



BEST

best people • best product • best practices



2013 Annual Report

*Falls City Economic Development and
Growth Enterprise, Inc. (EDGE)*



FALLS CITY
NEBRASKA
Strategically Positioned. Building for the Future.



A message from the EDGE President

January 2014

On behalf of our Executive Committee, Board of Directors, and staff, I am pleased to present the Falls City Economic Development and Growth Enterprise (EDGE) Annual Report. We proudly present our achievements which earned Falls City the coveted "2013 Governor's Showcase Award". This report is a testament to our commitment to building a stronger region and as you peruse through the report you will see EDGE has been at the center of a true economic transformation in our area. We have played a major role in sowing the seeds of change by helping to secure key strategic investments and partnerships, fostering the expansion of local businesses, attracting new business and investment, and preparing the region for future growth.

*The best way to
predict your future
is to create it!*

~ Abraham Lincoln

We are seeing real dividends and with the positive environment we are operating in we believe anything is possible! Since EDGE's inception, there has been a reported \$169 million dollars in capital investment in Falls City/Richardson County with two of those key investments, the Missouri River Bridge and Consolidated Grain and Barge, being completed in 2013. Those are major accomplishments that will assist with the flow of commerce in the tri-state area and serve as an economic driver in our region for generations to come.

EDGE Investors make these successes possible and we welcomed approximately 75 new Investors in 2013! Our Investors span the spectrum from business, to government, to individuals and the not-for-profit sectors. We all clearly recognize the value of pooling our efforts to advance economic development. Many of the activities and goals that have been accomplished are the result of a dedicated staff and volunteer base who work hard to improve business conditions and the quality of life for the citizens of Richardson County. EDGE Investors and the leadership in our community have been critical to the progress we've made over these past 7 years. Your ongoing investment and support will ensure the continuation of that progress in the years ahead.

Falls City/Richardson County is well-positioned for even greater success and we must capitalize on the momentum through collaboration and action to create the most powerful, long-lasting, generational change. In 2014, EDGE pledges to continue to bring stakeholders together to pursue the next phase of development and to serve as a catalyst for growth in this region.

Kudos to all of us and may our successes continue into 2014 and beyond and as Abraham Lincoln once said....The BEST way to predict your future is to create it.

BART KELLER, EDGE PRESIDENT

Best People

Investor and Community Relations

Mission: Keep EDGE Investors informed of EDGE projects and activities, recruit new members, and plan investor and community events.

- Falls City EDGE has so many public and private Investors that have graciously pledged their financial support. We saw remarkable growth in the number of EDGE Investors in 2013 with the addition of approximately 75 new investors resulting in \$24,299 dollars in new investments. Thanks to our Investor Recruitment Team, EDGE's membership has reached a record high of 161 member investors.

- U.S. Senator Deb Fischer stopped in Falls City for a tour of our community as well as a meet and greet with the public. An open house was held at the EDGE office followed by a community tour which included visits to WASP, the CGB construction site and a walk thru Main Street's downtown district.



- Our *Employer Appreciation Program* recognizes and thanks area businesses for their investment and jobs. EDGE representatives delivered cookies and meat/cheese trays to local businesses and industries as well as gifts to corporate headquarters.

- Nebraska's Third District Congressman Adrian Smith met with a group of local bankers to discuss tax reform and ways to simplify the tax code.

- Partnered with the Nebraska Department of Economic Development to host a workshop for area business and community leaders, investors, and educators to learn more about the InternNE program.



"As a rural community, Falls City has much to offer, and your continuous efforts to spur development and preserve business is outstanding."

- Senator Deb Fischer

Best Product

Product Development and Public Policy

Mission: Maintain open communication with key public and private organizations to support and implement efforts that will improve the Falls City area "product" and increase opportunities to generate more prospects considering Falls City/Richardson County.

- In the area of workforce development and recruitment:



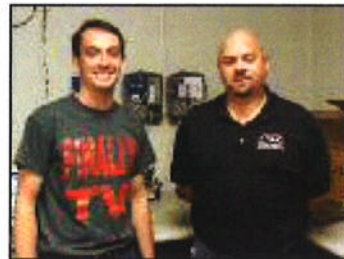
➤ EDGE's unique partnership with the local UNL Extension office fosters manufacturing and agricultural partnerships with our local schools including the FCHS Ag Class touring Consolidated Grain and Barge Co.

