

# Cascade Quarterly

Growth Awards  
Edition

Fall 2007

Cascade  
Capital  
Corporation

The Quarterly Newsletter of Cascade Capital Corporation

Providing meaningful financial assistance  
to area companies poised to grow through  
investment in new operating facilities,  
equipment and human resources.

## Letter from the Director



Robert Filipiak,  
Executive Director

This particular time of year evokes both a sense of accomplishment and enthusiasm for me. On the one hand, Cascade Capital has just completed its fiscal 2007 (September 30) operating

campaign. I am pleased to report that during fiscal 2007, Cascade Capital achieved its fifth consecutive year of improved revenues and earnings. Perhaps more importantly, we established a new company record for loan approvals with 38.

My sense of enthusiasm emanates from the presentation of our 2007 Business Growth Awards Program. Cascade Capital's Business Growth Awards Program honors companies residing in Summit, Medina, Portage, Stark, Wayne, Ashland and Holmes counties that have achieved extraordinary growth in sales and employees. It is very gratifying to see there are 45 winners this year. These include:

Akron Polymer Products, Inc.	Mogadore
Akron Zoological Park	Akron
Area Wide Protective Services	Akron
Bargmann Management/	
Homecare Collection Service	Akron
Blossom Bucket Inc.	North Lawrence
Cambridge Home Health Care	Akron
Clinical Research Management, Inc.	Hinckley
CMJ Industries, Inc.	Twinsburg
Control Systems Company	Hudson
Corporate Technologies Group, Inc.	Hudson
Don Brodies Thomas Limousine Service, Inc.	Akron
Eberhardt Landscaping & Lawn Service, Inc.	Barberton
Emergency Medicine Physicians	Canton
Equity Consultants	Richfield
Fire-Dex, Inc.	Medina
Gardens of Western Reserve	
Assisted Living Residence	
Griffith Holdings, Inc.	Cuyahoga Falls
Hattie Larlham	Medina
Mantua	
Hunter's Manufacturing Co., Inc./	
Tenpoint Crossing	Suffield
Hitchcock Fleming & Associates Inc.	Akron
InfoCision Management Corporation	Akron
Jarrett Logistics Systems, Ltd.	Orrville
Kandel Transport, Inc.	Akron
The Karcher Group	North Canton
Liberty Bank, N.A.	Twinsburg
Metal Dynamics	Orrville
Packship USA	Orrville
Panther Expedited Services Inc.	Seville
PartsSource, LLC	Aurora
Portage Precision Polymers	Ravenna
R & R Sanitation, Inc.	Kent
Ritzman Pharmacies, Inc.	Wadsworth
SAS Environmental	Akron
S & V Industries, Inc.	Akron
Sequoia Financial Group	Akron
Shearer's	Brewster
SS&G Financial Services, Inc.	Akron
SS&G Healthcare Services LLC	Akron
Spectrum Surgical Instruments Corp.	Stow
Suncrest Gardens, Inc.	Pennsula
TCP, Inc.	Aurora
Vexor Technology Inc.	Medina
West Akron North America	Akron
Whitespace Creative	Akron
Will Burt Company	Orrville

## Cascade Capital recognizes award-winning teleservices company for economic impact, job growth in region

InfoCision named 2007 Legacy Award winner



Carl Albright, President and CEO of InfoCision Management Corp.

Some would argue the name InfoCision Management Corp. has become synonymous with growth in Akron and Northeast Ohio over the last 25 years.

With a trail of awards for excellence in teleservices, a growth plan that went from a single call center with two employees in Akron to 30 centers employing over 3,700 in Ohio, West Virginia and Pennsylvania, and the honor of having its name emblazoned on the brand new sports complex planned by the University of Akron, one could look to InfoCision as that of a home-grown success story that might one day make business text books.

Because of the Akron company's

phenomenal growth, Cascade Capital Corp. awarded InfoCision with the 2007 Legacy Award, the top honor of the annual Growth Awards handed out to area companies every year since 1994.

