



# FALLS CITY NEBRASKA

PASSIONATE ■ PROVEN ■ PROSPEROUS

## Falls City EDGE

## 2015 Annual Report





## A MESSAGE FROM THE EDGE PRESIDENT

JANUARY 2016

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A+, Out of Stock, 100%, No Vacancy, 4.0 GPA --- all of these signal success or perfection in one way or another. Success is measured by so many different factors and when you accomplish great things it should be celebrated. So, it's time to CELEBRATE Falls City! We have realized some great accomplishments in the last few years so you may be asking yourself what's all the excitement about and my answer would be ---- Falls City has now realized 100% occupancy of its industrial building portfolio! What does that mean from an economic development standpoint? Let me share some of the statistics/facts that go along with a healthy, vibrant industrial park as well as outline the benefits to the community:

- We have 7 (a record number) local industries including Airlanco, the Ames Companies, Herzog, Consolidated Grain and Barge, Vantec, FAST Global Solutions and Gold Star Sausage.
- Today, nearly 275 people work in our Industrial Park generating millions of dollars in income for area families.
- Industry employment projections for 2016 point to continued growth.
- These companies are growing our tax base by making significant capital investments---building additions and modernization of equipment.
- Our industries occupy a total of 260,000 square feet.
- Falls City Utilities garner significant revenue from the local industries which in turn helps the city maintain our infrastructure and keep operating costs down.
- The last time Falls City had a 100% occupancy in its industrial park was in the late 1990's.
- Another important factor in the overall health of our industry base is that our companies are small to mid-size and industrially diverse with agriculture, plastics, metal fabrication, and food processing.

Economic Development takes strategy, planning, and volunteerism — a true recipe for success. Many of the successes noted above took vision and kudos to those that had the courage to build a spec building in 1999, or the foresight to choose a Falls City location for their business, or confidence in our workforce to grow and expand! Congratulations Falls City, you have much to be proud of and I am proud to be at the helm of an organization that continues to reach new milestones that make our area a better place to do business, work, and live.

*Paul A. Keller*

# ◆ PASSIONATE ◆

- ◆ The EDGE organization relies on a passionate group of volunteers to help us advance strategic initiatives. They serve on committees, help coordinate events, travel on business trips and attend many meetings throughout the year. We wouldn't be successful without their generous time and efforts.



*RPV . . . Falls City EDGE remembers Rodney P. Vandenberg who gave so generously of his time and resources to help grow Falls City, the community he loved. He faithfully served on the EDGE Board of Directors and is greatly missed . . .*

*10/1/36 - 5/23/15*

- ◆ EDGE advocates for legislation and public policies that enhance economic development initiatives that advance growth and development objectives of our region by attending legislative events and hosting government officials. In 2015, EDGE hosted Governor Pete Ricketts and State Senator Dan Watermeier for a town hall meeting where they shared their vision and responded to the issues of constituents.



- ◆ Falls City EDGE promoted local companies at the Rural Futures Institute Community Fair held at the University of Nebraska East Campus. This event targeted college students who want to return to rural areas to live and work. EDGE also participated in the annual Peru State College career fair which gives us an opportunity to talk with students currently living and studying within the region.



- ◆ Ground Support Worldwide Magazine announced WASP (now FAST Global Solutions) was the recipient of the prestigious "Product of the Year Award". Their new standard dolly is what the magazine calls, "a 2015 ground support product leader because it replaces multiple dollies with various capacities resulting in greater efficiency for fleets." Congratulations FAST!



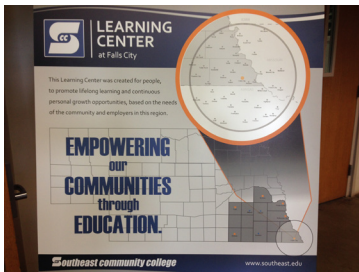
EDGE launched a new website with an updated look and the design offers responsive technology that recognizes different technological devices. Visit the new website at [www.fallscityedge.com](http://www.fallscityedge.com).

# ◆ PROVEN ◆

- ◆ EDGE is successfully growing the tax base while also offering housing options to our residents with the announcement of a new \$3M dollar investment by Excel Development Group in the Wilderness Falls sub-division. This development will include 14 new units and include a community garden. This is the third phase of development in that area in the last five years with nearly \$6.5 million dollars being invested. EDGE continues to work on adding additional housing opportunities in the area.



