wood County Sheriff's Office



Brian W. McMahon President, Danberry National, Ltd.

Brian W. McMahon has been a Real Estate Broker/Developer for over 45 years.

Brian's brokerage career in real estate has focused on Commercial/Industrial Brokerage specializing in large land assemblies, site acquisitions and retail/multi-family developments and industrial/business parks.



He has participated in some of the largest land assembly transactions in NW Ohio. In the late 1970's, Brian assembled over 1,200 AC of land for Don Scholz, founder of Scholz Homes. Mr. Scholz purchased the property with the intention of developing a very large mixed-use residential/commercial/industrial development located in the area known as Fallen Timbers. Scholz's intention was to become one of the nation's first and largest residential REITs after he sold his company to Inland Steel.

In the early 1980's, he was retained by the City of Toledo to assemble an area from the Ohio Turnpike 80/90 south, to the Maumee River, comprising most of the western border of the City of Maumee. The City of Toledo acquired the property, but was not able to reach an agreement with its suburban neighbors as to how the property would be annexed and developed. Most of the property was then annexed by the City of Maumee and is currently part of an extensive Joint Economic Development Zone (JEDZ) between Toledo, Maumee and Monclova Township. Much of this land has been developed into industrial business parks such as Briarfield Business Park, Triad Business Center, the new Dana World Headquarters and the Shops at Fallen Timbers Towne Center, developed by General Growth. Brian's assembly for the General Growth development has become one of the largest Towne Centers in NW Ohio.

He was also retained by the developers of the Fallen Timbers Golf Course/Residential Community to assemble 450 AC of land located west of the Shops at Fallen Timbers. Additionally, he assembled over 500 AC of land north of Fallen Timbers which now consists of several hundred condominiums, residential and retirement communities.

Brian also participated in assembling the land developed for "Access Pointe" comprising approximately of 650 AC. As part of the marketing of this property, he worked with the Libbey-Owens-Ford Co. and private land owners along with the Mayors of Rossford and Northwood, their City Administrators, the President of

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Owens Community College, the Wood County Economic Development Commission (WCEDC) and the Toledo-Lucas County Port Authority to form a Joint Economic Development Zone (JEDZ). They rezoned all of the property and provided incentives that resulted in the creation of the infrastructure to allow this

property to be developed. To-date, there are several thousand jobs that have been created as a result of a number of national and regional companies developing portions of Access Pointe such as Johnson Controls, Interstate Brands, Magna/Norplas Industries, FedEx, Ohio CAT, Treu House of Munch, Thyssen-Krup and most recently the FedEx Freight Distribution Facility.

In the early 1980's, he was retained by the land owners for the assembly of approximately 1,200 AC of land that has been developed into the "Crossroads of America" project that came about when the new interchange between the Ohio Turnpike 80/90 and I-75 was created. He assisted the land owners in annexing the property to the City of Rossford to obtain the zoning for the property and the utilities/infrastructure necessary for its development. He continued to represent the land owners as the dominant broker in the marketing of the land in the Crossroads resulting in over 3,000,000 SF of retail space including a Bass Pro store. The Bass Pro development was a 14-year effort on the part of State and Local political leadership including the Wood County Economic Development Commission (WCEDC). Brian and others were instrumental in changing the State Law to allow Bass Pro the incentives that they requested. Bass Pro then purchased over 250 AC of land and has developed a new store as part of the Crossroads.

Brian McMahon/Danberry National Ltd. currently represents some of the largest real estate developments in NW Ohio including 1,000 AC known as Eastwood Commerce Center/Dominion; Land-Air Business Park comprising of 300 AC of land directly across from Toledo Express Airport; Levis Commons Towne Center peripheral land; The Villages at Waterville Landing comprising of 350 AC of mixed-used at the new interchange with Route 64 & U.S. 24 in Waterville; Enterprise Industrial Park comprising of 200 AC in Defiance.