"InfoCision has proven itself to be the example by which other aspiring entrepreneurs in the area can map out their strategies for success," said Cascade Capital Executive Director Robert Filipiak. "We had recognized InfoCision in just about every category of the growth awards since the program started. It was inevitable that with the company's recent growth spurt InfoCision would receive the highest honor in the Legacy Award."

See INFOCISION, page 2

## Specialty Award winners honored for excellence in areas of expertise

Nine area companies that won Growth Awards this year from Cascade Capital Corp. were also singled out for special awards in technology, manufacturing and distribution, and service. The nine Specialty Award winners for 2007 are:

**Foods Inc.**, Brewster.

Best Overall Success Story: **Will-Burt Company**, Orrville

Service Category

Highest Percentage Increase in

Sales Growth: **Panther Expedited Services Inc.**, Seville

Highest Percentage Increase in

Employee Growth: **AWP Inc.**, Akron

Best Overall Success Story: **Jarrett**

**Logistics Systems**, Orrville

Clinical Research Management

Inc., TCP Inc., PartsSource LLC and

Shearer's Foods Inc. received specialty

awards in various categories at last year's

Growth Awards. PartsSource LLC

shared the 2006 award for Highest

Percentage Increase in Sales in the

manufacturing category with American

Aluminum Extrusions of Ohio LLC. ♦

**Staff**  
 Robert Filipiak, Executive Director  
 David Kinzel, Senior Loan Officer  
 Patty Kleines, Portfolio Specialist

**Officers**  
 Richard France, President  
 William Carlyon, Vice-President

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## SBA 504 administrative fees decline for fiscal 2008 and beyond

On October 1, 2007, the SBA reserve fee of 0.5% of the net debenture was eliminated.

This effectively decreased the administrative/funding fees associated with a SBA 504 debenture from 2.65% to 2.15%, or about 19%.

The SBA 504 Program has operated at a 0% federal subsidy since 1997 and the improving credit quality associated with SBA 504 debenture issues across the country was the major

reason leading to the fee reduction.

Remaining administrative fees associated with the SBA 504 include:

Debenture Reserve Fee	0.25%
Development Company Processing Fee	1.50%
Debenture Underwriting Fee	0.40%
<b>Total</b>	<b>2.15%</b>

### Congratulations!

Cascade Capital Corp. would like to thank the following commercial lenders that were recently recognized for providing us with most loan referrals during fiscal year 2007:

**Ted Kozma**, First Merit Bank  
**Kirsten Lino**, First Merit Bank  
**Mike Sweeney**, Huntington Bank

*Thanks for your continued support!*

### Cascade Capital welcomes new board officers and members

Cascade Capital Corp. has selected the following individuals to serve on its Board of Directors. They are:

**President:** Richard France, Fifth Third Bank; **Vice President:** William Carlyon, Huntington Bank; **Board members:** Wendy Bolas, First Merit Bank; Todd Finkle, University of Akron; Robert Littman, SS&G Inc. ♦

### INFOCISION, from page 1

Legacy Award winners are chosen by the greatest economic impact to the region over the years since the Growth Awards Program began. Companies that have won a minimum of four Growth Awards are eligible to receive the Legacy Award. InfoCision has received Growth Awards consecutively since 2001.

InfoCision is a leading inbound and outbound call center, specializing in customer acquisition, care and retention, and nonprofit fundraising. InfoCision earned its first million in 1985, and despite the 2002 national Do Not Call Registry, reported sales of \$154 million in 2006.

"This past year has been outstanding for us as a growing company and for our employees. We are extremely honored to be recognized once again for the investments we are making in Northeast Ohio," said Carl Albright, InfoCision's president and chief executive officer. "The outlook for InfoCision has never been better as we continue to expand our locations and add employees to meet increasing client demand."

