



FALLS CITY
NEBRASKA

PASSIONATE • PROVEN • PROSPEROUS

2016 EDGE Annual Report





A MESSAGE FROM THE EDGE PRESIDENT

JANUARY 2017

On behalf of the EDGE Board of Directors, I am pleased to share our 2016 Annual Report with the Falls City region. We strive to effectively communicate our program of work in order to keep the public informed about our incentive programs, business and industry projects and workforce initiatives. We have a dedicated staff and a group of volunteers who go above and beyond to make Falls City and Richardson County a *passionate, proven and prosperous* place to live, work and play.

In 2016 we saw a variety of construction projects in the areas of business, housing, service and industry with Armbruster Motor Company, the Grand Weaver Hotel, Excel Development Group, FAST Global Solutions and The Ames Companies announcing plans for investment and expansion. We made strides in the area of workforce development through the EDGE Talent Initiative which included a strategic partnership with Southeast Community College bringing expanded educational opportunities to the region and the unveiling of our talent recruitment website, www.fallscityproud.com. Our economic development team works hard to execute a comprehensive growth and development strategy and we are enthusiastic about continued success in the future. We continually look for ways to address challenges by leveraging assets that will best secure Falls City's future.

As we embark on 2017, we offer sincere gratitude to the public and private Investors who generously support Falls City EDGE and welcome new members who would like to get involved in our organization. Our door is always open to new members and volunteers, ideas and projects and goals and strategies. Let's build upon our successes and continue to work together to support economic development efforts that benefit our community.

A handwritten signature in black ink that reads "Ray Joy".

Ray Joy

#fallscityproud



In November 2016, Armbruster Motor

Company began construction of a 10,050 square foot expansion that will enhance their auto body retail, maintenance and repair facility located at their current site, 307 W 17th St. The development was Falls City's 4th Tax Increment Financing project with scheduled completion in July 2017.



FAST Global Solutions contributed to the area employment growth and development in 2016 with the construction of an expanded parking lot which makes room for their future building addition. The added square footage will help support their growing employee owner numbers which have grown to 136 strong this year!



The City of Falls City has made significant infrastructure investments that will help advance economic development initiatives in the community. The nearly \$15M dollar capital outlay includes the purchase of a dual fuel fired generator for added electrical capability, installation of horizontal collector wells and water treatment plant upgrades.

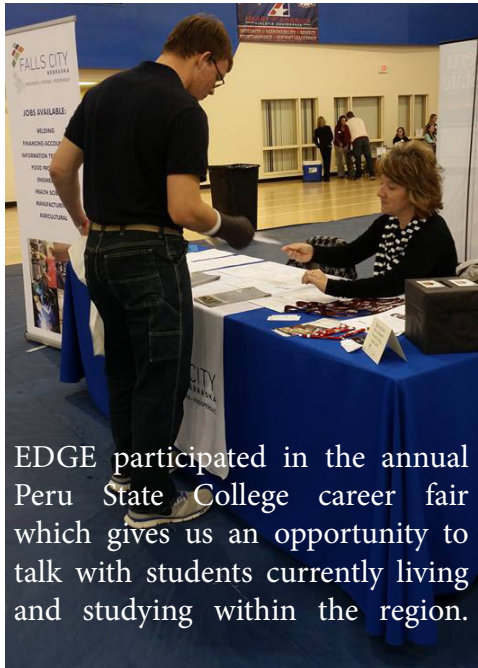
The Ames Companies is forging an ever growing presence in Falls City and local investments are being made. New equipment is being installed, plant improvements are being finalized and electrical upgrades include the installation of a 2500 Kva transformer to handle the added capacity. We welcome the expanded footprint The Ames Companies is making in its facility.



The Grand Weaver Hotel is expanding in Falls City's downtown district and it checks all the boxes of a good, quality economic development project including capital investment, job creation, additional housing, new and expanded business, renovation as well as some infrastructure improvements. Look for new rooms, apartments, specialty coffees, retail merchandise and spirits which will enrich this historic place in 2017.



EDGE is successfully growing the tax base while also offering housing options to our residents with the addition of Wilderness Falls Phase II.



EDGE 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.



Falls City Proud

Check out our new talent attraction website @www.fallscityproud.com! The goal of this site is to deliver a message that clearly communicates what Falls City offers to attract talent who will live and work in the Falls City community. It was developed to aid us in filling the talent pipeline by providing a link to job seekers and local employment opportunities.