In the late 1970's, he expanded into real estate development that included some of the largest retail projects in the market. As a partner in numerous Kroger Centers including one of the largest "Power Centers" in the market, he partnered with JCP Realty and a Detroit-based developer, known as Spring Meadows Place comprising over 1,000,000 SF; North Towne Commons comprising approximately 400,000 SF; and Park Place in Sandusky, OH as a joint venture with The DeBartolo Corp. To-date, those retail developments consist of approximately 3,000,000 SF.

Brian has been a member of the Toledo Board of Realtors, Ohio Board of Realtors, International Council of Shopping Centers (ICSC), Board Member of the Wood County Economic Development Commission (WCEDC), University of Toledo Foundation Trustee as a University of Toledo Real Estate Corp. Board Member.

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Brian and his wife Marcy were Founders of the Make-A-Wish (MAW) Foundation of NW Ohio that grants wishes to children suffering from life-threatening diseases. MAW has grown into one of the largest charities in NW Ohio.

They have 2 grown children, two grandsons and reside in Toledo, Ohio.

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“Testimonial”



From: Allison Horis <AHoris@big-cedar.com>
Sent: Tuesday, January 15, 2019 12:15 PM
To: Brian McMahon <brian@danberrynational.com>
Subject: DANBERRY NATIONAL'S 50TH YEAR IN BUSINESS - BASS PRO - ROSSFORD, OH STORE - TESTIMONIAL

Here is our submission for your website:

Our relationship with Danberry National resulted in a signature Bass Pro Shops Outdoor World location at the intersection of two of the largest interstates in North America. Danberry's genuine dedication and commitment to our success every step of the way allowed us to realize this longstanding dream. Millions of sportsmen and women, kids and families, and people from all walks of life have become inspired to enjoy the great outdoors as a result. Thank you for your support, and congratulations to all on your 50th anniversary.

– Johnny Morris, conservationist and Bass Pro Shops founder/CEO

Thank you,

Allison Horis

Executive Assistant to
Debbie Bennett, Vice President of Hospitality



612 Devil's Pool Road
Ridgedale, MO 65739
O. 417-339-5006
F. 417-334-3956

21 May 2015

Reference: Brian McMahon, Danberry National

As director of economic development in Wood County, Ohio for 27 years (I retired in 2012), I was privileged to participate in public-private partnerships which resulted in over \$3 Billion worth of private sector investment. These resulted in over 7,000 new jobs being created in a predominantly rural county with connections to the world through the U.S.' longest E-W Interstate highways (80-90), and its longest N-S highway (I-75), complemented by a state-of-the-art intermodal freight terminal covering hundreds of acres and employing hundreds of hardworking Wood Countians.

“My success” as an economic development practitioner was not down to magic or luck, but to recognizing and utilizing the unique combination of assets, both locational and human available to me for forming these partnerships and getting things done. Amongst the human assets were local business people in fields like banking, real estate, and utilities whose business interests I was able to align with the public good to create investment and business opportunities which benefit the whole community.

One such project was the “Crossroads of America,” 200+ acres at the juncture of Interstate highways 75, 80, 90 which became the setting for northwest Ohio’s Bass Pro Outdoor World superstore. Among the team members who facilitated that project were the Carpenters’ Union, the City of Rossford, and commercial realtor Brian McMahon.

The efforts and the skill of the latter were crucial in making the project happen. The large acreage was actually a combination of a dozen or so family farms that had to be painstakingly assembled so that the acreage could be marketed for a use befitting its location and magnitude. Brian McMahon met with each individual family, and persuaded them of the economies of keeping the assemblage together,

rather than piecemealing it away for short gain. Due to some pre-existing external issues between Bass Pro and the State of Ohio, it took over a decade for this transaction to be consummated. Mr. McMahon was able to successfully hold the coalition (and the assemblage) together to everyone's advantage. Among the many things Brian brings to the table as a commercial realtor is vision. In a literal sense, I have always felt that this is enhanced by the fact that he is a licensed pilot and has the ability to see things holistically as they relate to a surrounding region. He has a very comprehensive worldview, and has global business connections, yet he is first and foremost a native of Northwest Ohio with an intimate knowledge of its economies, its politics, and its people.