➤ The Southeast Nebraska Partners for Progress (P4P), including Nemaha, Richardson, Pawnee, Johnson and

Otoe counties, partnered with Southeast Community College and area employers to develop training courses that address regional workforce development needs. In 2013, P4P was awarded \$10,000 to offer Supervisor Boot Camp and Blue Print Reading Certification Courses. Locally, 11 employees from WASP and Airlanco participated in the training.

- Advocated for legislation and public policies in support of Falls City/ Richardson County's economic and community development growth strategies, including hosting visits from elected officials and attending the Nebraska Economic Development Association's Legislative Day.

- Merz Farm Equipment and SNC are adding to the next generation workforce by utilizing InternNE program funds totaling approximately \$15,000 dollars. These businesses are providing quality, skilled positions that are bringing college students back home to Falls City.



- Falls City EDGE partnered with the City of Falls City and Falls City Homefront, LLC to garner additional investment in the Wilderness Falls Subdivision. Two newly constructed homes with full basements and a double car garage will be available in early 2014.

- The Comprehensive Development Plan was developed in 2013 and represents a community blueprint designed to identify, assess, and develop actions and policies in the areas of population, land use, transportation, housing, economic development, community facilities, and utilities. The Plan, once adopted, will contain recommendations that will be of value to the City and its residents through 2023 and beyond.

"It's communities like Falls City reinvesting in themselves that makes me especially proud to say I'm Governor of the best state in the United States of America."

- Governor Dave Heineman

Best Practices

Marketing and Sales

Mission: Fill the pipeline with more prospects considering Falls City/Richardson County and make steady progress towards meeting sales objectives identified in the EDGE Strategic Plan.



- Stephanie's Epic Cakes opened in the Falls City downtown business district in a newly remodeled building. Stephanie Wendtlandt collaborated with many partners along her journey to opening a new business including Falls City EDGE, Rural Enterprise Assistance Program, Southeast Nebraska Community Action Partnership, and the Small Business Administration.
- Continued working with state and regional economic development partners to promote development opportunities in the Falls City area including:
 - Kevin Malone, Bart Keller, and Beckie Cromer completed a corporate visit with senior executives at Herzog in April discussing business conditions, how the economy impacts their services, and the strength Herzog has in its diversified product offerings. Officials were pleased with their local workforce specifically noting the stability of their long term employees and the exceptional record of no loss time accidents.
 - As a member investor of the Lincoln Area Development Partnership, participated in regional sales efforts at FABTECH—North America's largest metal forming, fabricating, welding, and finishing event and Community Venture Network—a forum where expanding companies are paired with economic development professionals seeking to attract business expansions and relocations to their community.
 - Falls City EDGE participated in a site selectors event sponsored by the Lincoln Area Development Partnership in May. The event brought five nationally known site selectors to our 13 county Southeast Nebraska region in an effort to market each of our community assets and identify target industry areas.



- EDGE hosted 35 members of the Southeast Nebraska Resource Network which was an excellent opportunity for visiting community leaders, volunteers, and municipal staff to hear about Falls City's progress. Those in attendance were also connected with Federal, State, and Local resources available for potential projects in Southeast Nebraska.
- Tri State Truck and Tractor is under new ownership. Justin and Monica (Gormley) Lechtenberg have purchased the business which will retain valuable jobs and continue to provide quality business services to the tri-state region.

"I appreciate the assistance from the EDGE office and the support of the City Council. Beckie Cromer was instrumental in the application process and I appreciate all the help I received. I look forward to raising my family in Falls City and growing my business. The community has been very gracious in welcoming us to town."

— Justin Lechtenberg, Owner, Tri-State Truck & Tractor

CGB's Impact

The Multiplier Effect

The multiplier effect....it's an important piece to a development puzzle. CGB's yearlong construction project increased the demand on many local businesses which in turn created more wealth in the region.

Businesses Impacted Include:

Southeast Ready Mix/Concrete Industries, Compass Pumping and Conveying, Snethen Trucking, Donnie Stevens / Triple S Construction, Kaster Trucking, Huettner Trucking, Staffing Services, Tri-State Electric, AHRS, Jones Air Conditioning, Hullman's Ford, Armbruster Motor Co., Wolfes Printing, Sapp Bros, Farm & City Supply, Scholl Lawn and Landscaping, Hoy's Ideal Cleaners, Airlanco, K&F Welding, SNC, Falls City Journal, Mary's Appliance, new partnerships with area grain elevators, Hotels, Restaurants, and many more...