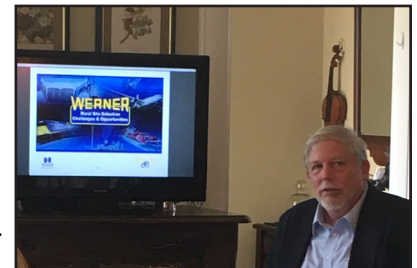
The SCC Board of Governors approved a purchase agreement with Armbruster Motor Company on December 20th for purchase of a 7.91 acre site with future plans to construct a new regional learning center. In the coming months, Falls City EDGE will work with SCC and their architects at Clarke Enersen on a design build that meets the needs of our workforce. We anticipate working together as a region to create the partnerships necessary to make this plan a reality by identifying funding partners, scheduling completion dates for engineering, architectural design, utility installation, site preparations, construction, staffing and the beginning of operations in the new facility. The site, which is located adjacent to the Falls City Aquatic Center, will serve the training needs of this region for generations to come by providing coursework in the areas of manufacturing, healthcare and education.



The Falls City EDGE Marketing and Sales team racked up the air and road miles in 2016 traveling on three Corporate Headquarter visits to FAST Global Solutions, Herzog, Inc. and Airlanco. These visits are a key component of our business retention and expansion program and allow us to maintain strategic relationships with the top Executives of our local industries while learning their future plans for their Falls City locations. The team also hosted marketing events including a familiarization tour with Nebraska Department of Economic Development officials, a site visit by Bill Luttrell, Senior Logistics Strategist, Werner Global Logistics and Paige Webster of Webster Global Site Selectors.



In 2016, we also participated in a host of activities that are geared toward advancing our growth and development priorities including Nebraska Business and Industry Day, the Rural Renaissance, Nebraska Economic Developers Association's Legislative Day as well as participation at public proceedings such as the Nebraska Department of Roads and the Southeast Community College Board of Governor's planning meetings. These marketing and sales activities include strategic commentary emphasizing our dual rail access, fiber capabilities, Falls City's reliable, competitive utilities, the availability of buildings and sites as well as local incentives options including Tax Increment Financing. We also showcase our diverse industrial park, infrastructure investments, quality of life improvements, emerging downtown district and quality school systems.



Falls City/Richardson County is our “product” and we engage in many campaigns to sell its qualities. We want Falls City/Richardson County top of mind when business and industry are looking to expand or select a new site for their operations and 2016 was a banner year to share the advancements being made in our community.



sales-man-ship (n.) The skills, techniques, and tactics involved in persuading people to buy goods or services or products.



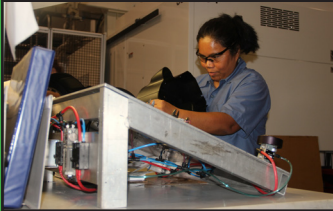
- In 2016, FAST added 15 employees to their workforce and grew to 136 employee owners.
- FAST ground support products, which include cargo dollies, baggage carts and sort bins, can be located in 68 countries world-wide and their customers include major airlines, FedEx and UPS.
- Constructed expanded parking with plans to update the façade and construct a building addition.
- Headquarters: Glenwood, MN; website: <http://fastsolutions.com/>



- 12 employees.
- Agricultural leader assisting grain producers from field to market.
- Headquarters: Covington, LA; website: <https://www.cgb.com/>



- 70 employees with two Falls City locations including their Research and Development facility and manufacturing operations plant.
- Airlanco, a Corporate Division of Ag Growth International, manufactures air management systems that are custom built and designed specifically for each application to provide optimal storage conditions, from farm storage to major terminals and more.
- Headquarters: Winnipeg, MB Canada; website: <http://www.airlanco.com/>
- Global customers with product deliveries in 2016 to countries including Canada, Mexico, Panama, Ecuador, Nicaragua, Ukraine, West Indies, Indonesia, India, Venezuela, Peru, Brazil, Philippines, Malaysia and New Zealand.



- 18 employees.
- Vantec is a custom plastic injection molding company producing product for many market verticals.
- Headquarters: Webster City, IA; website: <http://vantecinc.com/>

VANTEC, INC.

HERZOG RAILROAD SERVICES, INC.