InfoCision recently reached an agreement with the city of Akron to build a 160,000 square foot corporate headquarters on 15 acres of land in the Joint Economic Development District (JEDD) in Bath Township, where it is currently located. The expansion will allow the company to increase its current number of 700 local employees to 1,000. ♦

## SBA 504 Rates

Month	20 year	10 year
October-06	6.37	
November-06	6.55	6.73
December-06	6.09	
January-07	6.29	6.44
February-07	6.46	
March-07	6.20	6.30
April-07	6.29	
May-07	6.28	6.36
June-07	6.68	
July-07	6.79	6.85
August-07	6.75	
September-07	6.53	6.50

## Cascade Capital Loan Activity Year-to-Date

APPROVED	TYPE	CDC AMOUNT	TOTAL PROJECT	DATE	BANK
Smilek Investments, LLC	504	140,000	400,000	10/1/2006	Key Bank
Learnners for Life Child Development	504	151,200	432,000	10/1/2006	FirstMerit Bank
New Horizons Holdings	166	350,000	775,000	10/12/2006	Key Bank
New Horizons Holdings	504	216,000	700,000	10/12/2006	Key Bank
Akron Medina Veterinary Hospital	504	400,000	1,000,000	10/12/2006	Westfield Bank
Gilcrest Senior Wellness & Fitness Center	504	543,915	1,554,043	10/20/2006	National City Bank
Kucicki-Anthony-Vertesz Funeral Home	504	735,000	2,100,000	10/20/2006	Key Bank
Wirayco	504	2,111,000	12,700,000	10/20/2006	Huntington Bank
Bayer Chiropractic	504	1,889,000	600,000	11/3/2006	Republic Bank
Edwardt Denholm	504	240,000	320,000	11/3/2006	FirstMerit Bank
G & J One Stop	504	128,000	354,000	11/3/2006	National City Bank
Aetna Plastics	166	106,200	740,000	11/10/2006	National City Bank
Super 8 Motel	504	296,000	1,630,000	11/16/2006	NRB Chicago
Portside Holdings	504	570,500	1,630,000	11/24/2006	National City Bank
Kerr Marketing	504	1,462,800	3,707,000	11/24/2006	FirstMerit Bank
Graphic Design	504	164,000	410,000	1/23/2007	FirstMerit Bank
Window World of Akron, Canton & Cleveland	504	272,000	680,000	2/8/2007	FirstMerit Bank
Crandall Ford Inc	504	104,600	261,500	2/27/2007	Business Loans Express
Kandel Transport	504	1,176,710	3,362,028	3/20/2007	Sky Bank
Printing Concepts	166	96,250	1,000,000	3/20/07	Valley Savings
Maxco Holdings	504	278,000	695,000	4/19/2007	National City Bank
Chippewa Valley Indoor Soccer	504	209,000	700,000	5/8/2007	Huntington Bank
Summit Solutions, Inc.	504	167,500	335,000	5/8/07	National City Bank
Dutch Heart, Inc.	504	168,920	422,300	5/15/07	FirstMerit Bank
Wyandotte Athletic Club	504	345,000	1,150,000	5/15/07	CIT Small Business
Hardy Industrial Technologies	504	1,000,000	5,000,000	5/22/07	FirstMerit Bank
Hardy Industrial Technologies	504	1,000,000	5,000,000	5/22/07	FirstMerit Bank
John Kruszewski, O.D., Inc.	504	363,160	907,900	6/6/07	FirstMerit Bank
Tri-County Kia	504	1,340,000	3,600,000	6/21/07	Fifth Third
Lighting Dynamics, Inc.	504	404,000	1,010,000	6/28/07	Western Reserve Bank
The Clothing Warehouse	504	523,600	1,309,000	7/12/07	National City Bank
Specialty Metals Processing	504	1,538,000	6,154,000	7/21/07	Home Savings and Loan
Specialty Metals Processing	504	904,000	6,154,000	7/21/07	Home Savings and Loan
Hampton Inn	504	1,945,000	7,715,800	7/21/07	Sky Bank
ATNET Properties	504	332,858	832,146	7/26/07	FirstMerit Bank
Corporate Technologies	504	172,000	430,000	9/11/07	Key Bank
Inservico, Inc.	166	260,000	630,000	9/19/07	Huntington Bank
<b>TOTAL</b>		<b>22,485,213</b>	<b>63,011,717</b>		