CGB: Grain, trains to start moving Sept. 16

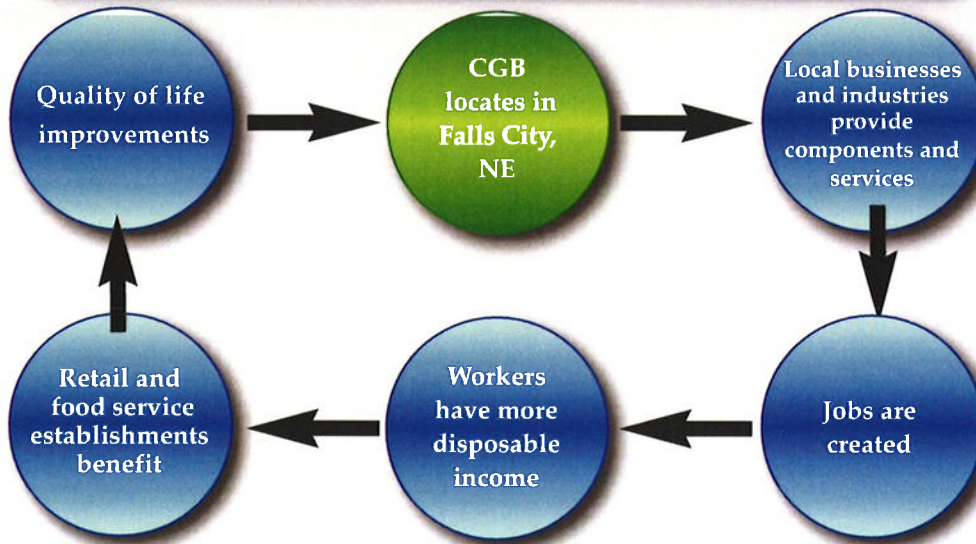
By the Numbers

\$25 MILLION
DOLLAR DEVELOPMENT
PROJECT

\$1.5-2 MILLION
IN CONTRACTS
AWARDED TO AREA
CONTRACTORS

25+
LOCAL
BUSINESSES
PROVIDED
GOODS & SERVICES

12
FULL TIME
JOBS WERE
CREATED



"CGB is building a high tech facility with AQI components and our sales staff will be bringing customers, both current and future, to Falls City to view this showcase facility. This development project will certainly assist in the growth of AQI companies, including Airlanco."

~ Tom Zant, Vice President, Commercial Products Group of Ag Growth International (AQI)

2013

Top Highlights



Missouri River Bridge Grand Opening
September 1, 2013

"The Bridge Project truly is an amazing effort and is the kind of game changer, today and far into the future, that will matter to so many for so many purposes across southeast Nebraska, the tri-state area, and well beyond. The movement of people and commerce to and from everywhere will be able to depend upon a safe and modern connection. You have opened the door wide! An excellent effort to accomplish an epic project! Every accolade is absolutely earned and deserved!"

~Dr. Jon Habben, Nebraska Rural Community Schools Association

Investment and Job Growth Facts:

Airlanco 5 year high 81 employees and a new 2nd shift

Since 2010, \$95,000 to local businesses creating/retaining 6.75 FTE's

WASP 5 year high 89 employees; adding 10-12 more jobs in 2014

Local industries modernized equipment \$800,000 in capital investments; \$24,000 in grant funds

Vantec 5 year employment high 16 employees

Falls City Receives 2013 Governor's Showcase Award

The Governor's Showcase Award recognized 5 years of excellence and success in the community. Falls City was selected for its exceptional ability to achieve community development goals and accomplish major projects that have had positive, long lasting impacts on the community.



*Falls City
Ranked #9
Best Town for
Young Families*

~nerdwallet.com

*Nebraska
Ranked #2
Top Pro-Business
State*

~Pollina Corporate

Stay up-to-date on all the economic development news in the Falls City/Richardson County area. Sign-up to receive the EDGE quarterly e-newsletter at www.fallscityedge.com/eNews.aspx.

Falls City EDGE would like to THANK all 2013 Investors for partnering with us as we strive to make a significant difference 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
Consolidated Grain & Barge Co.
Dorr and Clark Funeral Home
Farm & City Supply
F&M Bank
Halbert, Dunn & Halbert, L.L.C.
Hartman, Edward & Sandra
Richardson County Bank & Trust
Southeast Nebraska Communications
Vandeberg, Rodney/ Vandeberg Family Foundation

CHAMPION INVESTORS

(\$2,500-\$4,999)

Aitken, Robert W. (CPA)
Armbruster Motor Company
Morehead, John and Amalia

CATALYST INVESTORS

(\$1,000-\$2,499)

Airlanco
Animal Health Center
Falls City Journal
Great Western Bank
Harris, Ed & Deb
Haws, Butch & Doherty
Hullman's Ford
Jim Hill's
Knobbe, Kent & Jackie
Merz Farm Equipment
Miller-Monroe Company, Inc.
SunMart Foods
WASP, Inc.