- ◆ Southeast Community College announced their intentions to create a regional learning center in Falls City. This outreach center is vital to the sustainability of our industries, businesses, health care facilities and workforce. Once opened, it will serve as a major education and training hub in the region.



*"I enjoyed hearing about the terrific things that are happening in your area. It is so apparent that passionate community leaders are behind the success."*

Marguerite Himmelberg,  
Southeast Community College



- ◆ Our industrial park added the food processing industry to its portfolio with the announcement of Gold Star Sausage locating its manufacturing operations in Falls City. The company started processing products in October and employs nearly 25 individuals in the areas of quality assurance, maintenance, management, production and office. Gold Star Sausage will continue to grow by adding employees and new product lines in 2016.



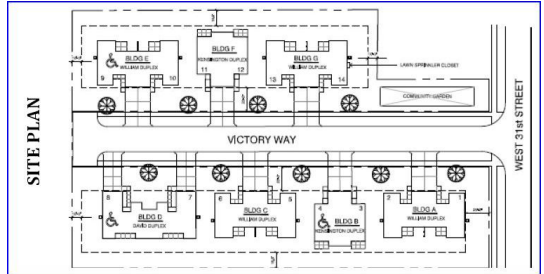
- ◆ Herzog and Gold Star Sausage added to their facilities by constructing more than 20,000 square feet of combined building additions. Herzog constructed an 80 X 180 warehouse and this new building is located west of the main building and will be used to secure raw materials. Gold Star Sausage added a 79 X 80 freezer addition which will aid in their manufacturing process. These improvements, which total over \$250,000 dollars, help grow our tax base and help us sustain vital community services. These are all very exciting improvements that anchor these industries to our community.



# ◆ PROSPEROUS ◆

- ◆ Maintained public and private investment levels and increased membership, adding four new investors to the EDGE economic development team.

- ◆ Excel's site plan aligned nicely with the 27 acre residential master plan located near Community Medical Center and it fulfills a component identified in the housing study that was completed in 2008. This development will be a major construction project in 2016.



- ◆ In 2016, Falls City EDGE will embark on its 10th year of leading economic development efforts for Falls City and Richardson County. We've had a very successful past with our current brand but as we enter into our 10th year of service to the area the EDGE Board of Director's felt it was time to rebrand the organization. We were pleased to present our technically savvy logo and modern tagline to the community. The tag line notes *Passionate - Proven - Prosperous* and really embodies the organization because we have a group of *Passionate* volunteers and citizens who have created *Proven* results which have led to a *Prosperous* business and industry community!



- ◆ Airlanco invested nearly \$179,000 dollars in modernizing their equipment which generated them \$5,300 dollars in EDGE Asset Modernization grant funds.

- ◆ 300 visitors attended a showcase event at Airlanco as EDGE celebrated the contributions they have made to the area including the addition of a Research and Development facility, employment growth to 73 employees and the significant investment of high tech robotic equipment.



Tours were given to all in attendance including 80 students from Falls City Public School, Sacred Heart and HTRS giving students the opportunity to see the variety of skilled and professional jobs available right here in Falls City.

- ◆ On a regional level, participated in the United States Department of Agriculture Stronger Economies Together initiative which brings the five counties of southeast Nebraska together in developing and implementing an economic development blueprint that strategically builds on the current and emerging economic strengths of the region.



2015

# KEY HIGHLIGHTS AND

## WORKFORCE DEVELOPMENT

Falls City EDGE works hard to meet the workforce needs of our industries and we proactively respond to the ongoing training needs of our business community. We understand how important it is to build a knowledgeable, trained and skilled workforce. In 2015, the EDGE Tri-State Labor Basin Committee was formed to work with post-secondary educational institutions to provide community-based vocational education opportunities for students seeking training to prepare them for skilled job opportunities and to provide local employers a pool of qualified workers to fill their job openings.



149 individuals attended the Gold Star Sausage job fair on August 18, 2015.

Southeast Community College offered 3 welding classes throughout 2015 with nearly 15 students completing the requirements to work in the welding industry. This is a class that was tailored to our local companies in response to their demand for welders.