- 36 employees.
- Falls City's state-of-the-art railcar repair facility is served by both UPRR and BNSF railroads.
- Introduced the newly developed Automated Conveyor Train into the market to satisfy customer demand for an innovative conveyor system.
- Headquarters: Saint Joseph, MO; website: <http://hrsi.com/>

- Ames is the leading U.S. and a global provider of non-powered landscaping products that make work easier for homeowners and professionals and its striking tool plant is located in the Falls City Industrial Park.

- 26 employees.
- Their products can be found nationwide at large retailers such as Ace Hardware, Home Depot and Lowes.
- Headquarters: Camp Hill, PA; website: <http://www.ames.com/>
- \$1+M in capital investment for high tech equipment planned for 2017.



- Available building located on 5.5 acres in the Falls City Industrial Park.
- Approximately 55,000 square feet and includes ample cold storage with capacity for -10° sustained temperature.
- EDGE hosted 2 prospect visits to this building in 2016.



Falls City EDGE would like to THANK all 2016 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 (\$15,000)

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

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

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

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

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

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

AHRS Construction, Inc.
Anonymous
Chaney Furniture Company
Check-In Motel
Dan Scholl Seed
Falls City Area Chamber
Falls City Healthcare Community
Falls City Family Practice, P.C.
Falls City Mercantile Co.
Great Western Bank
Goldsmith Abstract & Title Co.
Habben, Dr. Jon & Kathy
James, Dr. Charles R. (DDS)
Jones Air Conditioning
KNZA, Inc. (KLZA/KTNC)
Kex Rx
Morrill Elevator, Inc.
Neal Parsons Law Office
Omaha Public Power District
Physical & Respiratory
Therapy Services, LLC
Pope Realty & Management, LLC
Radatz, Charles & Karen
Rathje, Dana & Lori
Reesman Investment Corporation
Southeast Ready Mix/
Concrete Industries, Inc.
Stripes & Signs
Veigel, Merle & Sara
Vision Inn
Wolfes Printing

**Supporter Investors:
(individual & nonprofit
\$100-\$499)**

Bangert, John & Cindy
Bauman, Julie & Matt
Bebermeyer, Charles & Jane
Boose, William R. III
Borg, Dr. David & Joyce

Brott, Steven & BK
Burghart, Robert & Joyce
Campbell, Don & Laverne
Castle, Mike & Jean
Chesnut, Bev
Davis, Darin & Mollie
Duerfeldt, Austin
Duerfeldt, Jerry & Linda
Duerfeldt, Lester - Memorial
by Jerry Duerfeldt
Duerfeldt, Richard & Jan
Duerfeldt, Stan & Stacey
Eickhoff, Ryan & Halbert, Andy
Engles, Bob
Falls City BPO Elks
Falls City Area Jaycees
Falls City Rotary Club
Ferguson, Don & Meshelle
Finck, Mike & Cheryl
Finck, Mrs. Ray
Froeschl, Marty & Gail
Froeschl, Phil & Laurie
Garriott, Mike & Brenda
Gist, Martin & Mary Jane
Gossman, David & Becky
Haralabidis, Costas & LeeAnn
Harsin, Brent
Heckenlively, Tim and Tracie
Heineman, Carol
Howard, Ben & Krystal
Howard, Jerry & Barb
James, Dick & Jennifer
Jenkins, Bill & Becky
Johnson, Rick & Susan
Jones, Jim & Shirley
Keller, Bart & Gayle
Kelley, Ron & Nancy
Kottich, Steve
Malone, Kevin & Janet
Martin, John & Kathy
McKim, Jerry & Nancy
McPeak, Dr. Eric
Morehead, Marc & Marcia

Moses, Nancy
Niedfeldt, William (Bill)
North Ridge Church
Nutzman, Rick & Susan
Parrish, John & Barb
Peru State College
Graduate Programs
Prosser, Michael
Romine, Alan & Freeda
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, Paul & Letha
Weinert, Paul & Mary Jane
Whalen, Michael & Cassey
Whitehouse, Tom & Mary
Wilhelm, Leon & Madaline
Wilson, Dick & Hallie
Windle, Brown
Witt, Bob & Tammy
Witt, Rich & Susan
Witt, Tom & Cindy
Yount, Jerry & Denise
Zoeller, Mrs. Kenneth

To become an
EDGE Investor
Contact us at:
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or at 402.245.2105