ADVOCATE INVESTORS

(\$500-\$999)

American National Bank
Anonymous
Bauman Family Limited Partnership
Careage Estates
Chaney Furniture Co.
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 B. (DDS)
Jones Air Conditioning

ADVOCATE INVESTORS - Continued

Jorgensen Surveying
KLZA/Kanzaland Radio Group
Kresin, Eric
Martin, John & Kathy
Morrill Elevator, Inc.
Neal Parsons Law Office
Omaha Public Power District
Parkside Dental Clinic
Physical & Respiratory Therapy Services, LLC
Poppe Realty & Management
Radatz, Charles & Karen
Rathje, Dana & Lori
Reesman Investment Corporation
Salem Grain Co., Inc.
Snelben Farms/Snelben Trucking Inc.
Southeast Ready Mix/ Concrete Industries
Stripes & Signs
True Value Hardware
Veigel, Merle & Sara
Vision Inn

SUPPORTER INVESTORS

(Individuals & Non-Profits — \$100-\$499)

Bangerl, John & Cindy
Bauman, Julie & Matt
Bebermeyer, Charles & Jane
Bierman, Mike & Jennifer
Boose, William R. III
Borg, Dr. David & Joyce
Brott, Steven
Burghart, Robert & Joyce
Campbell, Don & Laverne
Castle, Mike & Jean
Chestnut, Bev
Deckinger, Fred & Gracie
Duerfeldt, Austin
Duerfeldt, Jerry & Linda
Duerfeldt, Lester
Duerfeldt, Richard & Jan
Duerfeldt, Stan & Stacey
Dunn, Andy & Nicole
Ebel, Brad & Sue
Eickhoff, Al & Family
Eickhoff, Ryan & Halbert, Andy
Engles, Bob & Wendy
Falls City BPO Elks
Falls City Jaycees
Falls City Rotary Club
Finck, Mike & Cheryl
Finck, Ray & Ruth
Froeschl, Marly & Gail
Froeschl, Phil & Laurie
Gist, Martin & Mary Jane
Gossman, David & Becky
Grootbuis, Ruth
Haralabidis, Costas & Lee Ann
Harsin, Brent
Heckenlively, Tim & Tracie
Heineman, Jim & Carol
Howard, Ben & Krystal

SUPPORTER INVESTORS - Continued

Howard, Jerry & Barb
Boy, Steve & Stacy
Hunzeker, Mike & Sherri
James, Dick & Jennifer
Jenkins, Bill & Becky
Johnson, Rick & Susan
Keller, Bart & Gayle
Kelley, Alan
Kelley, Ron & Nancy
Knaup, Rodney
Kopf, Dan & Renee
Kotlich, Steve & Diana
Malone, Kevin & Janet
Maze, Charlie & Betty
McKim, Jerry & Nancy
McPeak, Dr. Eric
Moore, Mike & Pam
Morehead, Marc & Marcia
Moses, Richard & Nancy
Niedfeldt, William (Bill)
North Ridge Church
Nutzman, Rick & Susan
Oliver, Jerry & Sharryll
Parrish, John & Barb
Prosser, Michael
Rieger, Jake
Roh, Monsignor Robert
Romine, Alan & Freeda
Runyan, Bud & Gerlie
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
Snelben, Cory
Steinman, John & Pat
Stevens, Donnie & Colleen
Tall, Kevin & Kay
Talbot, Larry & Judy
VonSeggern, Bill & Merry
Weaver, Mrs. Larry
Weaver, Paul & Leiba
Weinert, Paul & Mary Jane
Whalen, Michael & Cassey
Whitehouse, Tom & Mary
Wilcox, Matt & Michelle
Wilhelm, Leon & Madaline
Wilson, Dick & Hallie
Windle, Brown
Witt, Bob & Tammy
Witt, Brian & Rachel
Witt, Rich & Susan
Witt, Tom & Cindy
Yount, Jerry & Denise
Zoeller, Kenneth & Joan

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