It is my sincere opinion that anyone seeking to invest in, or dispose of, real estate in NW Ohio could not do better than to have Brian McMahon on their team. His vision, knowledge of the area, its "players," and his overall professionalism through his firm, Danberry National, will enhance your ability to accomplish your goals and to please your clients. I recommend him without hesitation or qualification. Please feel free to contact me (e-mail address: sockalex2003@yahoo.com) if you require any further information about Mr. McMahon or Northwest Ohio.

Sincerely,

Thomas R. Blaha, Retired
Economic Development Director
Wood County, Ohio

WOOD COUNTY PORT AUTHORITY

932 Dixie Hwy.
Rossford, OH 43460

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John Rust, Jr.
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General Counsel

Rex H. Huffman, Esq.

June 19, 2015

Mr. Brian W. McMahon, President
Danberry National, Ltd.
624 W. South Boundary, Suite B
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Dear Brian,

I enjoyed our discussion today regarding the many projects that have occurred and are occurring in our northwest Ohio region. As we discussed, Home Depot is putting the finishing touches on its reported 1.6 Million square foot distribution center in Troy Township, Wood County. This is in addition to the recently completed distribution center built in Wood County by Calphalon.

In my opinion, there are a variety of reasons that this region is seeing this recent growth. Certainly, the fact that I-80 and I-75 intersect in Wood County is a key. I assume this is also the reason for the recent expansion of FedEx Ground's 600,000 square foot facility in Rossford with a 60,000 square foot addition.

Of course added to these is the recent expansion of the CSX Transshipment Facility in Wood County. As you know, in 2011 CSX completed the construction of the hub to its intermodal operations in Wood County. It has recently completed a \$43 million expansion to the facility which enhances the ability of local manufacturers and distributors to have access to international markets through the rail networks with a local ramp. Ohio has certainly noticed the import of this facility as it is currently investing over \$261 million to add 32 miles of a third lane to both the north and south bound lanes of I-75 which will enhance the connection of the CSX facility to the I-80/I-75 intersection. This will be completed, I believe in 2016.

I am encouraged that you continue to use your imagination and vision to look for ways for companies and investors to utilize this strategic investment into infrastructure that is being made in our region. Thank you for your continued support of economic development in our region.

Yours truly,


Rex H. Huffman
General Counsel



“The Isaac Group has worked with Danberry National and Brian McMahon on many different projects for 25+ years. Brian and Brittany are a hard-working team with a diverse group of prospects and contacts. They are both “out of the box thinkers” that can create value overlooked by others. We have enjoyed this long-term relationship and look forward to future transactions.”

Zac Isaac, Isaac Properties
January 2019



Danberry National Ltd. President, Brian McMahon, was recognized for his 10 years of service on the Executive Committee of the Wood County Economic Development Commission (WCEDC).

“In economic development, as in life, there are thinkers and there are doers. Then there are a select group of people who are both – thinkers and doers. We have been very lucky to have one of those who has contributed his time and energy to the WCEDC”,

said Commissioner Alvie Perkins as he presented a plaque to Mr. McMahon.

March 30, 2011



UAW Local 12

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INTERNATIONAL UNION, UNITED AUTOMOBILE, AEROSPACE & AGRICULTURAL IMPLEMENT WORKERS OF AMERICA – UAW

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April 9, 2015

Brian,

We had a very good meeting today to discuss expansion of our Jeep Wrangler plant here in Toledo. As you know we built 511,000 Jeeps in Toledo last year between Cherokee and Wrangler, which made us the 2nd largest plant in North America. Nissan built 586,000.

If we succeed in this expansion effort we will be able to build over 700,000 per year which will clearly make us the largest automotive assembly plant of any auto maker in North America. We have also been told that the corporation would want their supplier plants to relocate in order to reduce high shipping costs, generated by higher volumes of production.

We currently have 6029 employees working in the Jeep complex and estimate the need to increase employment by another 2000 people.

I really appreciate all you do for our community and for always being so supportive of our efforts. Will keep you posted as this develops further over next couple of weeks.

Regards,

Bruce Baumhower