

Lorain Port Authority

Treasury Management Proposal
Nov. 15, 2013



Member FDIC

Introduction

Thank you for providing FirstMerit Bank the opportunity to propose Treasury Management solutions to the **Lorain Port Authority**. The Treasury Management team works directly with your Relationship Manager to deliver comprehensive banking solutions; our goal in assisting your organization is to provide value-added financial products and services so that you can concentrate on your core business.

Throughout this process we've enjoyed learning about your business and how you currently operate. The solutions offered in this proposal are designed to fit your business and increase efficiency as well as maximize cash flow. With our comprehensive product suite and creative ideas, we look forward to creating a long-lasting, mutually beneficial business partnership.

The FirstMerit Difference

Treasury Management

- Responsive and knowledgeable team to assist with training and product questions
- Consultative, local Treasury Management Officers who offer creative solutions
- Straightforward and easy to use products

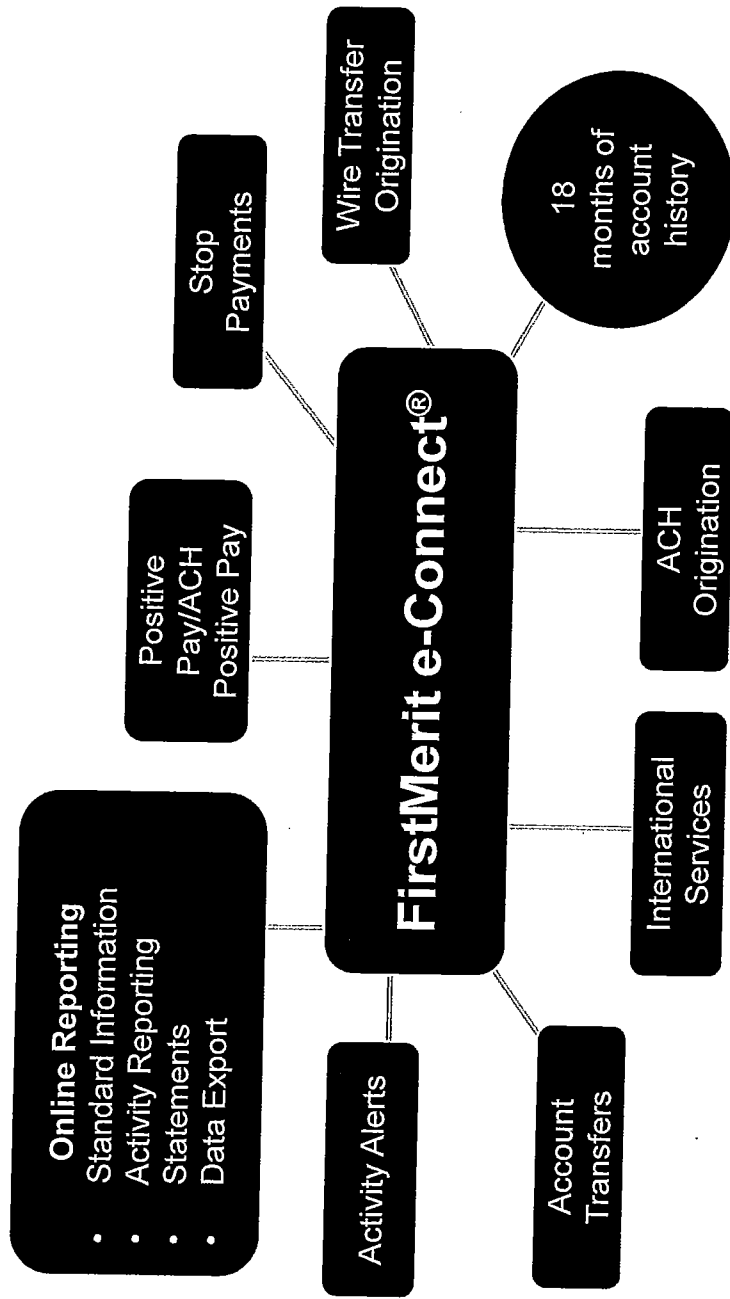
Government Banking

- Local delivery of relationship banking
- Local decision making
- Strong sales and service orientation

Summary of Existing Services

- Checking account
- Basic online banking
- CDARS interest bearing account

Comprehensive Online Treasury Management Platform



Lorain Port Authority

- Operating Account
- Money Market Account

FirstMerit Recommendations

- FirstMerit e-Connect®
- Provides you with up-to-date, critical information about your accounts, helping you to understand your cash position, enabling you to make informed decisions, and providing you with access to a full array of online payment services.
- Operating Account ; Money Market Account;
- Real time transfers between accounts
- Previous & Current Day Balance reporting; Stop Payments; Statement and Check Images
- Add on services available: Wire Transfers; ACH Collections & Payments; Positive Pay

FirstMerit Recommendations

- Money Market Account
 - A Money Market Account provides interest on a liquid account to maximize your interest income. You may transfer to the money market account online an unlimited number of times. The account may be electronically debited no more than six (6) times in a calendar month.
 - Current interest rate is 0.10% APY
- Checking Account
 - By keeping a target balance in the checking account of approximately \$319,000 monthly service charges will be offset by earnings credit at the current rate of 0.40%.

FirstMerit Optional Recommendations

- ACH Positive Pay
 - Enables you to safely allow electronic withdrawals from your business checking accounts by authorized vendors, suppliers, or trading partners, while maintaining control of the total amounts that can be debited from your accounts by each entity.
- Positive Pay
 - Designed to help protect companies of all sizes from check fraud.
- FirstMerit e-Deposit®
 - Scan checks and make deposits remotely with an extended deposit window to 7:00PM.

FirstMerit Value Proposition

FirstMerit Treasury Management Pricing Value Proposition Aug & Sep 2013 Average Balance

Average Balance	\$1,046,886
Current Bank Average Monthly Fee	\$0
Current Bank Average Monthly Interest	\$7.28
FirstMerit Bank Proposed Monthly Fees	\$0
FirstMerit Bank Average Monthly Interest	\$68.05
Estimated Monthly Interest Increase	\$60.77

FirstMerit References

- *The Cleveland-Cuyahoga County Port Authority*
 - Brent Leslie CFO
 - (216) 377-1340
 - 1100 W 9TH Street, Suite 300, Cleveland, OH 44113

FirstMerit Bank

- Founded in 1845
- \$23.5 billion in assets
- Publicly Traded (NASDAQ: FMER)
- Employees (FTE): 5,000
- Locations: 415
- Full-service 24/7 call center

Questions & Next Steps