*"The third welding class is going very well and all of the students are progressing through the lab portion of the class at good pace. We are batting 1000 on attendance for this class, which is awesome! At this rate, we will have an entire class that makes the grade and passes for perfect attendance too."*

*Andy Carman, SCC Welding Instructor*

*"Our FAST employees who have taken the local Southeast Community College welding class say good things about the welding techniques being taught. We fully support the program and look forward to its continuation in our community. It's a great class that provides a pipeline of qualified welders."*

*Ruben Koopman, FAST*



## PARTNERSHIPS

Falls City EDGE hosted top officials from the Nebraska Department of Economic Development and the visit included a community tour with stops at Vantec, FAST, and Consolidated Grain and Barge. The day also included roundtable discussions with the EDGE Board of Directors which provided all in attendance with a great opportunity to showcase our community's success stories as well as share our plans for future initiatives



Falls City EDGE hosted the Southeast Nebraska Regional Network meeting with nearly 30 partners attending from throughout the region. Former Senator Mike Flood, owner of fctv1 and Scott Honan, VP of Business Development for NioCorp were the guest speakers at the event.

Richardson County was designated as a Livestock Friendly county which recognizes us as a location that actively supports the livestock industry.

# EDGE DEVELOPMENTS

2015

## BUSINESS RETENTION AND EXPANSION

A key component of our industrial job growth is retention and expansion of existing industries and EDGE's Corporate Visit program facilitates these efforts. In 2015, we made visits to Vantec Inc., in Webster City, IA and Consolidated Grain and Barge in Mandeville, LA. Our Marketing and Sales team works hard to identify program resources which aid our companies in efficiency management and competitiveness in each of their respective markets.



Vantec implemented increased efficiencies resulting in a strong sales and marketing strategy which garnered 8 new molds & 10 new parts for their Falls City location. They also landed a new customer adding truck equipment, end caps, handles and drawers to their product portfolio.



The Ames Companies are planning a larger footprint in the Falls City community as they plan to ramp up in 2016 with new equipment and processes that will make their products better than ever before. Their investment in our community shows they are committed to their Falls City location.

*"Meeting one-on-one with decision-makers provides us with an opportunity to identify ways EDGE can be instrumental in facilitating retention and growth in the Falls City area. We listen and try to be as responsive as possible."*

Kevin Malone, President F&M Bank & Vice-President of EDGE



## FAST FACTS:

- 3 new franchises prefer a Falls City, NE location and they are actively looking for franchisees.
- Falls City named #10 best place to live in Nebraska (Only in your State)
- EDGE responded to 4 projects and 5 small business requests.
- Richardson County Ranked #6 for Lowest Tax Burden in Nebraska (Smart Asset)
- Falls City named #9 best town to raise a family (Nerdwallet)
- Falls City realized a net gain of 45 primary industrial jobs

### Falls City is a premier Midwest community and businesses located here benefit from:

- Strategic central U.S. location, ideally situated in southeast Nebraska to serve the Nebraska, Missouri and Kansas tri-state market area.
- Access to transcontinental interstates/U.S. highways and rail systems.
- Advanced Fiber-to-the-Home telecommunications network and utility infrastructure with capacity to meet increased growth demands.
- Progressive, pro-business climate and performance-based incentives.
- Job-ready workforce and customized, flexible training assistance.
- Diverse business and employment base, including manufacturing, healthcare, education and government.
- Competitively priced available site and building options.
- Quality of living attractive to workers and families.





Falls City EDGE would like to THANK all 2015 Investors for partnering with us as we strive to make an impact in our community. Support from generous people like you make this possible!



**Public Investors:**

City of Falls City (\$120,000)  
Richardson County (\$20,000)

**Private Investors:**

**Visionary Investors**  
(\$5,000 and greater)

Community Medical Center, Inc.  
Consolidated Grain and Barge Co.  
Dorr and Clark Funeral Home  
Farm & City Supply  
F&M Bank  
Frontier Bank  
Halbert, Dunn & Halbert, L.L.C.  
Hartman, Edward and Sandra  
Southeast Nebraska  
Communications  
Vandeberg Family Foundation/  
Vandeberg, Rodney

