



4TH QUARTER 2007

Letter from the President

Board of Directors

- Kevin Malone, President
- Steve Kottich, VP Marketing & Sales
- Beth Sickel, VP Product Development & Public Policy
- Bart Keller, VP Investor & Community Relations
- Brian Daake
- Carole DeBusk
- Dr. Jon Habben
- Chris Halbert
- Dan Hill
- Donna Landis
- Ryan Larsen
- John Martin
- Marc Morehead
- Jerry Oliver
- Jim Sefried
- David Sickel
- Mayor Rod Vandenberg

Dear EDGE Investors:

I write this letter still on the high of one of those shining moments in recent Falls City history, that being the purchase of the Stephenson Hotel and former city library by Mitch Glaeser. It is such a day, with all the pomp and circumstance of the announcement, visit by the Governor and the overwhelming size of the crowd that really gives momentum and a tremendously positive feel to what we are all trying to accomplish in the Falls City area.

We are experiencing a new period in our history with investors, both from outside our area and within our own community, making rather substantial investments in our business community to expand and upgrade their equipment or facility to meet both existing and future customer needs.

It is exciting to note that this is only one of many shining moments with the opening of the new library, aquatic center, renovation of Jug Brown Stadium, dedication of Thomas Field and the opening of the new industrial road are a few that come to mind.

The recent announcement by Community Medical Center of their plans for the construction of a new hospital facility is a dynamic development for this area. This is all evidence of the economic revitalization of our area which many people have worked very hard to accomplish and should be commended.

Economic Development is a business where we must work behind the scenes for months and often times for years with little fan fair. So, to be able to celebrate a success and especially a major investment in a center piece of our downtown area of the magnitude of the Stephenson Hotel is indeed a time to celebrate! But, we must also use this investment as a catalyst to create additional positive ventures and growth in our business district.

So many times we put in hours and hours of effort and work in order to be ready for prospect visits, host them and

give them a tour of the city only to find out later that we as a community did not make the final cut. With this news, we dust ourselves off and work to be more prepared for the next prospect.

There are many unseen heroes working behind the scenes doing their part for economic development in Falls City. One unsung hero we want to acknowledge is the work done by Bradley Albu behind the scenes to help get the Industrial Road in place. If it weren't for his vision and work behind the scenes we wouldn't have this new addition to our industrial park. Thank you Bradley!!

We are aware that there are many challenges facing the area, but I can assure you that we are working tirelessly to promote Falls City with our primary goal: Job Creation. We continue to look at creative opportunities to help grow our region, looking outside the box.

From a more specific EDGE standpoint, while prospect activity is good, we face the need to once again hire a new Executive Director to lead our organization. What I find solace in is that the leaders of area, whether it is County, City, Chamber or EDGE, etc. are fully aware of the challenges and are willing to work together to find solutions and not ignore them and just hope they will go away. Will it be easy? No. But by rolling up our sleeves and working together, we can all make a positive impact and we will all join together to celebrate our next shining moment for Falls City and our region.

Sincerely,

Kevin L. Malone, President

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In the Region

Southeast NE Regional Economic Development Summit

Representatives from Cass, Otoe, Nemaha, Johnson, Pawnee and Richardson counties attended a regional summit to examine opportunities and strategies available to address issues of rural economic concern for Southeast Nebraska. Representing Falls City E.D.G.E was Executive Board Member Beth Sickel. The summit was held at the Nebraska City High School Auditorium on Thursday, July 26 from 10 am – 5 pm. A number of speakers discussed innovative, successful ongoing programs which may be utilized in the area to address the issues of depopulation and workforce recruitment, successful regional economic development collaborations, and the development, encouragement and education of local entrepreneurs. Also discussed was the development an Inventor, Investor & Entrepreneur Club. The group will continue to meet to develop ongoing work plans to address issues in our area. The Norfolk area web site is a great example of a successful collaborative effort. Be sure to check it out: <http://www.norfolkarea.org/>

The summit was funded in part by a BECA grant from the Nebraska Department of Economic Development administered through the Rural Development Commission.

Inventor, Investor & Entrepreneur Club To Launch

Southeast Nebraska is strengthening its entrepreneurial spirit by forming an Inventors, Investors and Entrepreneurs Club. The club is designed to provide inventors, investors and entrepreneurs with networking opportunities as well as education and training. One of the club's goals is to provide an open and supportive, educational forum for individuals who are seeking assistance in the areas of entrepreneurship and inventing. A second goal of the club is to bring people and organizations together in a truly collaborative effort that is dedicated to improving economic development in Southeast Nebraska. The Inventors, Investors and Entrepreneurs Club will meet once per month at the University of Nebraska-Lincoln Kimmel Education & Research Center in Nebraska City. Each session will begin with a networking social at 5:30 PM, which will be followed by introductions and an educational session or guest speaker at 6:00 PM. Each evening will end with an "Ask and You Shall Receive" session, which enables participants to ask for what they want or need so the group can help them find solutions and break through barriers.

The first meeting of the club will be held at 5:30 PM on January 22, 2008. Subsequent meetings will be held on the second Tuesday of every month. A \$24.00 membership fee will be charged for individuals, businesses and organizations to join the club; however, people are encouraged to participate in one or two sessions before making a commitment. Organizers are also working to add distance-delivery components to this program. More information on the distance-delivery component will be available soon. ***If you would like to be involved with or participate in the Inventors, Investors and Entrepreneurs Club, contact Connie Reimers-Hild at the University of Nebraska-Lincoln Kimmel Education & Research Center via phone: 402- 873-3166 or e-mail: creimers2@unl.edu.***

Falls City News

FALLS CITY EDGE in cooperation with **REAP (Rural Enterprise Assistance Project)** is please to have Janelle Moran coming to the EDGE office once a month. Janelle will provide technical assistance, help individuals organize their thoughts and help them get started building a business plan. She will be meeting one on one with people in the EDGE office. This is a free service to REAP members or an individual may join the REAP ASSOCIATION for \$24.00. If you or anyone you know is thinking about starting a business or needing help with their business, **please call 402 335-3675 for an appointment. Janelle will be available on the following Tuesdays: October 23, November 20 and December 18 from 10 am to 2 pm.**

SHOW ME THE MONEY??

The City of Falls City has several funding mechanisms available for eligible business and entrepreneurs. The low interest loans are available for the following qualifying uses: Purchasing buildings or land and Purchasing Equipment.

Terms will be dependent on uses of the funds. The funds are set up as low interest loans for the business. Criteria for receiving the funds include but are not limited to the creation of new jobs in the area. Retail activities are not eligible. This is in compliance with the State of Nebraska's guidelines. Business must locate with in Richardson County.

**Upcoming EDGE Annual Meeting: January 23rd at Elks Lodge.
Be sure to mark your calendars!**

Committee Updates

Hospital Building Project Report - Ryan Larsen

The hospital building project is moving ahead. Physicians, nurses, staff and board and community members have all been working very hard. Support has been positive among hospital staff, city and county leadership, and the community. Many have asked about opportunities to help with the project and so doing a fundraising committee has been created to give avenues for people to contribute. Due to the lower interest rates of tax-exempt bonds, the hospital has petitioned the County to establish a Hospital Authority for Richardson County that could issue those bonds. A public hearing is scheduled for early November. In the mean time, we are working to finalize designs so we can better show the community what we intend. In addition, I have spoken to a number of civic and community groups about the project, answering such questions as why we need to build a new facility, what we want to accomplish, and even how we expect to pay for it. Please let us know if there are other groups that would like such a discussion. Other committees are working on developing plans for the current hospital and the land surrounding the new campus. We hope EDGE will play a prominent role in creating the plans. Groundbreaking is still expected in the spring, with completion in the summer of 2009.

Falls City EDGE Lunch-n-Learn

Monday, October 15th

Monday, November 19th

Monday, December 17th

**All meetings are to take place at
12:00 pm at Bredeaux Pizza.**

These meetings are very informative and because only a small number of members are invited to each session, you are asked to make every attempt to make it. We want to keep the meetings short but informative so please r.s.v.p. the Friday before by calling the EDGE office to let us know that you will be joining us.



Encourage family and friends, near or far, to check out our local web sites.

www.fallscityedge.com

www.fallscityonline.com



Strategically Positioned. Building for the Future.

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WELDERS! WELDERS! WE NEED WELDERS!

This has been the cry of our local manufacturers for quite some time.

This cry for welders prompted the Workforce Development office to call a meeting of the Falls City Workforce Development & Training Coop and others who might be facing this issue. To address this concern a partnership consisting of WFD (Workforce Development), EDGE, area manufacturing plant managers, Falls City Public school officials and Southeast Community College was formed.

These partners, with the help of Southeast Community College quickly set about developing a 10 week welder training class. The classes would be held at Airlanco and be taught by Jerry Koopman, WASP and Jerry Oliver, plant manager of Airlanco. We advertised for trainees and offered scholarships to those willing to sign a contract to work only for our local manufacturers for two years after completion. Seven students successfully completed the training and 6 are employed full time.

One of the best things to come from forming this partnership was the idea of offering MIG welding at our local high school. Partners put together a plan to purchase welding stations for the high school. Collaboration between Falls City EDGE, Richardson Foundation and Falls City LB840 provided the funding to purchase 4 MIG welders to be located at the Falls City Public High School. The agreement with the Falls City School district was that all high school students in the district regardless of the school they attended are eligible to take the classes using the new welders. The stations were ordered and are now in place for the 07-08 school years. Students taking advantage of this training will have the opportunity to obtain good jobs locally right after graduating from high school.

This endeavor is a perfect example of what partnerships can successfully accomplish.

In the office...

We are making progress with the remodeling of the conference room, the room is appreciated and will be put to good use. Thank You.