**Champion Investors**  
(\$2,500-\$4,999)

Aitken, Robert W. (CPA)  
Armbruster Motor Co.  
Morehead, Amalia

**Catalyst Investors**  
(\$1,000-\$2,499)

Airlanco  
Animal Health Center  
Falls City Journal  
FAST, Inc  
Great Western Bank  
Haws, Butch & Dobey  
Hullman's Ford  
Merz Farm Equipment  
Miller-Monroe Company, Inc.  
Sun Mart Foods

**Advocate Investors**  
(\$500-\$999)

AHRS Construction, Inc.  
American National Bank  
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Chaney Furniture Company  
Check-In Motel  
Dan Scholl Seed  
Edward Jones Investments  
Falls City Area Chamber  
Falls City Healthcare Community  
Falls City Family Practice, P.C.  
Falls City Mercantile Co.  
Goldsmith Abstract & Title Co.  
Habben, Dr. Jon & Kathy

James, Dr. Charles R. (DDS)  
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Jorgensen Surveying  
Martin, John & Kathy  
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Neal Parsons Law Office  
Omaha Public Power District  
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Therapy Services, LLC  
Poppe Realty & Management, LLC  
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Rathje, Dana & Lori  
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Snethen Farms/  
Snethen Trucking Inc.  
Southeast Ready Mix/  
Concrete Industries, Inc.  
Stripes & Signs  
Veigel, Merle & Sara  
Vision Inn

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(Individual & nonprofit 100-\$499)

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Brott, Steven & BK  
Burghart, Robert & Joyce  
Campbell, Don & Laverne  
Castle, Mike & Jean  
Chesnut, Bev  
Duerfeldt, Austin  
Duerfeldt, Jerry & Linda  
Duerfeldt, Lester - Mem.  
By Jerry Duerfeldt  
Duerfeldt, Richard & Jan  
Duerfeldt, Stan & Stacey  
Dunn, Andy & Nicole  
Eickhoff, Ryan & Halbert, Andy  
Engles, Bob & Wendy  
Falls City BPO Elks  
Falls City Area Jaycees  
Falls City Rotary Club  
Finck, Mike & Cheryl  
Finck, Mrs. Ray  
Froeschl, Marty & Gail  
Harschl, Phil & Laurie  
Garriott, Mike & Brenda  
Gist, Martin & Mary Jane  
Gossman, David & Becky  
Gottula, Randy & Lori  
Groothuis, Ruth  
Haralabidis, Costas & LeeAnn  
Harsin, Brent  
Heckenlively, Tim and Tracie  
Heineman, Carol  
Howard, Ben & Krystal  
Howard, Jerry & Barb

Hunzeker, Mike & Sherri  
James, Dick & Jennifer  
Jenkins, Bill & Becky  
Johnson, Rick & Susan  
Jones, Jim & Shirley  
Keller, Bart & Gayle  
Kelley, Ron & Nancy  
Knaup, Rodney  
Kopf, Dan & Renee  
Kottich, Steve  
Malone, Kevin & Janet  
McKim, Jerry & Nancy  
McPeak, Dr. Eric  
Morehead, Marc & Marcia  
Moses, Richard & Nancy  
Niedfeldt, William (Bill)  
Northridge Church  
Nutzman, Rick & Susan  
Parrish, John & Barb  
Peru State College -  
Graduate Programs  
Roh, Monsignor Robert  
Romine, Alan & Freeda  
Runyan, Bud  
Schawang, Jim & Denise  
Schawang, Kenneth & Elaine  
Schawang, Leon  
Scheitel, Kevin & Gina  
Seeba, John & Rita  
Sefried, Jim & Diane  
Sickel, Benny & Mary  
Sickel, Randy & Beth  
Simpson, Kenny & Tami  
Sipple, William & Susan  
Stevens, Donnie & Colleen  
Thiltges, Ken & Mary Grace  
VonSeggern, Bill & Merry  
Weaver, Mrs. Larry  
Weaver, Paul & Letha  
Weinert, Paul & Mary Jane  
Whalen, Michael & Cassey  
Whitehouse, Tom & Mary  
Wilhelm, Leon & Madaline  
Wilson, Dick & Hallie  
Windle, Brown  
Witt, Bob & Tammy  
Witt, Brian & Rachel  
Witt, Rich & Susan  
Witt, Tom & Cindy  
Yount, Jerry & Denise  
Zoeller, Mrs. Kenneth

**To become an  
EDGE Investor  
Contact us at:  
director@fallscityedge.com  
or at 402.245.2105**